

MICHIGAN TRADESMAN

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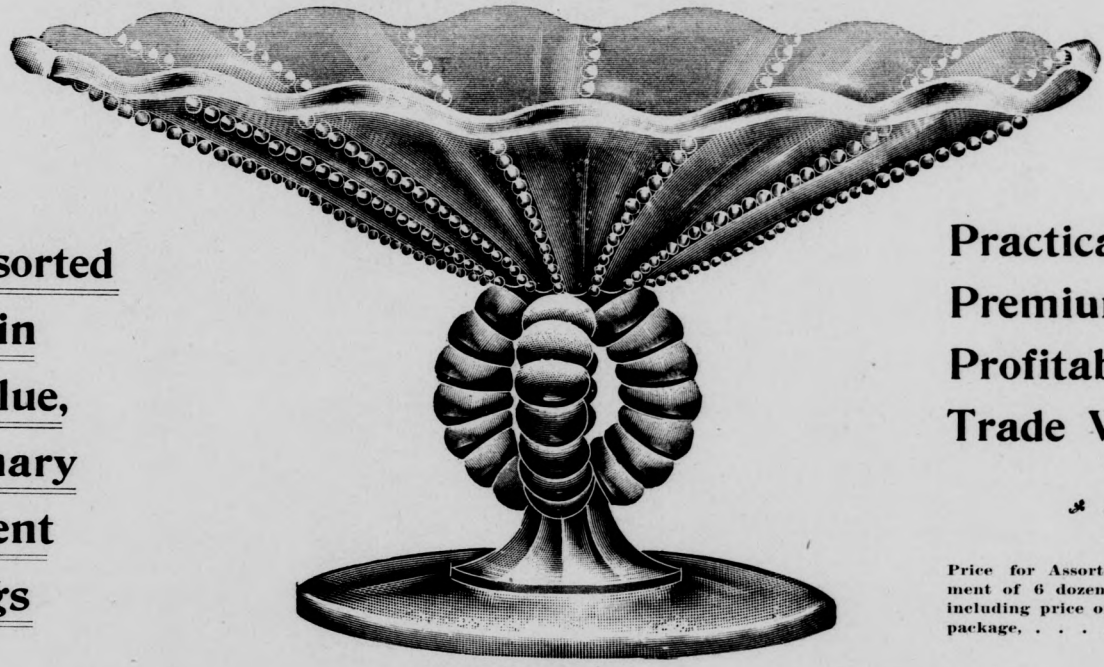
Volume XVII.

GRAND RAPIDS, WEDNESDAY, DECEMBER 6, 1899.

Number 846

Something New in Opalescent Card Receivers

Two Assorted
Shapes in
Flint, Blue,
and Canary
Opalescent
Colorings



FULL SIZE CUT

Practical for
Premiums and
Profitable as
Trade Winners

Price for Assortment of 6 dozen, including price of package. **\$6.00**

We sell to
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42-44 Lake Street,
Chicago.

What Will the Royal



WATCH HIM

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Largest Cigar Dealers in the Middle West.

F. E. BUSHMAN, Manager.

DO?

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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.

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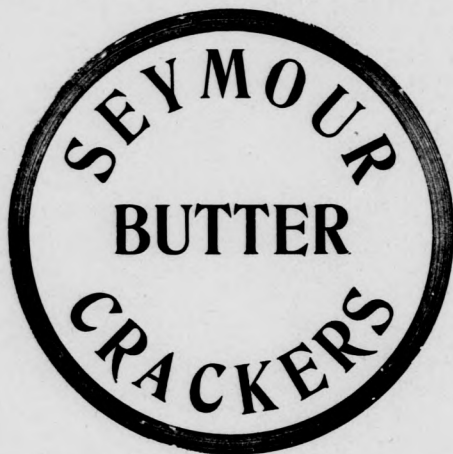
**WATER WHITE HEADLIGHT OIL IS THE
STANDARD THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

Making Trade and Keeping It

Plenty of specialties will sell like wildfire for a time. But they won't last. People never ask for them again. They're worthless as a basis for substantial merchandising.



Sell well first, last, and all the time. There's a crisp, delightful daintiness about them that people do not tire of. The first pound sells another and another. They make trade and keep it. That's the sort of cracker you want to handle, Mr. Grocer.

National Biscuit Company,
Grand Rapids, Mich.

Sears Bakery.

Last Call—Just 32 Left

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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.

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219 MARKET ST., CHICAGO, ILL.

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, Pianolas, 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.

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, DECEMBER 6, 1899.

Number 846

A. I. C. HIGH GRADE COFFEES

Pay a good profit. Give the best of satisfaction. Handled by the best dealers in Michigan. For exclusive agency, address

AMERICAN IMPORTING CO.,
21-23 RIVER ST., CHICAGO, ILL.

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

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Books arranged with trade classification of names. Collections made everywhere. Write for particulars.
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Success of the
Grand Rapids Business University
Business, Shorthand, Typewriting, Etc.
For catalogue address A. S. PARISH,
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, Dec. 14 to 15 inclusive. Customers' expenses allowed. Prices, quality and fit guaranteed.

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

Tradesman Coupons Save Trouble. Save Money. Save Time.

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WHY, CERTAINLY.

The pessimist is jubilant. There is a cloud in the east, no bigger than a man's hand, but full of menace. The policy of the "open door" which tickled the tympanums of American traders is not proving the unqualified blessing which it was supposed to be. It is turning out a boomerang with a hitting power as harmful as it is undesirable and sudden. It is all very well to have the "open door" theory and practice, when China is talked about, the basis of commercial activity; but when the European powers make this the means of driving a sharp bargain it is hardly the good thing it is cracked up to be. Those schemers are already at work. With our commercial sky fairly aglow with the golden gain of early promised profits in China, there comes the far-reaching question whether, should the open door policy be granted in China, there will be an open door policy in the Philippines? If the answer is affirmative, well and good; if not, well and good; but—! That last word has upset things and the optimist, with shivers of delight and exultant I-told-you-sos, sees the smiles lighting the faces of the powers and our Uncle Samuel perplexedly biting his thumb.

Nothing is farther from the fact. Shortsightedness, the prominent defect of the optimist, has not taken possession of the American eyesight. It can see clearly and the manhood behind it can state distinctly the reasonableness and the justice of the question: "It is a poor rule which does not work both ways;" and the Great Republic has no desire even to infringe upon the broadest application of the maxim. "A fair field and no favor" is emblazoned all over the shield of the United States and its glory is not dimmed by any attempt to make a one-sided application. When, then, there comes the fair question, fairly put, "Will there also be an open door in the Philippines?" without a thought of thumb biting comes the hearty answer: "Why, certainly."

There is a something in the American make-up which other peoples can not understand. Russia makes up her mind that a neighboring nation must give her a part of her possessions and the

big nation goes underhandedly to work to entrap and inveigle her into surrender. England thinks best to increase her domain by a gold mine—no matter where it is or to whom it belongs—and stealthily works up to it. It is the Old World idea. Not so with the New. Everything is aboveboard. Is China going to pieces? All right. We'll prop open the commercial door, sound the preconcerted signal and go for it. Each one for himself and the devil take the hindmost. The Philippines have gone under. Before the end came the United States bought the right to settle the islands as it should deem best. The powers know that, but, with the breeding of the Middle Ages clinging to them, and with a "cheek" as amusing as it is exasperating, they want to know if there is to be the same open door as in China and are tipping winks to one another at the corner into which they have at last forced the nation with the liberal policy. Judge of their surprise when with the question already settled this country, blind to its own interest—well, apparently so—throws open the door with a "Why, certainly," throws away the key and becomes a scrambler for the very things she has thrown away.

That, however, is the American idea. We want the scramble and we are willing to contribute our share to make it interesting. Money-getting for the sake of the money is barbarous and beastly. There is no fun in a walk-over even to prosperity. That is where poverty has the better of riches ten to one, and the Yankee tradesman, to make things lively, throws the money he has made into the commercial arena and "stumps" his trading brethren to keep it away from him if they can.

This is the key to the situation, the earth over. In China, the Philippines, Africa, South or North, France, Germany—everywhere—closed door, or open door, the battle of trade is to be fought and that, too, under the standard of "A fair field and no favor." It must be remembered, however, that the Yankee knows what he is about. In these days of arbitration the sword has lost its power. "The bloodiest battle of the century" may be subject matter for the historian, but it will be little else. It is doubtful if the fought-for gold mines will be found worth the having; and while the battle is going on, there and in every other part of the world, the trade strife is strenuously pushed by the predestined victor. With doors open or closed or on the swing, the best will be sure to find its way to the front. Half-civilized China knows the difference between chalk and cheese; and has already found out that this country furnishes the best of both. What kind of a fight will that be in Siberia over railroads and bridges when the American workshop is already supplying that market with the best goods at the lowest prices? What sort of figure is England going to cut in the shoe trade, for instance, when the footwear she turns out is as ugly to the sight as it is clumsy and painful to the foot, civilized or uncivilized? Name a machine in a Euro-

pean market of European manufacture which is not losing favor, because the American-made article on every point worth naming is by far the best. Geneva for decades bragged about her watches. She brags no more; and the silence of her shops is broken by the tick of the American watch. France has had a great deal to say about her wines and her silks and her leadership in civilization; but the vineyards of California and the silk mills of New Jersey have changed that and we shall hear no more of French civilization for years to come. If the world gets hungry, we can feed it with 600,000,000 bushels of wheat, 2,000,000,000 bushels of corn, 32,000,000 of beef cattle and 40,000,000 of sheep, with countless millions of poultry. If it is thirsty, we can give it to drink 1,000,000,000 gallons of beer—let Germany make a note of it!—1,000,000 gallons of alcoholic liquors and 30,000,000 gallons of wine. We can warm, clothe and light our sister nations without lessening our own personal comfort and we can do it more cheaply than they can do it themselves.

With this condition of things, backed as it is by the National reputation won at Manila, it is not strange that the United States should be generous. Past the struggling period of existence, in which she has been overwhelmingly successful, and recognized as she is as an equal, with the tacit conviction of superiority under the recognition, it is not strange that she should give to others the liberty of action which she has herself insisted on. Having gained a competency in a century which Europe has failed to secure in a decade of them, it is no wonder that she should insist on open doors and, while laughing over the absurdity of the pretended right of her envious neighbors, should, just for the fun of scrambling for what is hers already, heartily reply to their brazen question: "Will there also be an open door in the Philippines?" "Why, certainly."

One of the results of the Spanish-American war has been a remarkable stimulus to certain departments of Spanish industry. Although many merchants have suffered by the loss of Cuba and have had their operations severely hampered thereby, other houses have taken to manufacturing on the spot products which used to be got from that colony. Sugar is one of the chief articles imported, but there were formerly few refineries in Spain. During the last few months, however, a number of refineries have been established. A single German house is reported to have orders at present for more than \$1,000,000 worth of machinery for these refineries alone. So far, it seems to have been the Germans who have profited most by the situation. The German houses have their agents on the spot and so succeed in booking a big share of the orders. In other departments, too, it is very much the same. Barcelona, Madrid and other large towns have recently adopted the electric light, but although the field is open to everybody, most of the tenders were German.

Dry Goods

The Dry Goods Market.

Staple Cottons—There has been no change whatever in the strength of the staple cotton division. There has been but little difficulty in securing the advances named on all the cotton goods up to the present writing, and these advances still continue to be named on other tickets. If there is any difference to point out in regard to the demand for various goods it may be said that heavy brown sheetings, drills and ticks are enquired for rather less than other goods. Nevertheless, the demand is large enough to take care of the production and there is, therefore, no weakening of any kind. This slight difference is partially due to the fact that no positive promises can be given as to the date of delivery of these goods. Buyers do not like to place orders without knowing whether they can get the goods or not. Many lines of goods, although advanced in price, are held strictly "at value" for distant delivery, and the prices quoted to-day apply only to such goods as can be delivered at once, which are very few, or in a very short time. The situation in gray goods is very hard for the trade. Buyers can secure nothing for this side of January delivery unless it be from second hands, and they are obliged to pay full prices. Wide sheetings are somewhat quieter, and show no change of importance. Coarse colored cottons, denims, plaids, ticks, stripes and checks are in good demand, and consequently very strongly situated.

Linings—All grades of cotton linings have stiffened during the past week, and advances in many cases have been named. Naturally this has been brought about to a considerable extent by the advances in gray cloths, but the continued steady demand has had considerable to do with it. Among the cloths which have been advanced are kid finished cambrics, silesias and printed sleeve linings. High finished cotton goods in the various new styles, mercerized, etc., have shown a fair business, although nothing above the average.

Knit Goods—There has been considerable activity in the knit goods market for the past week or ten days, in spite of the fact that it is usually a decidedly off season of the year, and everything looks bright for the opening of the new heavyweights. Satisfactory goods are scarce. Of course, everyone looks to higher prices for next fall's goods, but how much of an advance will be made is as yet problematical. Those orders which have already been taken are at only a small advance over last season, and, in fact, it is pretty safe to say that some of them were taken at last year's prices. The policy of such an action is too evident to need comment here. The season is really in the hands of the mills and agents, and satisfactory prices might easily be secured if the business were handled in the right way. Why the agents will persist in hurrying the season, and losing their profits when so much business is floating around, is one of the puzzles which no man can solve. There is no possible reason why they should take orders so far ahead of the season, for it is morally sure that there will be plenty of business to go around and from all the evidence which can now be gathered, it seems as though there will not be enough goods to supply the demand. There is every prospect

of a further advance in wool before long, and should this take place it will make it absolutely necessary to make a very strong advance. In looking over prices of woollens since the last heavyweight season, some grades have advanced over 50 per cent. already. Comment is unnecessary. Considering the above and the fact that there are no stocks of yarn in the market, it will be a wise buyer who places his order at the earliest opportunity for as much as he thinks he can use, for it is almost absolutely certain that many will get badly left before the end.

Hosiery—Importers of hosiery have had an unusually successful season, so far as it has gone, and they report that the sales have exceeded those for the past spring and summer. Of course, staple blacks had a steady uninterrupted business, but fancies and solid colors have been unexpectedly popular. Probably the most prominent lines of hosiery are the extracted patterns in neat designs, either stripes or polka dots. In the higher grade goods there has been an excellent business in some of the fine lines of silk embroidered hosiery, and the prospects for these goods are excellent.

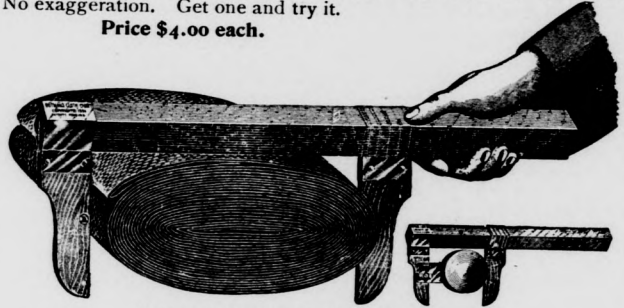
Carpets—The carpet situation is better this year than it has been for several years past. Buyers realize that they must pay the advanced prices for carpets, and as the times are very much improved they are willing to do this. Trade holds on very well. The advanced prices are now in effect, and the prospect of a still further advance is stimulating the buyers to place orders early. There is a probability of a general advance the first of the year, with some advances December 1. Jobbing houses continue to place good orders for carpets, and feel very well satisfied with the outlook for the new season. Some large Smyrna rug manufacturers announced an advance in their rugs, which took place Dec. 2. Retailers who have sold up their stock of Smyrna rugs find it very difficult to have their orders filled for a new supply. The unusually active fall season in carpets and rugs bids fair to continue prosperous through the spring season. The medium priced goods, such as tapestry, Brussels and axminsters at about \$1 per yard, are very popular, and gratifying sales are made of these goods, as well as the higher priced velvets. Some large mills have taken enough orders direct to last them up to January 1, and will not send their salesmen out until after that period. Manufacturers of art squares report that the demand is so large they are unable to supply all the goods which the jobbers could sell.

Putnam's Cloth Chart

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

No exaggeration. Get one and try it.

Price \$4.00 each.



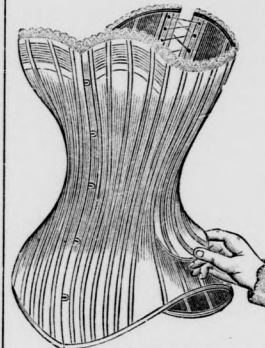
Sold in the West by the Following Jobbers

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

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

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

THE "STAND BY" CORSET

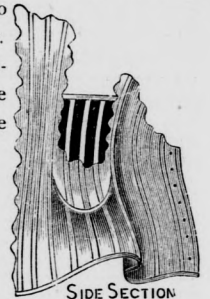


(Pat. Oct. 28, 1898.)

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

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

PRICE,
\$4.50 PER. DOZ.



SIDE SECTION

Corl, Knott & Co.,

Importers and
Jobbers of

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Our Specialties:

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

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. Steketeer & Sons,
Grand Rapids, Mich.

THE OTHER SIDE.

Landlord Sweet's Version of the Baggage Liability Controversy.

Grand Rapids, Dec. 4—In your issue of Nov. 29, you do me a serious injustice in connection with certain matters which you say occurred at the Livingston Hotel. I am unwilling to believe that this is malicious or even intentional on your part, and yet I must insist that you should have known from your own experience that there are two sides to every question and that the reputation for fairness which I believe the Tradesman has fairly earned clearly demanded that you should take the trouble to hear both sides of the matter referred to before making it the subject of editorial comment. From the fact that you have on several occasions communicated with me by telephone and that it is only a short distance from the Tradesman office to the Michigan Trust building, where my own office is located, you must have known that it would be very easy for you to learn the other side of this matter. Your desire for a legal opinion on the subject renders your failure to obtain a correct knowledge of the facts all the more surprising.

Your criticism is twofold: First, that although I recompensed Mr. Lamberton for the loss of his hat, I stated that there was no legal liability. Second, that I refused to recompense Mr. Rogers for the loss of his traveling bag.

Your first criticism seems to be no more nor less than that I gave an erroneous opinion or at least one in which Judge Hatch does not concur.

My answer is: First, that I never gave any opinion in the matter one way or the other; second, that, so far as I know or have been able to learn from the manager in charge of the Livingston Hotel, Mr. Lamberton never lost a hat at the Livingston, and I never paid him anything for the loss of a hat; third, that on one occasion Mr. Lamberton and another guest of the hotel accidentally exchanged hats, but that the mistake was soon discovered and corrected.

In regard to the complaint of Mr. Rogers, I have no personal knowledge, but I learn from the manager of the hotel, whose integrity I consider beyond question, that the facts assumed by your attorneys are incorrect. They assume that the valise of Mr. Rogers was checked at the check room of the hotel with the knowledge of the clerk. In reality this was not the case. They assume that Mr. Rogers informed the clerk that he intended to return again in about three weeks. He gave the clerk no such information. They assume 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." As a matter of fact, instead of calling for his valise at the end of three weeks, the length of time which elapsed was not far from six months. Yet in spite of all these false assumptions against the interest of the hotel, your attorneys conclude this portion of their opinion with these words: "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 your editorial on the subject, notwithstanding this legal opinion, you say that 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." Why you take the trouble to inform your readers that Mr. Rogers is about to transfer his patronage from the Livingston to the Morton because I was unwilling to recognize a claim which your own attorneys say was not lawful, it is difficult for me to understand. People are so prone to look at such questions only from their own standpoint that I can see how Mr. Rogers might entertain some ill feeling, but surely it is not a matter of such public interest as to merit your editorial notice. It is not worthy of you, and is not in harmony

with the policy by which you have made the Michigan Tradesman the leading trade paper of the State. At the utmost, the charge against me is that I would not recognize any moral obligation to recompense Mr. Rogers under the peculiar circumstances of the case; that I was—in his opinion and, possibly, in yours also—somewhat ungenerous. In the Livingston, as in most first-class hotels, the check room is merely a temporary convenience. It is not intended to be used for storage extending over a period of six months or even six weeks. Guests who are disposed to be reasonable understand this and if they have baggage or clothing which they wish stored for a long time, they place it under the special charge of the manager or one of the clerks and it is securely kept in a locked room which the Livingston has for that purpose. It is unfair to ask a hotel to assume any greater risk than this.

In any case of loss by accident or theft a guest should give prompt notice so that the hotel proprietor may immediately take steps to recover the property and thus protect himself as well as the guest. Such protection is impossible when the owner of the property lost is not even a guest of the hotel at the time and, as in Mr. Rogers' case, does not know of the loss himself until perhaps several months after it occurred.

There is in your editorial at least an implication that the Morton is more liberal in such matters than the Livingston. This I positively deny. I do not believe that Mr. Pantlind, of the Morton House, would make such a claim. He is built on too broad a plan to seek such cheap advertising or to even desire, in the course of honorable competition for business, to obtain an advantage by such methods.

I am not aware that I have ever personally had a word with Mr. Rogers on this subject and I can see no reason, from the facts of this case as I have ascertained them, why he can justly have any ill feeling either against the Livingston or myself. If, however, he has such ill feeling, I now challenge him, and if it will make it any stronger, I challenge you, to show that the Morton or any other hotel in Grand Rapids has treated its guests with any more liberality in any respect than has the Livingston during the period it has been under my charge.

In the interest of fair play I trust you will publish this in the next issue of the Tradesman. Edwin F. Sweet.

Information for Certain Hearers.

"I have noticed," said the Rev. Dr. Goodman, pausing in his discourse, "that two or three of the brethren have looked at their watches several times in the last few minutes. For fear their timepieces may not agree I will say that the correct time is 11:45. I set my watch by the regulator at the jeweler's last night. The sermon will be over at 12:01. It would have closed promptly at 12 but for this digression. Let us proceed to consider now what the apostle meant when he said, 'I press toward the mark.'"

Sensible Suggestion.

From the Boston Herald.
The most sensible of all the suggestions yet made before the Senate Committee that is investigating the adulteration of food products has come from Prof. Chittenden, of Yale, who insists that oleomargarine and other like products should be labeled and sold for what they are, and a law should be enacted forbidding their sale under any other condition. Why wouldn't this solve the whole difficulty?

To Prevent Windows From Steaming.

The most effective remedy for this annoying condition is the boring of holes along the top of the window frame to provide free ventilation. If this can not be done owing to any peculiarity in the construction of the window frame, a light application of glycerin to the glass after it has been thoroughly polished will usually prevent the condensation of moisture, which gives rise to the steamy condition.

Little Robert's Lesson.
Robert is being told by his mamma how to conduct himself in company. "If you are asked to have a cake a second time," says mamma, "answer, 'No, thank you. I've had plenty.' And don't you forget it!"
What mother could do more for her child?

But when the time comes, and Robert is asked to have cake a second time, he answers merely:
"No, thank you. I've had plenty, and don't you forget it!"

Never borrow trouble;
'Tis a drag at which men scoff,
And when you try to pay it back,
You cannot work it off.

The bunco man has funny ways;
He lies in wait for foolish J's;
He takes their X's and their V's
With gentle grace and greatest ease.

The man who can make other people put up with his eccentricities is called a philosopher.

Michigan Fire and Marine Insurance Co.

Organized 1881.
Detroit, Michigan.
Cash Capital, \$400,000. Net Surplus, \$200,000.
Cash Assets, \$800,000.

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E. J. BOOTH, Asst. Sec'y.

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Do You Want to Increase Your Trade?

Then give your customers the old reliable

Green Seal Cigars

Made in different sizes—10 cent straight and three for 25 cents. These goods have been on the market for twenty-five years and have never been prostituted in quality. Although the Cuban war doubled the price of Havana tobacco, the quality of the Green Seal was maintained.

If you want to give your customer the greatest value for his nickel hand him a

Maceo's Dream Cigar

A long filled, hand made cigar of the highest quality for the money. Send us an order for either or both brands and we will guarantee you satisfaction.

B. J REYNOLDS Grand Rapids.

A Business Man's Train

Save time in travel by using the Detroit New York Special and trains connecting therewith. It leaves Detroit, MICHIGAN CENTRAL STATION, daily at 4:25 p. m., arrives Buffalo 10:10 p. m., Rochester at midnight and New York 10 a. m. VERY FAST. It is up-to-date in every respect

Around the State

Movements of Merchants.

St. Joseph—Ray Carr has engaged in the meat business at this place.

Casco—Irving H. Miller has put in a new stock of groceries at this place.

St. Johns—Harvey L. Parks, baker, has sold out to Max. C. Brewbaker.

Monroe—Willis M. Hansberger succeeds Bice & Hansberger in the grocery business.

Evans—Streeter & Co. have sold their general stock to D. M. White and E. G. Storey.

Menominee—Paul Ossholun, of Muskegon, has opened a clothing store at 116 Main street.

Ishpeming—Antoine Peterson has opened a confectionery store in the Nolan block.

Elsie—F. B. McArthur, of Bay City, has engaged in the jewelry and bazaar business at this place.

Escanaba—Jungers & Wurth, meat dealers, have dissolved partnership, Mr. Jungers succeeding.

Ithaca—The "Racket" is the name of a new bazaar store soon to be opened at this place by O. Stone.

Sault Ste. Marie—A. M. Campbell has opened a meat market at the corner of Ann and Ashmun streets.

Capac—M. B. Zuber & Co. succeed Middleton & Edmonson in the grocery and crockery business.

Saginaw—J. V. Russell has purchased a stock of hardware at Stockbridge and will shortly remove to that place.

Alma—L. H. Hayt and F. L. Convis have purchased the general merchandise stock of W. E. Medler and will remove same to Maple Rapids.

Houghton—J. Burnside, who recently conducted the Mirror candy kitchen at Calumet, has engaged in the confectionery business at this place.

Marshall—It is Fred J. Zanger, instead of Fred Zanger, Jr., as stated in the Tradesman last week, who has engaged in the dry goods business here.

Paw Paw—John Wall has leased a store building on Kalamazoo street and will add stationery and school supplies to his stock of confectionery and cigars.

Hudson—Dwight C. Buck, who has conducted a meat market at this place for several years, has sold out and engaged in the meat business at Dundee.

Central Lake—Thurston & Co. have put in a bazaar stock in the building adjoining their general store which was recently vacated by the Antrim county bank.

Kalkaska—E. M. Colson and Louis Glazer have purchased the double two-story brick block now occupied by them as a drug store and general store respectively.

Traverse City—J. B. Smedley and J. C. Woodworth have entered into partnership and opened a book store at 412 South Union street. The firm name is Smedley & Woodworth.

Jackson—Yocum & Taylor will close out their retail harness store at 202 East Main street and devote their entire attention to the manufacture of harnesses for the wholesale and retail trade.

Chelsea—H. L. Wood & Co. have sold their grocery stock to Henry Gorton & Son, who have removed it to Waterloo. Wood & Co. will continue the flour and feed department of their business.

Vernon—M. D. Rhodes, hardware merchant and forty years a resident of this place, died very unexpectedly last week from heart disease, aged 70 years. He leaves a wife and two daughters.

Crystal—E. B. Krepps & Co. succeed M. E. Town in general trade at this place. Edward B. Krepps was married Nov. 15 to Miss Etta Annis, of St. Johns, where the groom formerly resided.

Adrian—A. B. Bey, of Toledo, and W. M. Stewart, of Detroit, have purchased the building at the corner of Treat and James streets and will open a grocery and meat market as soon as necessary repairs are made on the building.

Benton Harbor—J. J. Barnes and Geo. Anderson have formed a copartnership under the style of the Michigan Dairy Butter Co. and have opened headquarters at 114 East Main street, where they will handle butter, cheese, eggs and oysters.

Otter Lake—The general merchandise store of W. E. McCormick was burglarized last week and \$200 in money taken. Nitroglycerine was used. Two reports were heard about 2 o'clock in the morning and goods were found scattered all over the room.

Benton Harbor—A. S. Miles and B. F. Wells have consolidated their shoe stocks, the former having removed his stock to the store of the latter at 113 Pipestone street. Mr. Miles will have full charge of the business, while Mr. Wells will enter on his duties as bookkeeper of the Benton Harbor State Bank.

Menominee—The Menominee Grocers' Association gave a banquet in the Sons of North hall last Tuesday evening. The Marinette grocers and wholesalers were the guests. Fifty representative groccymen assembled around the festive board and partook of a hearty meal. Speeches were in order and an evening of rare enjoyment was spent.

Cass City—It has been decided to change the name of the Cass City Business Men's Association to the Cass City Improvement Association, giving the organization a wider scope. James D. Brooker has been elected President, O. K. Janes Secretary and M. M. Wickware Treasurer. Over forty members have been secured and a fund has been started to meet current expenses.

Saginaw—A few years ago a Business Men's Association was organized on the West Side for the purpose of promoting the interests of that locality. It had been preceded by other business men's associations, boards of trade, and the like, to each of which some permanent or transient good was due. During the hard times which began in 1893, the business men's association went out of existence. The idea that the business men of this particular center have common interests which might be promoted by an active association has never been given up and recently the reorganization of an association has been discussed. The scheme has progressed so far that a meeting will be called early this week. Hon. P. C. Andre, who has assisted in many similar enterprises, has very generously placed rooms in one of his blocks on Court street at the disposal of the promoters, rent free, for the period of six months.

Manufacturing Matters.

Detroit—Jacob Fellman succeeds Rachael (Mrs. Jacob) Fellman in the skirt manufacturing business.

Detroit—The Meyer-Mathauer Glass Co., manufacturer of fruit jar covers, has changed its style to the Victor Jar Co.

Sherman—D. Wheeler, proprietor of the Wheeler saw mill and manufacturer of lumber and shingles, will move to Gaylord in the spring.

Wayland—Walter Truax has sold his

interest in the general merchandise firm of Geo. A. Truax & Son to his father and will embark in the manufacture of creamery butter in Dorr township.

Tower—Streeter & Kuchle, who began the erection of a two-story office building at this place in October, are now building and equipping their stove, heading and saw mill. The stove and heading department will be on the first floor and the sawmill department on the second floor.

Burr Oak—A company has been organized at this place, with a capital stock of \$6,000, for the purpose of erecting and conducting a canning factory. The officers of the new enterprise are John Ferris, President; F. E. Shaffmaster, Secretary, and W. W. Parr, Treasurer. The factory will have a capacity of 15,000 cans per day and will employ seventy-five women and twenty-four men and boys during the busy season. Work on the building will begin immediately.

The Produce Market.

Apples—Selected cold storage fruit is meeting with active demand and ready sale on the basis of \$3.50 per bbl. for Spys and Baldwins and \$4 per bbl. for Jonathans and Snows.

Beans—Aside from a decline of 2c on the Detroit Board of Trade Tuesday, there has been no particular change during the past week.

Beets—\$1 per 3 bu. bbl.

Butter—Factory creamery is strong at 25c. Receipts of dairy are liberal and 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—60c per doz.

Carrots—\$1 per 3 bu. bbl.

Celery—15c per doz. bunches.

Cranberries—Jerseys are in fair demand at \$6.25@6.50 per bbl. Wisconsin Bell and Bugle command \$7 for standard and \$7.50 for fancy.

Dressed Poultry—Spring chickens are in strong demand at 8@9c. Fowls are in good demand at 8c. Ducks command 9@10c for spring and 8c 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 are liberal, but the proportion of salted and pickled eggs which the farmers are working into the fresh stock is so large that dealers are compelled to candle all receipts. Canded stock commands 18@19c. Cold storage stock is finding an outlet on the basis of 17@18c.

Game—Rabbits are in fair demand at \$1.20 per doz. Squirrels are in strong demand at \$1@1.25 per doz. Mallard ducks are in active demand at \$4.50@5 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.

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

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

Onions—Spanish are steady at \$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.

Parsnips—\$1.25 for 3 bu. bbl.

Potatoes—The market is easier, due to the holiday and the warm weather which has prevailed up to the present week. Prices are about the same, based on a 30c market at central points like Grand Rapids.

Squash—Hubbard commands 1½c per pound.

Sweet Potatoes—Kiln dried Jerseys are in good demand at \$4@4.50 per bbl.

Turnips—\$1 per bbl.

Rufus Reynolds has purchased the grocery stock of Julius J. Wagner, at 207 East Bridge street, and will close it out as rapidly as possible.

The Boys Behind the Counter.

Kalamazoo—W. E. Agnew has resigned his position with the Agnew-Mygatt Co. and taken a position with A. C. Wortley, in charge of the cut glass and art pottery department. Mr. Agnew has been with the Agnew-Mygatt Co. for the past ten years.

Saginaw—A. E. Wellington has taken a position with the Saginaw Dry Goods Co.

Owosso—Morris Southard, for many years clerk for several firms in the hardware business, and lastly with Jackson & Son, has taken a position with the Chittenden Hardware Co., of Ashley.

Ann Arbor—Fred Knapp, of Owosso, who has been employed as salesman in John Koch's furniture store, has returned home, having taken a position in the furniture store of Knapp & Smith.

Benton Harbor—Harry Pierce, of Charlotte, has taken a position with Enders & Young in their shoe department.

Elsie—George Duncan is clerking for Lusk & Co.

Central Lake—Clarence Wells has taken a position in McFarlan's variety store as clerk.

Belding—Will Gregg has taken a position in Holmes Bros.' clothing store.

St. Joseph—Roy H. Force, who for many months past has been the pharmacist at Ricaby's drug store, has returned to his home at Rockford.

Solid Trains to Northern Michigan.

The Chicago, Milwaukee & St. Paul Railway is now running solid trains of palace sleeping cars, dining cars (serving meals a la carte) and first-class day coaches, through from Chicago, to Calumet, Houghton, Hancock and other points in the Copper Country without change of cars, with direct connection for Marquette, Negaunee, Ishpeming, etc., and passengers from the East, South and Southwest will find this a most desirable route.

All coupon ticket agents sell tickets via the Chicago, Milwaukee & St. Paul Railway.

Annual Canadian Excursion Via Grand Trunk Railway.

For the above excursion the Grand Trunk Railway System will on Dec. 14, 15, 16 and 17 sell tickets to points in Ontario, Quebec and New Brunswick at one fare for the round trip, good to return until Jan. 6, 1900. The Grand Trunk Railway System offers first-class train service and the fastest time to most important stations in Canada. Full particulars may be had at Grand Trunk City Ticket Office, Morton House, or at depot. C. A. Justin, C. P. & T. A.

Have Had Trouble Enough.

From the Jackson Patriot.

Jackson merchants have had serious enough experience with advertising fakirs and trading stamp schemes to take warning of the gang headed this way. When they strike Jackson, as they surely will sooner or later, they should be given to understand at once that Jackson merchants are not gullible. No merchant should give the scheme encouragement.

Burrell Tripp, the Allegan druggist, has been tendered the position of manager of the Paris exhibit of the Miami Cycle & Manufacturing Co. He has not yet decided whether he will accept the offer, but is inclined to think he can make more money behind the counter in Allegan than in charge of a bicycle exhibit in Paris.

O. C. Bowker has engaged in the grocery business at Beaverton. The stock was furnished by the Lemon & Wheeler Co.

Hale & Stage have opened a grocery store at Woodville, purchasing their stock of the Musselman Grocer Co.

Grand Rapids Gossip

The Grocery Market.

Sugar—There has been no change in the quotations of the raw sugar market during the past week. The price of centrifugals remains at 4¼c per pound for 96 deg. test and the business done on this basis was very light, as there was so little offered for sale and also because refiners seem to be amply supplied for the present. The demand for refined sugar at this season is generally comparatively light and the present is no exception. From New Orleans we learn that the grinding of the cane is being completed at a much earlier period than anticipated, many factories having already completed their crop. This means, of course, that the resulting crop will prove to be much less than anticipated, but no reliable estimates are at hand as yet. The total stock of sugar in the United States is 192,242 tons, against 108,103 tons at the same time last year.

Canned Goods—Very little, if any, changes are to be reported this week in any line of canned goods. The strong feeling which has existed all through the fall is, if anything, more apparent, simply because all lines of canned goods are so nearly cleaned up that no uneasiness is caused to the packers or holders as to the future, especially as the cost of manufacturing all lines of canned goods is about 12½c a dozen more than it was when these goods were produced. Not only are their ideas strengthened by the conditions just mentioned, but the general prosperous condition of the whole country acts as a stimulant, which will be sure to maintain the present firmness and bring about renewed activity shortly after the holidays. Indeed, the situation is such that it warrants one to believe that this change may take place before the holidays, and the only thing that keeps it back is that the jobbers of canned goods are so busy filling their Christmas orders that they actually haven't the time to look after canned goods. This is the case year after year and the buyer who takes advantage of this state of affairs will have reaped the benefit of a shrewd act. The features of interest are centered in tomatoes, strawberries, oysters, gooseberries, and string beans—all of which have felt the touch of the market. Tomatoes are a little bit firmer, although there are no changes in the quotations. It is expected that buyers will begin looking after peas soon after the close of the year, and that means higher prices. The quantity available is small. There are some sales of futures now, indicating that distributors expect active competition. There is little change in corn. Buyers give attention to futures, and sales are moderately heavy, but not so much so as a week ago. Dealers expect active buying after Jan. 1. String beans are now selling at the cost of production. There never was any reason why the price of string beans should have declined and every reason why they should advance. Prices are the same as at last reports, but everything looks toward an advance. California fruits are scarce and prices tend upward on all varieties. The conditions are about the same, but trade has been seriously restricted by lack of supplies. Peaches are higher than they ever were before, because of shortage. Apricots, which were a large pack, are about cleaned up, having been so generally substituted for peaches. Other varieties are in

much the same position and prices are tending upward. The cove oyster packers are experiencing one of the most unsatisfactory seasons they have ever had to contend with. The receipts of oysters, instead of increasing, have decreased and the price is about 20c per bushel higher than the usual cost. In view of this condition of affairs it does not look as if there would be any lower prices for oysters and it is very likely that there will be an advance. Reports are that outside of red Alaska there is nothing in salmon to be had from first hands and even these will not last long. Not at any time in the history of the industry was the market from first hands so well cleaned up, and this, too, with several months ahead before the 1900 pack. There are reports that contracts have been made for next season's pack of Sacramento and also of Columbia River subject to opening price. Prices are unchanged, but the market is very firm. The sardine factories along the coast of Maine are, with few exceptions, now closed down for the season. There is no change in prices, but the market has an upward tendency.

Dried Fruit—It is now certain that the total crop of raisins in California this season will be exceptionally light, most estimates now being 2,000 cars. Standard raisins are unobtainable, what few are still left in packing houses being not sufficient for orders already booked by the various packers. The weather during the past month has been very unfavorable for curing and very few more Pacific raisins will be delivered. All the raisins that will come in from now on will be packed into Orientals. It is not expected that there will be a very large quantity of Orientals, as a big proportion of the raisins now out will have to be sold to the wineries, being too badly rain-damaged for any other purpose. There has been no sun to partially dry the raisins and give them the proper color before being put in the dryers, consequently many of the growers who have good dryers have been unable to make raisins. The raisins have to be colored on both sides in the open air before being artificially dried, as they will not color at all in the dryers. Growers have, therefore, had to leave their raisins out and they have absorbed so much moisture that they are actually in many cases not even fit for winery purposes and some of the rain-damaged stock delivered at the wineries has been turned down on account of rot. While the demand for spot raisins is not large, we are of the opinion that all Pacific and Oriental raisins will certainly go into consumption inside of sixty days. There is reported to be a scarcity of four crown raisins and in some places an advance in price is expected. Prices are, however, unchanged as yet. There is nothing particularly interesting in the prune market. The demand is fair at previously reported prices. Peaches are quiet, but prices hold firm. Very few are left in first hands on the coast and second hands are not particularly anxious to sell. Apricots sell only in small quantities and trade is limited to relatively small orders. Jobbers are the only holders and show no anxiety to dispose of their goods. Figs are easy, but sales are in small quantities only. Spot stocks are low, but apparently sufficient to supply the demand. Dates move out freely at firm prices with the prospect of an advance in the near future.

Rice—Rice dealers are at present finding it difficult to dispose of stocks

and the market is decidedly dull. Local jobbers are apparently well stocked and but few of them are in the market at present.

Tea—Business in tea is very quiet now, with only a few small sales here and there.

Fish—The demand for salt mackerel is beginning to fall off considerably and receipts from now on are expected to be lighter. Advices from Gloucester are to the effect that offerings of cured codfish are on the market at from 10 to 11½c per pound below the regular quotations. Stocks of low grade fish are said to be accumulating.

Molasses and Syrups—The cane juice crop is practically finished and the grinding of cane is expected to be finished in about ten days. Sellers are holding off for higher prices, with the market excited. It is estimated that fully 50 per cent. of the open-kettle molasses crop has already been marketed, and that not less than 75 per cent. of the cane syrup of this crop has passed from the hands of the planter. The demand for corn syrup in cans is very active. The cans are scarce and much higher prices on syrup in this style of package are expected in a few days.

Nuts—Trade in nuts has been active during the last week, and prices have been steady on all varieties, with some indications of an advance on the most wanted goods. Arrivals of French walnuts are large, nearly 6,000 bags arriving in New York last week. The goods are meeting an active demand, as the market is bare of all sorts. The steamships loading in France have so much freight that many consignments of nuts have been crowded out, which has added to the difficulties in getting sufficient supplies to meet the demand, but they have been coming in in larger quantities the last few days. The market is firm, but with no quotable change. There have been large sales of filberts, but the price is so high that the trade are beginning to turn toward the cheaper grades of nuts. In view of the large demand and high prices for all descriptions of nuts for holiday consumption, dealers are giving more attention than usual to peanuts. They are cheaper than almost any other variety and for this reason, and also because they are extensively used in confectionery, a lively trade is expected. Almonds and walnuts—two varieties that more than others are associated with the holiday trade—are in limited supply and consequently too high in price to permit of great activity, especially among the large mass of consumers. Peanuts, on the other hand, are in better supply, lower in price and, consequently, meet the views of buyers more nearly than the almond and walnut. Prices are the same as at last reports, but the market is very firm.

Green Fruits—Business in the green fruit line is very light at present. There is little or no movement in lemons. Prices remain the same, but a further decline, due to the lack of demand, is not an improbability. Bananas are firm and prices rule steady on all grades. Arrivals are much less than last year at this time, but lack of demand keeps prices from advancing.

Rolled Oats—The rolled oats market is weak and prices show a decline of 25c per bbl. and 10c per case.

E. C. Dinkel & Co. have opened a grocery store at Delton. The stock was furnished by the Musselman Grocer Co.

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

Policemen in Poor Business.

Some of the Grand Rapids policemen have gone into the boycotting business. While on their regular beats, and under pay to protect the interests of the people whom they are sworn to serve, they are pursuing a systematic canvass of the grocery trade for the purpose of ascertaining who are members of the Retail Grocers' Association and who are not, in order that they may concentrate their trade with those grocers who are not affiliated with that organization. The reason for such action on the part of the policemen is the stand taken by the Retail Grocers' Association on the question of changing the custom of paying policemen from a monthly to a semi-monthly basis. Frequent pay days are usually desirable, but the movement to that end recently fathomed by Alderman Phillips was inspired by a few men on the force whose reputations for paying store bills and current accounts are not above par. The Board of Police and Fire Commissioners is very particular to enquire into the character of all applicants for positions on the police force, but the temptations surrounding a policeman are so great that many are unable to withstand the pressure and develop into dead-beats and rascals. Some of the cleverest scoundrels the city has known have held places on the police force—men whose intentions were good and whose lives were blameless up to the time they entered the employ of the city in the capacity of policemen. On the theory that it is the hit bird that flutters, it may be safely stated that those policemen who are going around among the grocery trade, trying to intimidate the dealers who belong to the organization to which they owe their salvation from the general demoralization which prevails in Detroit and other cities where margins have been dissipated by strife and opposition, probably belong to the dead-beat class and should be so treated by the trade. To the credit of the grocers, it may be stated that but one grocer disgraced himself by denying his birthright and playing into the hands of the intimidators and boycotters. A compensating circumstance is that this dealer is himself a dead-beat, having no rating with the mercantile agencies, no credit with the jobbing houses and no standing as a man or citizen.

Hides, Pelts, Furs, Tallow and Wool.

The hide market is strong in price and well sold up. The country take off is extremely light and, while there is no advance for this line of stocks, they are eagerly sought for and taken.

Pelts feel the pulse of the advancing wool market and sell accordingly. Lots which were held up for a short time have disappeared.

Furs are in good demand, although manufactured goods have not sold as freely as dealers wished, on account of the warm weather. There is a good demand for raw stocks. The catch is small, although the quality is good.

Tallow is quiet, with fair demand for daily wants.

Wool is firm, with an advance in value that dealers had not looked for so soon, although it has been expected for the past two years. Wools which sold last month in the State at 22c will, today, bring 25c and are likely to go still higher. There is not much hesitancy in accepting the goods at any price asked. There are but few lots held in the State, outside of Detroit, and those are held for higher values.

Wm. T. Hess.

Woman's World

How to Relieve the Poverty of the World.

The time of the year is upon us now when women's thoughts turn instinctively to charity and when women begin to plan church fairs and bazars and festivals and concerts, which like ravens lions will be turned loose on the community to seek whom they may devour. As it exists, the charity entertainment is a dark and bloody mystery, for which no adequate excuse has ever been offered to a civilized community. Unless it is run on the liberal lines of a confidence game, where the victim is decoyed in and then robbed, its profits are small. No one who has ever taken part in one will claim for a moment that there is any pleasure in it. It is always accompanied by dissensions and aggravation and strife, and ends, so far as its projectors are concerned, in exhaustion of mind and body.

Yet, in spite of all this, the charity entertainment continues to exist and flourish. Year after year the same weary and dispirited committees go around soliciting contributions and the same good, pious, self-sacrificing people go and buy each other's cakes and eat each other's salads and listen to each other's sons and daughters warble in amateur concerts. Why in the world any woman would rather bake a cake that costs her \$2, plus the labor, than to give the \$2 outright, or why anybody would pay from 50 cents to \$1.50 for a ticket to an entertainment that bores them, in preference to presenting the money at once to the good cause they want to help along, is one of the unsolvable mysteries of life. Probably it is because we are not yet educated up to giving freely without getting something by way of return, or maybe it is because we want our alms to be seen by others, or, it is more likely, because we still are the victim of custom and of doing things like our foremothers did.

I would not be thought to say one word against any charity that has for its object the alleviation of the sufferings of the poor and unfortunate. If this can only be done by means of church fairs and bazars, then let us have church fairs and bazars, no matter how much work and worry they entail, but it does look as if, in this enlightened day, we ought to be able to devise some more humane way of dealing with the subject—some way that would not involve nervous prostration for the saints engaged in the good work; some way that would not convert the women of one's acquaintance into temporary bandits and robbers every time there was a church fair, and, above all, some way that would put a stop, once and for all, to that outrageous form of polite blackmail that consists in sending batches of tickets through the mail with a hold-up note requesting you to "please remit."

In the meantime, the poor and the unfortunate, the shiftless and the improvident, are always with us. The charity problem becomes a greater problem every day, and this reminds me of a little story a woman told me not long ago about how she solved it:

"You know," she said, "that I come of thrifty people, and I was brought up in the belief that it was a woman's first duty in life to hold onto everything she got her hands on. So, when I was married and we built a house, my first care was to establish an attic big enough to hold the accumulations of a lifetime. It worked beautifully and I went around

with a self-righteous feeling that no matter what other women did, I was wasting nothing. As soon as I finished with a gown I carefully packed it away in the attic. When I tired of a hat I stored it away. I gathered up all the children's broken toys and sent them up. Old furniture followed suit and there got to be chests of outgrown clothing and old bedding and a wagonload of worn shoes and all the odds and ends of things that accumulate in a family of well-to-do people where new articles are being continually bought and old ones discarded.

"Of course, in time, the garret began to be a burden, it was so full of things; but I never for a moment dreamed of the possibility of ridding myself of it. I was like all other women and I had a kind of dim, religious belief that sometime my life would be saved or I would be made rich or something of the kind by some article I had tucked away in the attic. Nothing of the kind happened, naturally. It never does, but I went on adding to the store and dreading the annual overhauling and straightening up until a couple of years ago. Then, one day, I had just finished the fall cleaning and, perfectly exhausted, I threw myself down on a couch to rest a little before dressing for dinner. I was so tired I fell asleep at once and I had the queerest dream.

"I dreamed that I was dead and that I had gone up to the judgment bar to answer for the deeds done in flesh. I wasn't much frightened, for I had run all the church fairs and bazars and charity entertainments in my end of the town and I thought pretty well of myself and wasn't in the least surprised not to find any special indictment out against me, but pretty soon, while I waited, I saw the strangest procession coming towards me. I looked and looked and to my horror perceived that it was the contents of my garret coming up to confront me. As you may imagine, I was dumb with surprise, but each article had found a tongue, and one by one they began to accuse me. The first to speak was a set of springs that I had discarded when I bought my brass bed.

"I have been rusting in the garret for years and years," it said, "yet this woman calls herself charitable and a Christian and knew a dozen poor washerwomen who never had anything better to rest upon, after their hard day's toil, than a sack filled with straw and laid upon boards. To any one of them I would have been a godsend. She laid softly every night of her life, and she never once thought of what a comfort I could have been; how I could have eased the tired, aching bodies and brought healing sleep to those who found none on their hard pallets. Stored in her garret, I was of comfort to no human being and I accuse her of criminal thoughtlessness."

"The next was a big, old-fashioned, cushioned chair that I had sent up in the attic when I refurnished the house. I remember at the time that I had rather a thrill of pride in thinking how economical I was in not throwing any of the old furniture away, but, instead, stored it so carefully away. It didn't seem just that way now, for the chair said:

"I, too, bear witness against her. There was a poor, crippled girl who lived on a street she used often to pass. The girl was dwarfed of mind and body and her only pleasure in life was to sit at the window and watch the panorama of the street. Her family had fixed her

a miserable makeshift of an easy chair—a thing all angles and discomfort—the best they could do, but in which the poor, queer back found no rest or ease. I could have taken the pain-racked body in my soft arms and soothed and comforted it, and she would have found unending pleasure in my pretty coloring. This woman knew this girl, but she stored me away in her garret, where I was left to mold and mildew and where the rats gnawed my brocade and I fell to pieces of very uselessness. I accuse this woman of wanton selfishness."

"Then came a nondescript collection of clothes—baby clothes, men's clothes, women's clothes, old hats, old shoes, old overcoats—every imaginable kind of garment, and they all began to speak at once. 'She never went out on the street in winter,' shrilled the little garments, 'that she didn't see half-clad little children shivering on the street corner, yet we hung on pegs in the garret until the moths devoured us. There was not a year that, within a half mile of her house, there were not babies born to mothers too poor to provide them with the commonest necessities and to whom a few garments from the chests of baby clothes her own children had outgrown would have been a boon from heaven, yet we were left to yellow and rot, because, forsooth, she had a sentimental feeling about us. How does that sentiment look now?' and I bent my head, speechless, under the condemnation. Presently they all began speaking again: 'I could have saved the shivering wretch who put in her coal one winter's day from the rheumatism that crippled him for life,' said an old overcoat. 'I could have made a young girl's heart sing for joy,' sighed an old ball dress that had been put away so long I had forgotten it. 'We could have kept many feet off of the cold, wet pavements,' murmured the shoes, and then they all joined in a kind of chorus: 'She could have clothed and comforted many and she did not do it. Inhuman! inhuman!'

"Then came the old books and magazines and picture papers. You know how you store them away, thinking you will go back and read them over, and how you never do it. 'We had treasures to give to many,' they said, 'yet we gave to none. This woman knew of boys who were hungry for information; she saw the wistful eyes with which they devoured the papers and magazines on the book stalls, and which they were too poor to buy. It might have been that something in us would have inspired them to higher effort, or have lighted the fires of genius in their souls. She knew of lonely country homes where a new book comes like a rift of sunshine, where even a magazine is treasured and read over and over again. What pleasure we might have given, how we might have broken the dull melancholy of the long, monotonous winter evenings, but she stored us away in her garret, and we died with all our sweetness and light untasted. Because she thought of no one else's pleasure but her own, we accuse this woman of utter lack of sympathy."

"And so it went on," continued the woman, "each single thing that I had treasured so carefully bringing its awful indictment against me, until in sheer horror I woke up, but I had gotten a lesson I have never forgotten. The very next morning I started out and I never rested until everything in that blessed garret had gone where it would do good to somebody. I have never accumulated anything since and you haven't any idea, until you try it, how grateful other people are for the things that are no longer of use to you. I honestly believe the poverty of the world could be relieved if the contents of the garrets of the rich and well-to-do could be divided out among the ones who need them. I don't know that I believe much in dreams and warnings, and I don't know how it is going to be with me at the last, but there's one thing sure, I'm not going to have to face that accusing garret in reality at the judgment day."

Dorothy Dix.

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	4½

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
½ gal. per doz.	50
1 to 5 gal., per gal.	6

Tomato Jugs

½ gal., per doz.	50
1 gal., each	6½
Corks for ½ gal., per doz.	20
Corks for 1 gal., per doz.	30

Preserve Jars and Covers

½ gal. stone cover, per doz.	75
1 gal. stone cover, per doz.	1 00

Sealing Wax

5 lbs. in package, per lb.	2
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FRUIT JARS

Pints	4 00
Quarts	4 25
Half Gallons	6 00
Covers	2 00
Rubbers	25

LAMP BURNERS

No. 0 Sun.	37
No. 1 Sun.	38
No. 2 Sun.	60
No. 3 Sun.	1 00
Tubular	45
Security, No. 1	60
Security, No. 2	80
Nutmeg	50

LAMP CHIMNEYS—Seconds

Per box of 6 doz.	
No. 0 Sun.	1 28
No. 1 Sun.	1 42
No. 2 Sun.	2 12

Common

No. 0 Sun.	1 50
No. 1 Sun.	1 60
No. 2 Sun.	2 45

First Quality

No. 0 Sun, crimp top, wrapped & lab.	2 10
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15

XXX Flint

No. 0 Sun, crimp top, wrapped & lab.	2 55
No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 3 Sun, crimp top, wrapped & lab.	3 75

CHIMNEYS—Pearl Top

No. 1 Sun, wrapped and labeled	3 70
No. 2 Sun, wrapped and labeled	4 70
No. 2 Hinge, wrapped and labeled	4 88
No. 2 Sun, "Small Bulb," for Globe Lamps	80

La Bastie

No. 1 Sun, plain bulb, per doz.	90
No. 2 Sun, plain bulb, per doz.	1 15
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60

Rochester

No. 1 Lime (65c doz)	3 50
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 70

Electric

No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 40

OIL CANS

1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout, per doz.	1 75
2 gal. galv. iron with spout, per doz.	3 25
3 gal. galv. iron with spout, per doz.	3 75
5 gal. galv. iron with spout, per doz.	4 85
3 gal. galv. iron with faucet, per doz.	4 85
5 gal. galv. iron with faucet, per doz.	5 35
5 gal. Tilting cans	7 25
5 gal. galv. iron Nacetas	9 00

Pump Cans

5 gal. Rapid steady stream	8 50
5 gal. Eureka, non-overflow	10 50
3 gal. Home Rule	10 50
5 gal. Home Rule	12 00
5 gal. Pirate King	9 50

LANTERNS

No. 0 Tubular, side lift	4 50
No. 1 B Tubular	7 00
No. 13 Tubular, dash	6 75
No. 1 Tubular, glass fountain	7 00
No. 12 Tubular, side lamp	14 00
No. 3 Street lamp, each	3 75

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, box, 10c.	45
No. 0 Tub., cases 2 doz. each, box, 15c.	45
No. 0 Tub., bbls 5 doz. each, per bbl.	1 78
No. 0 Tub., bull's eye, cases 1 doz. each	1 25



Strong, Lee & Co.

Detroit, Michigan

Special Announcement

All Departments in our Large Building in Full Running Order

Wires have been kept busy, mills and manufacturers making special efforts with our orders, consequently we have continued our business with practically no interruption.

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Make your purchases now. An era of higher prices is before us and all merchandise will advance from day to day. Our prices to-day are from ten to twenty per cent. below the market. If you are in need of Hosiery or Underwear take the cars for Detroit at once, where several lines are being closed at job prices. We have also some decided values in our manufacturing department, our fleece-lined wrappers being not only the best but the cheapest in the country. Write us at once.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - DECEMBER 6, 1899.

STATE OF MICHIGAN }
County of Kent } ss.

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. 29, 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 second day of December, 1899.

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

GENERAL TRADE REVIEW.

With nearly all records of production and traffic being broken from week to week there is yet enough conservatism in the financial situation in the East so that a reaction in a few of the most speculative stocks served to lower the record for the industrials a few cents. In the great number of standard stocks there was a moderate advance, but the tightness of money, with the adverse foreign situation on account of the South African war, was sufficient to keep the market movement very quiet. The great activity in railway traffic with the rapidly increasing earnings is reflected by an advance in the average. Latest bank statements indicate that the reserves in the New York banks are finally safely above the limit and with this bugbear out of the way an advance in all legitimate stocks would seem inevitable.

While the textile trades were the slowest to respond to the improved conditions, the ratio of increasing activity seems likely to hold relatively longer. The most notable feature of the trade is the activity in wool, which for four weeks reports sales of 83,373,703 pounds, as against 29,078,400 in 1898, the largest previously reported. While this is, of course, largely speculative it is an index of the pressure of activity in the woolen goods trade. Prices advanced 2 cents for the month, making a high record for the last eight years. The advance in goods prices is slow, but the demand continues without abatement. Cotton prices, as well as of manufactured products, continue steady. The advance in cotton goods in six months amounts to over 35 per cent., while woolen goods show only 13.2 per cent.

In the iron trade there is apparently undiminished pressure of demand in raw materials. Mine owners have fixed the price of Bessemer ore at \$5.50 per ton at lower lake ports for the coming

year, an advance from \$2.53 last spring. Mines are being opened in all directions, and it is stated that 120,000 tons of ore are afloat from abroad bound for Philadelphia alone. Bessemer reached \$25 at Pittsburgh and Grey Forge \$21.25. Prices in plates, sheets and bars are suffering somewhat from a few plants which are catching up with orders, but as a rule works of every kind are still engaged far ahead.

Wheat exports, only 18,000,000 bushels in November, against 26,000,000 last year, were in the four previous months, according to final returns, 66,618,976 bushels, flour included, against 73,485,485 last year. This would make about 85,000,000, against 100,000,000 bushels, for the five months, whereas corn exports in the same months have been about 98,000,000, against 66,000,000 bushels, the net exports for four months being 78,376,659, against 48,381,498 bushels last year. There was no change in wheat prices, and only half a cent decline in corn.

In spite of the restricted movement of wheat and also of cotton, the exports from New York in November have been 4½ per cent. larger than last year, when the total from all points was \$129,800,000. Imports here have been 18.7 per cent. larger than last year, which would mean, if both changes were at the same rate elsewhere, exports exceeding imports by about \$73,000,000 for the month. The Bank of England is vigorously striving to prevent exports of gold, but the balance to be paid in some way is heavy, and although New York banks have now established a fair surplus reserve, the demand for commercial loans is not so small that credits to Europe are likely to be unlimited.

The biggest egg in the world is now in London. It was found buried in sand in Madagascar by natives. This egg, known to naturalists as the aepyornis maximus, measures nearly a yard in circumference, and over a foot in length. Its cubical capacity is equal to nearly six ostrich or 150 hens' eggs. Specimens of this gigantic egg, the linear measurement of which is double that of a large ostrich, while the cubic bulk is eight times as great, have occasionally been met with in London, and have fetched as much as \$350 apiece.

Baled shavings are a standard article of commerce and are largely used for stable bedding and padding in straw boxes, as it is finer and there is less waste. It is also more sanitary. Owing to the fineness of the shavings, an uneasy horse can not paw the bedding out from under him as he does when straw is used. Feed dealers in cities now sell quantities of baled shavings for this purpose. They are also used for packing.

Novelists would save a heap of time and trouble to girls who have but little time to read if they would put the last chapters of their books first.

You will make the women mad if you die now; they like to send flowers to the funeral, but just now they need all their money for Christmas.

The man who wants to be generous before he is just will spend for Christmas presents money he might squander in paying his debts.

Philadelphia liquor dealers have agreed to abandon the custom of presenting liquor to their customers as Christmas gifts.

BREAKERS AHEAD.

There is a class of men in the world who are on the constant lookout for trouble. There is a cloud in the west and it has all the appearance of a hurricane. The sun set in a cloud last night; there was a circle around the moon with two stars in it; this fine weather is altogether too fine and we are going to pay for it within the next ten days. Better be wise in time. There are breakers ahead. Look out.

There is no doubt about the need of prudence always in the affairs of men and the business interests of the country too often show a lamentable lack of it; but it does seem as if it is a little too early, when trade is pulling itself upon its feet, to wonder if the building-up is not getting on a trifle too fast and whether a setback is not imminent. Getting well is all right, but relapses are all wrong and that is what the business world to-day must be guarding against. It is a cheering note to read from the East and the West, the North and the South, that good times have come again. Questioned if their revived business is a boom or a permanency, the manufacturers of New England and the Middle States have returned no uncertain reply. They have no men begging for work. The cotton mills and the woolen mills; the silk, the carpet and the print works; the rubber, boot and shoe establishments; the clock and watchmakers are too busy for more than the briefest answer. All are up and doing and whistle and song and laughter are following the business sunshine as it travels across the country.

It is a good sign when the farmers are contented; and the earth has been pouring forth her increase until barns and bins are running over. Hear Kansas and Nebraska rejoicing over their yield of corn. See the exultant smile on the lips of the Sunny South as she writes in golden figures the result of her cotton crop. No sighing now from the Northwest where the wheatfields clap their hands. Abundance laughs in the orchards of apple and orange and the vineyards are redolent of the breath of clustering grapes. Surely now, if ever, is the time to laugh and sing; and yet now, if ever, the pessimist tells us we should be on the lookout for breakers ahead! What, he asks, is to be the outcome of all this overproduction? Wheat and corn by the hundred billion bushels only lowers the price. A year with the manufactories in full blast overstocks the markets; and then where shall we be? The mills will shut down, every industry will be idle, the song of the empty dinner pail will be heard again in the land, and "the mourners will go about the streets."

As if to anticipate and to counteract the effect of this gloomy picture, the Bureau of Statistics opens to public view a page of current business history and leaves the reader to make his own comment. It is altogether evident that the facts do not strengthen the pictured gloom. When for the past eight months three or four million dollars' worth of boots and shoes, an amount double that of the corresponding months of last year, are shipped out of the country from American manufactories, it does not foreshadow an overstocked home market, and this conviction is not weakened by the knowledge of where these goods go. Great Britain takes \$477,734 worth, twice what she had last year; the West Indies buy \$467,519 worth, thrice the amount of the year before; British Australasia increases her orders; Mexico

has almost quadrupled hers; Africa's amount is close to the \$100,000 mark, while Asia and the isles of Oceanica are becoming acquainted with and liking more and more the productions of the United States' soil and handicraft. Of course, Central and South America are ours and are growing more so; and France and Germany are constantly increasing their commercial interests with this country. Here are a few figures to confirm the statement in regard to Germany: Before 1897, the total commerce between the two countries never reached \$200,000,000; during 1899 it has been \$240,015,074. The exports from the United States to Germany so far this year have been \$155,772,279, the largest in the history of the trade between the two countries.

Another comforting fact, to those who are perfectly willing that there should be breakers ahead provided they will be good enough to remain there, is that the exports continue to exceed the imports. There may be, there will be, anxiety and care and worry without end in business lines; but so long as the income exceeds the outgo there will be no chance of financial disaster. A comfortable living is assured and a comfortable addition to the National bank account. A final fact which the pessimist should be willing to consider is the increase which is going on in trade extension. The American invention and the work which comes from it are outstripping all opposition. France has come down to a fashion furnisher and is no longer to be looked upon as a business rival; Germany has lost her prestige where she once excelled; Great Britain frankly acknowledges the superiority of the United States in workmanship and cheapness of production; so that this country has only to keep on in the way she is now going, strengthening her importance as the granary of the world and the leader in all natural productions and their manufacture. These, maintained as they undoubtedly will be with all the acumen, energy and industry for which the nation is well known, will make the breakers ahead, or anywhere else, an impossibility and those who are prophesying in regard to them so many croakers of evils which exist only in their morbid imaginations. Caution is never out of place; but on the threshold of a prosperity greater than the country has ever known it is little less than criminal by groundless forebodings to lessen the success which is as certain as sunrise.

The death of Vice-President Hobart has brought to light again the rather singular custom which does not invite any member of any foreign legation or embassy to attend the funeral of an American who dies in office. Each member is notified officially, and that is all.

The strike started by thirty girls working in a factory in Derby, Conn., because another employe was permitted to eat limburger cheese with her luncheon, has been won, and the offensive item has been banished from the menu.

Japan is little; but she has navy enough to make the Russian bear howl with pain.

It does not follow that a woman with a pug nose is fond of a pug dog.

The early worm was undoubtedly made for the early bird.

Constancy of purpose is what corrals success.

A WESTERN WANT.

A Colorado newspaper has drifted into this office. It makes strong assertions in regard to the remarkable resources of that very remarkable State. It states, with as much truth as earnestness, that in all things mammoth Colorado stands among the first. In scenery she is the Switzerland of America. In climate she is the sanitarium of the world. As a gold producer she challenges the Golden State. Her "spuds" are the best potatoes that soil anywhere produces. Her melons and her celery are crowding other states out of the market. Her apples and her grapes are getting to be classed among the best in size and quality. In fine, standing in the front rank in all that is big in condition, conception, undertaking and accomplishment, she still contends that all these are as nothing when compared with her undeveloped resources. There is where she excels. A single feature is lacking to make her the crowning glory in the sisterhood of states, a tide of immigration into her borders.

It would be a pleasing task to dwell at length upon these just claims of the Centennial State. Mont Blanc, snow crowned, rules over the Valley of Chamouni and the Yungfrau, enthroned among the Bernese Alps, looks down, a queen, upon Interlaken at her feet; but the Rockies, with crown more regal, sit upon a loftier throne and receive with kinglier splendor the homage of the coming and the going day. The roses that have faded in the cheeks of youth, kissed by the Colorado sunshine, have regained their color and their sweetness. The soil, intelligently cared for, pours forth an unlimited increase. Her mountains are packed with gold and silver and ores equally as precious and the State beckons with inviting finger for the immigrant to come and settle and make this State what it might be, and what it ought to be, the grandest in the Union.

The immigrant, however, does not come. The capitalist makes his visit, admires the wonders that greet him on every hand and with a smile goes home again, satisfied that he can do better where he is. The laborer does not come, and he does not want to come. He listens to the superlative as travelers and the papers enlarge upon it; but between the words and the sentences he hears and sees things not quite to his mind. There floats in the western sky an occasional cloud too dark for the sunset to brighten. The natural scenery is all right in Colorado and there is no doubt about the undeveloped resources; but when mountain and plain and sunshine and air, Heaven's gifts, are permeated with selfishness he is contented with the distance which lends enchantment to the view.

The supreme idea of looking sharply out for Number One, a trait which is said to make an early appearance, is easily accounted for: Only twenty-five years a state, the people have all immigrated from somewhere. Like all immigrants they have come to better their condition; and, while all grades of life are represented, it is the cold hard face of the necessity-struggling class that predominates. The owner of the dollar knows by hard work what it stands for and he is not inclined to give it up to his fellowman without a similar struggle; nor is he inclined to make that struggle an easy one. The health-giving air is athrob with the thought, "Each for himself and Devil take the hindmost." The thought finds ex-

pression in every phase of daily life. The incoming train discharges its duty and its passenger at the rate of five cents a mile. Trade holds him up for all he is worth. Society gauges him and passes him on from hand to hand. The church smiles upon him and hopes he will not forget that Colorado is the "Silver State" and that he will leave with her at least thirty pieces of silver. He gazes with delight upon the windows of the west aglow with sunset, with Vesper, the evening star, looking down upon the mountain-shadowed plain—and wonders if his money will hold out for another day of it. He goes, and takes with him a pleasing memory—at ten dollars a day!

The workingman, whom the State needs most, does not go at all. His wants are supplied nearer home. Good times have hunted him up and set him to work at good wages in his own town. The revival of prosperity has lighted the furnace fires, set the spindles humming and started up the factories and mines all over the country. What's the use of going to Colorado when right here where he is the family basket comes from the market not full but running over, at prices he can afford to pay and have enough left to add to his account at the savings bank? So he hears about the beckoning finger, and the undeveloped resources, and the twilight trailing her gown of purple and gold upon the sunset-kissed splendor of the mountain summits—and concludes he'll stay a while longer where the grass likes to grow, and the trees of their own accord spring up and flourish, and selfishness isn't the motto of the State, and public opinion keeps step with the National drumbeat.

The Centennial State may be all right and her natural resources unlimited, but until the time comes when she has laid aside her foolishness and stopped trying to make the tail wag the rest of the dog the chances are that she will still go on with her beckoning, her arid lands will remain uncultivated, her mines undeveloped and her territory invaded by the much-wanted immigrant.

One of the results of the late war with Spain will be the change in the furniture of our war vessels. Formerly all the furniture, which was made of wood, had to be thrown overboard just before battle in order to lessen the chances of fire. Metal furniture will take the place of the wooden, and the cruiser Atlanta is the first vessel to be equipped with it. The furniture, consisting of chairs, tables, sofas, beds, etc., is made of chilled steel tubing and light wirework.

Near Philadelphia the widow of a clergyman has fitted up the sunniest and best rooms in her house as workrooms for invalids and delicate women. Every convenience is supplied for comfort. Here the workers are taught to make all sorts of useful and beautiful articles for sale. They are engaged at a regular weekly salary and a free lunch is served daily. Those who can not leave their rooms are visited and supplied with materials for knitting, sewing, etc.

A novel exposition is in progress this month in Rome, being an exposition of the different methods of packing for exportation, especially of agricultural products in glass, tin, straw, linen, pasteboard, etc. The agricultural societies have sent a special delegate to France to examine the different methods of packing for the exportation of agricultural products of from two to forty-four pounds.

THE DARK SIDE.

The world has always been burdened with thinkers who only see the dark side of human existence and are always prophesying the degeneration and final destruction of the human race and the annihilation of the globe on which mankind has for so many ages lived and developed and multiplied.

Within a century past, one Malthus predicted that in the course of a few centuries human beings will become so numerous that they will swarm upon the overtaxed earth, which will not be able to furnish them with food. Then they will kill and eat each other. Geologists have declared that our globe is drying up and, as the central fires slowly are extinguished for lack of fuel to feed on, all the water upon the planet will sink into the crevices of the rocks, and there will finally not be left a drop of moisture to cool the parched tongue of the last man who may survive. Another geologist foresees the time when all the forests will have been cut down and burned and all the coal will have been consumed and the mines exhausted. Then the people upon the earth will freeze to death and the race will be extinguished.

There have been alleged scientists who could see only the terrible catastrophes that are to overtake this planet of ours and its inhabitants, and they delighted in parading before the people the predictions of the dreadful calamities that are to befall them. Some of these prophets of evil have even carried their fanatical notions so far as to have appointed days and hours for the dissolution of the solid earth and the destruction of its inhabitants and, nothing daunted by repeated failures, return again to their figures to discover where they failed.

Ordinary mortals have ceased to be scared, however, by the promises of physical disasters to our planet. They do not believe there is any danger that it will be knocked into a cocked hat by collision with some tremendous comet. They are not afraid that water will find its way to the central fires and blow up the planet by an explosion of steam. They are not moved by threats that the land of our globe is steadily sinking into the sea and that finally there will not be a speck of dry ground for the sole of a human foot to rest on.

It has become impossible to alarm the human race with promises of such cataclysms, and so other sets of theorists are rising up to foreshadow calamity to the human race. Here they come predicting the destruction of the race by deadly microbes that are seizing on the people and virtually eating them up. Consumption is now, in the opinion of these pessimists, the scourge that promises to take the human family out of existence in a few years or centuries, and some of these wiseacres want to pen up all the consumptives in the world, so that they can not come in contact with the healthful, before the disease shall be communicated to every human being and sweep all off from the face of the earth.

It is actually proposed by the health authorities of California to establish at their State lines quarantine against all consumptives who would come into its limits, and so fence them out. They would have to supplement such a proposition with another to arrest all the consumptives already in the State and forcibly put them out, or confine them in perpetual quarantine until all shall die. There are other such theorists who want

laws enacted to prevent all marriage and the propagation of the human species, except by and between persons who, upon inspection, shall be found physically healthful and perfect in all respects. In such a way it is proposed to get rid of all ill-health and deformity, and secure a population of perfect models in health and vigor and beauty.

It is truly astonishing that in this democratic age, when the will of a majority of the people in each country and community is really the only authoritative law, men will put forth such dictatorial and arbitrary notions. It is a return to the savage custom of abandoning the aged and other helpless classes that are unable to maintain themselves or to fight. In this age of civilization and scientific discovery, many diseases that once ravaged the populations of the earth, and the famines that at frequent intervals carried off millions of people, have become unknown or impossible. The death rate has been vastly decreased and the average of human life very considerably prolonged.

Great fault is found with this state of things by Prof. Frank A. Fetter, of the Stanford University in California. He pleads for the supremacy of the natural law of the survival of the fittest or strongest, and he remarks, with evident disapproval, that the progress of science and civilization has had the effect to promote the survival of the weak and feeble. He complains that medicine is becoming more and more able to defeat the attacks of deadly microbes; that surgery preserves many an organ the injuries to which in earlier times would have necessitated amputation or produced death; that the optician enables the weak-eyed to see and that the dentist furnishes the toothless with the means of biting and grinding food. Even the modern methods of warfare are objected to, because the feeble man with a gun is put on a fighting equality with the biggest and strongest.

Thus a vast deal of human misery has been relieved or eliminated; but it does not satisfy the writer whose views are quoted, because it is all a violation of the old, brutal, physical law that only the fittest or the strongest should survive. That, however, was one of the necessary conditions of savagery of the most bestial sort. Intellect, progress and enlightenment are able to annul this brutal law, and they have done it. Who shall dare to obliterate human philanthropy and put back the hands of the clock of progress in this age of forward and upward movement? People to-day will not tolerate such pessimistic savagery.

Great Salt Lake is receding on account of the excessive drain made upon it by irrigation enterprises. The Lake is not fed by underground springs, but by the Jordan and other rivers, and when the waters of these streams are intercepted for irrigation purposes the water supply of Salt Lake is, of course, diminished, so that the evaporation, which is constantly going on, is not made up by a new supply. In time it looks as if the Lake will be only a bed of dry salt.

Ex-President Harrison is one of the busiest men in the United States to-day, and he probably has the largest income of any lawyer in the West, if not in the United States. According to reports he received \$250,000 from the Venezuelan government for arguing the boundary case, which was one of the largest fees ever paid.

AMONG THE RIBBONS.

How a Michigan Girl Met Her Destiny in Chicago.

Back in Three Rivers Millie Duncan had had a pleasant home and the expectation that her lines would fall in pleasant places. But a bolt came out of the blue. Millie's father died suddenly, and just at the wrong time, not only for himself, but for his family. She faced the necessity for earning her own living, and, leaving the younger children and her mother to depend upon the small income that remained to them, she made a bold break to Chicago—which cared nothing about her boldness, but only bellowed at her like an angry bull. If Millie was frightened she did not show it. She found an ugly little room, made it as attractive as she could, cooked her own coffee mornings, contented herself with 10 cent luncheons, and indulged in a hearty meal only at dinner time. For this function—for such it was to Millie—she made a careful toilet and entered the dining room of the rather fashionable boarding house with the air of a princess who was amusing herself by an experience among the common people. This was her one luxury—it was in this fashion that she kept a hold upon sociability. This gave her cheer for her work and sustained her vivacity. It amounted in fact to a necessity.

Now one of the greatest afflictions that had come to her at a time when afflictions seemed to be pouring thick and fast upon her was leaving the vicinity where Allen Darrow lived. They were not sweethearts; they had not seen much of each other; but it had been his presence that had made a party seem really festive to her. It was the meeting with him casually on the quiet streets of Three Rivers that had caused her heart to leap. It was he she thought of when she put on a new gown. Or, if she did anything unworthy of her best self, it was he she remembered, blushing at her own baseness. If she was generous or courageous in any unusual way she turned to thoughts of him with joy, thinking that he would be pleased if he knew.

She had not said good-by to him when she left home. She had not the desire to burden him with the details of her misfortune. How could he understand, who had always lived an easy, luxurious life, what responsibilities she had been called upon to face? How could he appreciate the sinking of the heart which she felt in leaving the refined, easy life, the books, the lazy hours at the piano, the charming circle of friends, for the work and friendlessness that a poor girl must know in Chicago?

She put her dreams bravely behind her, therefore, and left without a word of farewell.

She was rather glad when she found that her work in the great dry goods house, where the influence of friends had secured her a position, was to be among the ribbons. She rioted in the color about her, and, making up her mind that anything that was worth doing at all was worth doing well, she not only studied to be most assiduous in her service to those who came to purchase, but she took the greatest pride in arranging her stock attractively. So original were the fashions in which she set forth the bolts of gleaming satin ribbons that it was much noticed. A gruff floorwalker ventured to compliment her. The other girls at the ribbon counters were profuse in their praise. And

Millie began to know the satisfaction that comes from work well done, although the task be insignificant. She began to look at life from a different point of view and to rejoice that she was among the workers and that work was a pleasure to her. In short, being a wholesome young woman, she put regret behind her and rose to meet the emergency with all the gallantry in her nature.

One day she was putting her patience to its full test with a trying customer, who could not be suited and who would not go away, when a young man and woman entered and took chairs side by side and began looking at white satin ribbon.

"They want it for a wedding, I'll wager," thought Millie to herself, looking behind the nodding plumes of the fretful customer to where the two sat



and laughed together. "I suppose they mean it to run up the aisles of the church. I wish this tiresome old thing would go and let me wait on them."

But the tiresome old thing would not go. She stayed on, asking for things she did not want, and Millie, with a politeness which continually grew more frigid, continued to supply her demands. But, meantime, she kept glancing in the direction of the laughing pair, and feasting her eyes on the gay attire and the happy face of the girl who sat partly facing her. Golden hair and blue eyes, a brilliant golf cape, and a nonchalant little turban, made up a pleasing whole. Millie hoped the young man was as good looking, and made up her mind that she would get a glimpse of his face before he left. Just then he turned and looked at her, and she perceived with a poignant blending of pain and delight that it was Allen Darrow.

She had no desire then to wait upon the pretty girl or upon her laughing companion. Her one thought was to get away. But Allen Darrow had recognized her, and, with a word of apology to the girl by his side, he hastened to Millie, holding out his hand for a hearty greeting.

"Will you not let me introduce Miss Ferguson?" he enquired. Millie gave consent, and the two girls chatted together with every outward appearance of cordiality—a cordiality which was no doubt genuine with Miss Ferguson.

"You were looking at the white satin ribbon," ventured Millie at length, with a sort of obstinate pride in her vocation. "Did you wish to purchase some?"

A covert smile fluttered about the young man's lips, and then Millie blushed at the knowledge of the transparency of her motives. As usual, Allen Darrow understood her perfectly. Formerly this had been a pleasure; now she

The people who are using the

Sunlight Gasoline Gas Lamps



praise them. G. Henderson, Galveston, Texas (a large merchant), writes us as follows:

"The nine Sunlight Gas Lamps I have been using for several months are very satisfactory and you may

send me two more for my annex. You can put my name down as reference to anyone who wants to hear that these lamps are cheaper and better than anything I have tried before."

The Sunlight Gas Lamps are suitable for homes, stores, churches, barber shops, lodge halls, etc. The Sunlight Gas Lamps give 100 candle power. The light is steady, bright and beautiful and costs only 1-5c per hour. It is cheaper than kerosene or any other light. Send for our descriptive catalogue. A few more local agents wanted in Michigan.

MICHIGAN LIGHT CO.,
71 Market St., Grand Rapids, Mich.

Here It Is!

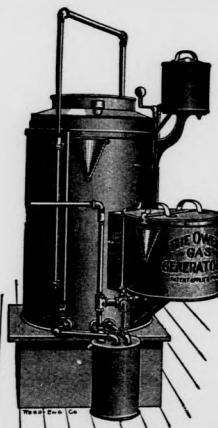
The Holmes Generator



Just what you have been looking for. The latest, the best, the safest, the most durable and most saving of carbide on the market. It has the improvements long sought for by all generator manufacturers. No more wasted gas, no over heating, no smoke, no coals on burners. Only one-tenth as much gas escapes when charging as in former machines and you **cannot blow it up**. It's safe, it's simple. It is sold under a guarantee. You put the carbide in and the machine does the rest. It is perfectly automatic. A perfect and steady light at all times. No flickering or going out when charged. Do not buy a Generator until you have seen this. You want a good one and we have it. It's made for business. Fully approved by Board of Underwriters. Catalogue and prices cheerfully sent on application. Experienced acetylene gas agents wanted. Limited territory for sale. Also dealers in Carbide, Fixtures, Fittings, Pipe.

Holmes-Bailey Acetylene Gas Co.
Manton, Michigan.

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.
40 S. Division St.,
Grand Rapids, Michigan.

would have preferred to indulge in reserve.

"Yes," Miss Ferguson replied to Millie's question. "We want some white satin ribbon for—a for a wedding. Don't we, Mr. Darrow?"

"Indeed, we do," he responded, laughingly. "A wedding in which one or the other of us is much interested. I won't say which one."

"I should hope both of us were interested in it," cried Miss Ferguson, saucily.

They got the ribbon and went away, and after they had gone the sense of her poverty and loneliness and need for monotonous work rushed over Millie, and swallowed up all her cheer and youth for the time being, as a cold storm of the night seems suddenly to extinguish the summer and to leave only brown leaves and dead fields behind it. That night she could not bring herself to dress for dinner, and to indulge in her usual little dissipation in the way of conversation with the young men she met at the boarding-house. She got a dismal little meal on her oil stove and went to bed early, to toss until dawn, and so, arising late, was behindhand at the store. The work had never before seemed so repulsive. She fancied herself getting horrid little tricks of manner like those of some of the old clerks and imagined that she was already growing plain and dull.

In the midst of this deep depression, when all the store looked gray and confusing, and the words of her fellow-workers sounded strange and foreign to her ear, she heard some one enquiring for her. It was an American District Telegraph boy, with a package. A sudden shaft of anticipation pierced Millie's leaden heart. She signed the book with trembling fingers, and broke open the strings on the box. Within were exposed to view the most glorious American beauty roses she had ever seen. They were not like other roses. They were glorified flowers, and in the midst of them was a little white note, reading as follows:

My Dear Miss Duncan—Am I not to have the great pleasure of calling upon you? I confess I have not tried to find where you were, because I was really hurt and offended that you left Three Rivers without saying good-by to me, or letting me know that you were going away. But now that I have seen you I can feel no offense. I think I understand the motives that led you to do as you did. I do not know how to be sufficiently thankful that I went with Miss Ferguson to buy those wedding bands. I am to be best man at her wedding, which is to occur next Saturday. She is to marry one of my best friends, and I am fond of her, and glad that you two met. But how I am running on! You see I want so much to talk with you that I can not stop. Kindly let me know where and when I may call. And I will be frank and confess that my call is not to be one of ordinary importance to myself. It will be the most important visit I ever made to any one. I am filled at once with anticipation and dread. But I will not let the dread get uppermost. I insist that my heart shall sing. I insist that my fate is to be fortunate, and that after the visit I shall be even happier than I am now—and I am happy, for I have found you again. Yours, always,
Allen Darrow.

When Millie looked up from reading the letter the store was no longer gray. A sort of golden glory rested over everything, and she turned with eagerness to a customer.

"Burnt orange ribbon No. 5? Yes, ma'am, we have a fine piece I should like to show you."

An Equitable Division of the Stock.
From the Negaunee Iron Herald.

For some time Harris & Matthews have been endeavoring to arrange their affairs so as to be able to dissolve partnership. A deal for the transfer of the stock was nearly completed with outside parties but it fell through. Lacking any other plan, they determined to dissolve by whacking up their stock and yesterday put the plan into effect. Mr. Harris used the delivery wagon to tote his share of the groceries to the Red Front store on West Iron street. A plate for a plate, a potato for a potato, proved a very successful way of making an equal division. Mr. Matthews will continue business at the old stand while Mr. Harris will be his competitor further down the street.

A fakir in Minnesota is working the country with a "Cuban rose" in a box saturated with cheap perfumery. When the box is opened it fills the room with fragrance. Three seeds are sold for 50 cents, the purchaser paying 25 cents down, the other half to be paid when the roses bloom, but they never do this nor does the flower gentleman return, for the seeds are sweet peas.

An employer often values a man by the number of suggestions he doesn't make.

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.

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.

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.

The President of the United States of America,

To **HENRY KOCH**, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

REETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of

New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY

KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness, The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand eight hundred and ninety-two.

[SEAL]

ROWLAND COX,
Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,
Clerk

Shoes and Leather

Pertinent Pointers for Progressive Shoe Dealers.

A shoe dealer of more than local reputation said to the writer last week that the greatest trouble through his career has been in his search for the clerk who thinks. The writer knows of a college girl who is afflicted with an utter inability to think and whose professor has vainly called her attention to it several times within the past six months. It would seem, therefore, in view of the inability of some of the gods themselves to think that the mere clerk needs to have no occasion to feel chagrined over his inability in that direction. But such is not the case. The holder of a position who goes through his routine of duty in a stupid, dumb-driven cattle manner, absolutely refusing to think things out for himself, and thus improve in method the system attending his individual line of duty, is not going to advance in his employer's estimation very rapidly. An employer very soon learns to regard an employe with interest who continually asks questions concerning his work, who seems to concentrate his mind upon his task, however insignificant, and to think something out for himself.

* * *

A few years ago the writer stayed for a few weeks in a little village where the opportunities for doing business were circumscribed by the local demand. There he met a shoe clerk who would not leave the village and go to the town where the possibilities were much greater simply because, as he said, "A rolling stone gathers no moss." And that simple-hearted fellow might have been there yet, afraid to break away, if the writer had not responded that "A setting hen gains no feathers." He went to the town and shortly afterward became enamored of a shop girl. In his courtship he was guided by another foolish old proverb—he was saturated with proverbs—to wit: "Faint heart never won fair lady." He sailed in with an assured air that said as plainly as words, "Oh, my dear, I know I'm a good thing, and you'll drop on my manly breast as soon as I give the word. Just wait until I'm ready to throw you the handkerchief." She was a girl of spirit, even if she was only a shopgirl, and she gave him the worst fall of his young life, although he heard afterwards that she said she really liked him and would have had him if he hadn't seemed so cock sure that she was willing.

* * *

A Philadelphia retailer asked the writer recently when it was best to advertise. He does some advertising in his down-town paper, but it is only at certain seasons. He had this theory about the best season to advertise, the same as every other retailer, but he thought it of no avail to try to force trade when it is dull. He knew that some of his competitors found trade good enough at certain seasons, and only desired more trade in such and such months, and advertised at such times only. Some regard must be paid to season. Advertisements should be so worded as to be seasonable. But people read the newspapers pretty much the same at one time as at another, and if at certain periods an advertisement is not quite so productive, the fact keeps competing advertisements out of the newspaper columns and consequently gives the whole field to the retailer who does advertise at that time, thus mak-

ing the dull season in truth a season of plenty. No retailer should attempt to push Arctic overshoes with much energy in June. But outside of Arctics and a few other articles which have their season, the best time to advertise is all the time.

* * *

Some clerks are inclined to hold on to their positions year after year, without any reason for doing it. They hold on until their employers actually get tired of seeing them around the store. They may be very good clerks, too, but they may also have been in the store a little too long, so then their efficient services have lost their novelty to the boss. He thinks, and perhaps says, that he can clean out his whole shop and get another force of clerks just as good as if not better than his present one. And perhaps he can. Certain it is that there is an old proverb that reads: "If at first you don't succeed, try, try again." The immortal wisdom of that has kept many a clerk hanging on to hopeless jobs, playing a losing game long after it had really gone by the board. It has taken some of them twenty years to find out that it is just as important to know when to let go of a little job as it is when to hold on to a big one.

* * *

A very good illustration of the activity of shoemakers and tanners generally is cited in the statement of Director Wilson, of the National Export Exposition in Philadelphia, to the effect that his chief difficulty in the preliminary work of the Exposition was in the fact that the manufacturers of shoes, leather and other goods were so busy that many of them could not find time nor one salesman with which to prepare an exhibit satisfactory to themselves. In many other cases where requests for exhibits were made came the statement that since they were behind with their orders, the display of their productions would merely add to their temporary embarrassment by bringing a still greater number of orders over their capacity for production.

* * *

If you will take the advice of a sage Philadelphia retailer you will not employ any pretty women to assist in your store when you become your own boss. Such a woman will demoralize a force of clerks by making the other women clerks jealous and the youths absent-minded, so that she ever so industrious and require ever so little pay for her work, these won't offset the demoralizing effect of her beauty. Said this man to the writer last week: "We had a young lady clerk here once who had everything in the world to recommend her except homeliness. She was beautiful, and what made it worse she had that hopeless, ineradicable kind of beauty that one doesn't outgrow, like warts or freckles, and is always the same no matter what happens. I believe the girl could have fallen into a hog-head of black molasses and still come out radiantly lovely."

* * *

Chickens are bound to come home to roost. Don't be enthusiastic in praising goods of which you are doubtful.—Shoe and Leather Facts.

Wrong Kind of Sponges.

Mrs. Newlywed—I was going to have some sponge cake as a surprise for you, dear, but I confess it a failure.

Mr. Newlywed—What was the matter?
Mrs. Newlywed—I don't know for sure, but I think the druggist sent me the wrong kind of sponges.

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.

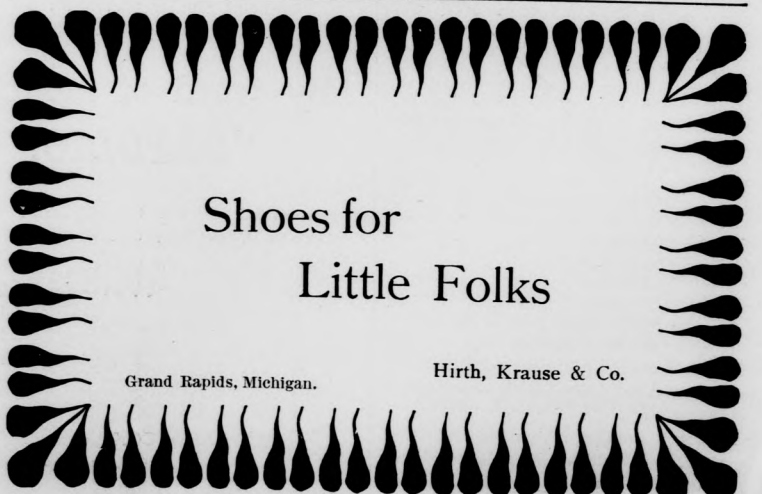
10 to 22 N. Ionia Street,
Grand Rapids, Mich.

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.



Shoes for Little Folks

Grand Rapids, Michigan.

Hirth, Krause & Co.

The People Who Sell Goods at Wholesale Prices.
Written for the Tradesman.

"I ran into a scheme, the other day, that I admire," said the fat drummer as he located himself on the high stool at the grocer's desk and lighted a cigar. "Something new?" asked the merchant.

"No, I guess it isn't new," was the reply, "but this was the first time I ever saw it worked in all its purity. The men who were running the snap were beautes, I want you to know."

"Understood their business, did they?"

"Did they?" echoed the drummer, "I should say so. Say, if the men claiming to do up-and-up business worked as hard and exercised their brains as constantly as the people engaged in shady schemes do, there wouldn't be so many failures. Well, the people I refer to as past grand masters of this lovely scheme were selling groceries at wholesale prices."

"The grocer always does that," said the merchant, with a smile that caused his cheerful face to resemble a Thanksgiving pumpkin.

"Of course," said the drummer. "Well, these people go through the land and take orders from folks in small villages and in the open country. They represent a Chicago house, and have a long story to tell about cutting out the middle man. That always takes with the farmer, you know, for the honest tiller of the soil has secreted somewhere about his person the notion that the merchants who handle his crops and trust him for goods have no right to exist."

"And so they start stores of their own," suggested the grocer.

"And that makes business for the sheriff," added the drummer. "Oh, yes, I have sold goods to two or three hayseed corporations. Well, these sharks offer one or two things mighty cheap, or at figures which would be cheap if the stuff was full weight and wasn't adulterated. When the staple articles are down they begin on the hundred and one little things which are used in very small quantities in every house, and on which there is an enormous profit."

"My son," said the merchant, with another bland smile, "there are no lines on which the grocer makes an enormous profit. You have been dreaming that you were selling hats."

"And when they get to these little things," continued the drummer, "they simply unload. Yes, indeed. Why, I saw a stack of baking powder in a farm house last week that rivaled the bull in the pasture for size. The purchaser said that he had inside information that baking powder was going up, and that he might sell a little of his supply when it reached the top notch. Half a mile down the road I found the parlor bedroom stuffed full of baking powder. The farmer said that he had inside information that baking powder was going up out of sight in a few days, and he might sell a little when it got up to the clouds. Over on the other half section I went into a house to get a drink of water and found the farmer's wife packing baking powder away under the hired girl's bed. She informed me that her husband had received inside information that baking powder was running short in the country, and that it would soon be beyond the reach of all save the fabulously wealthy. She admitted that they would dispose of a part of their stock when the right time came. A mile nearer the village I met a man with a

wagon load of baking powder. He whispered to me that he had received inside information that baking powder was bound to come up, and that he might—"

The merchant caught hold of the desk to save himself a fall.

"Look here," he said, "you ought to go into the subscription book business. They learn their lessons by rote, and repeat them just in that way. How many acts are there in this, anyway, and how many years are supposed to elapse between each act?"

"I found just nineteen farmers who had bought baking powder for speculative purposes," resumed the drummer, with a smile, "and pepper! And ginger! And bluing! Say, you ought to see some of the farm houses down in that section. They hold pepper, and ginger, and bluing, and cheap coffee, and indigo, and condensed lye, and potash, and sal soda, and cream tartar, and stove polish enough to last an army a hundred years. And I want to express my admiration for those Chicago chaps right here. They are too good for this earth, and ought to be assisted out of it. I claim to be an average salesman, but I can't work in the same degree with those fellows. I'll bet the devil my head that they sold a ton of pepper in that one township."

"How do they deliver the goods?" asked the merchant.

"When they get a carload they send it down and put the car on a side track somewhere. Then the farmers come and get their goods. And here's the beauty spot in the scheme. The sharks collect cash for their goods and receive the produce of their customers to sell on commission. Oh, the scheme is worked from the ground up."

"Well, how much can they make handling farm produce?" asked the merchant. There is little enough profit in that."

"How much can they make?" repeated the drummer. Why, they make all they receive."

"But the farmer—"

"Oh, the farmer gets his lesson—that's all he gets."

"You don't mean to say that the farmer pays cash for his goods and then hands his crops over to these swindlers to sell for him without knowing anything about their commercial standing?"

"That's just what he does, my dear."

The grocer gave a low whistle of amazement.

"And the farmer never hears from the swindlers, of course?" he finally said.

"Never."

"And don't the farmers complain to the Chicago house?"

"Certainly, but the wholesale dealers have nothing to do with the affair further than to sell the slick men the goods for cash and ship them in carload lots."

"I believe," said the grocer, slowly, like one deep in meditation, "that I'll go into that business myself. An honest man stands no show in this rotten old world at this late date."

"When you get ready," said the drummer, climbing off the stool, "let me know, and I'll put a little capital into the business." Alfred B. Tozer.

Not Come to Stay.

We hear of horseless carriages,
Propelled by unseen wing—
Also of loveless marriages,
Which are not quite the thing.

We hear of wireless telegrams,
A wonder of our day,
But we don't think armless courtships
Will ever come to stay.

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 Locomotive Rubbers.

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

If You Would Be a Leader



handle only goods of VALUE.
If you are satisfied to remain at the tail end, buy cheap unreliable goods.

Good Yeast Is Indispensable.

FLEISCHMANN & CO.

UNDER THEIR YELLOW LABEL OFFER THE BEST!

Grand Rapids Agency, 29 Crescent Ave.
Detroit Agency, 111 West Larned St.

FURNITURE BY MAIL

MAGAZINE PRICES OUTDONE

\$18.50

FREIGHT PREPAID.



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

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

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

Write for our complete Office Furniture Catalogue.

FURNITURE BY MAIL

MAGAZINE PRICES OUTDONE

There's Satisfaction

in having our chair in your home. After you've used it for several years—given it all kinds of wear—that's the time to tell whether or not the chair is a good one. Our goods stand every test. The longer you have it the better you like it.



Arm Chair or Rocker No. 1001.

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

Sent to you freight prepaid on approval for **\$24.75**

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

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

SAMPLE FURNITURE CO.
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LYON PEARL & OTTAWA STS.
GRAND RAPIDS MICH.

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

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

WE PREPAY FREIGHT

WE PREPAY FREIGHT

The Meat Market

Everyday Incidents in the Life of the Meat Dealer.

If you happen to have on your list of acquaintances a man who is sour, who grumbles continually and says he can see no fun in life, send me his address. I shall endeavor to reform him, I shall take him with me some day on one of my strolls, and if he doesn't hear enough humorous remarks to cause his eye to grow brighter, his face to lose its dullness, and the "sorrow lines" to disappear from around his mouth, you may brand me as an impostor and second-rate evangelist. I should like to have had such a one as a companion Monday during a jaunt through Brooklyn. He would have found himself in a quiet little market, where I awaited an opportunity to speak to the proprietor—a confidential appearing little chap—who was bargaining with an old Irishwoman about the price of corned beef. He had told her his price was six cents a pound. "Go away wid ye," she ejaculated, "shure you're only foolin'." Six cents! Be the hivins I can get it anywhare on the avenue fur foive cints!" The butcher looked around him mysteriously. He went to the door and gazed up and down the street, as if to learn if any one was in sight who was likely to enter his market. Evidently satisfied that such was not the case he tiptoed back to the corned-beef box, and putting a finger to his lips, simply said: "Not a word!" Then he stooped down, came up with a piece of meat, placed it on the scale, and coming close to the woman, whispered: "Don't tell a soul. Remember it goes no further. You can have this five pounds for 30 cents. I don't want to argue with a good customer about price." "Not a word," replied the woman, and laying down 30 cents, she picked up the meat, placed it under her shawl and stole away into the gloaming.

Two blocks further up the same avenue I got into an interesting debate with another butcher, and when our discussion was at its height, a butcher from across the street entered. "Ike," he said, "I want a turkey. Got an order for one and can't go to market yet. Got one for me?" "Shure," said Ike, "take your pick." There were three hanging in the window. One was white and plump. The others were not what a fastidious person would desire, so of course the best one was selected and placed on the scale. While the purchasing butcher went to the cashier's desk to pay, Ike put the turkey back on the hook, and quickly dropped one of the inferior birds in a bag, which he handed to his neighbor. When he had gone Ike laughed so loudly that a plate of livers appeared to be doing ragtime. "He's the slickest man in the business, you know," explained Ike, "and brags that the man who can do him is not yet born."

My last week's essay on the art of doing tricks with cleavers has brought trouble upon my innocent head. Read this and sympathize with me:

My Dear Stroller—I have read with interest your piece about theatrical material lying loose in meat markets, and wish to say my place is more like a circus just now than anything else. Cleavers are flying through the air, not only to the risk of life, but to the risk of damaging everything in sight, and every order for chopped meat almost produces a riot. The clerks fight for the privilege of doing the chopping, and the one who

wins gives weird and nerve-testing bangs and clangs with the tools. You, dear sir, are responsible for this, because of your description of a performance with the cleavers by an old man. We already have enough trouble in this business without dodging flying cleavers. If this thing continues we will all have to take out accident policies. While the article is interesting, it doesn't—well, you know. Don't do it again, and oblige.

Dollars to doughnuts this man is practicing cleaver tricks on the quiet. Suppose his clerks do become experts at clever imitations, what then? Why, his will be the most popular shop in his neighborhood, and his chopped-beef trade (a profitable article, by the way), will boom with a mighty boom. Let them cleave the air to their hearts' content. If he is afraid let him crawl into his safe.—Stroller in Butchers' Advocate.

Woman in Horse Meat Business.

Chicago horse meat dealers report that there is a big demand for that article at this time. The most extensive dealer there is a woman, who says of the business: "I have been dealing in broken-down horses for the last five years and always find a ready sale for them. Persons notify me that they have a horse which they want to dispose of and I call upon them. Sometimes I pay them \$1, sometimes \$2 and sometimes as high as \$5 for an animal. But the \$5 ones I do not sell to the slaughter-house man, because I can generally fatten them up and dispose of them for as high as \$10 and \$20. The cheaper animals I drive fifteen miles into the country and sell them to the slaughterer for \$3 a head. It makes no difference whether the animal is old or young, plug or thoroughbred, that's all the slaughter-house man will pay me. And they do a big business, too. Sometimes I have seen as many as 125 horses driven in there in a day." Most of the meat, she says, is exported.

Will Enforce the Thirty Day Rule.

Bay City, Dec. 4—The Retail Meat Dealers' Association has unanimously adopted the following resolution:

Resolved—That inasmuch as the wholesale houses have served us with a notice that we must pay for all meats purchased from them on the Monday following sale; that unless we do so no longer credit will be given us; this we heartily approve of, but go thou and do likewise; therefore be it further

Resolved—That in order for us to meet the demands asked of us it will become necessary for us to ask all our customers to promptly pay their bills on the first of each month, as we think 30 days' credit is all you should ask of us after we are compelled to pay cash for our purchases. Any neglect on the part of customers to pay their bills promptly will meet with a prompt refusal to give further credit.

Steer Fattened on Wire.

When dressing a steer at the E. C. Cross slaughter house southeast of Salem, Ore., the butchers were considerably astonished to find imbedded in the wall of the animal's heart a piece of wire, presumably baling wire, about three inches in length, which had probably been taken with the food and passed through the animal's digestive organs, finally lodging against the heart, where it became attached, and, when found, was almost covered by a fatty growth.

Old Enough to Be Good.

"Don't you want the water of your well analyzed?" asked the traveling agent of the chemical company.

"What fur?" enquired the hale old farmer sitting on the front porch.

"To know whether it is pure and wholesome or not."

"I reckon not. If there's anything the matter of it, mister, I'd ruther not know it."

"How long have you been using it?"

"Eighty-seven years."

The traveling agent passed on.

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

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.

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.

The fruits of excessive cold storage operations in eggs last spring and summer are now being reaped, and a large part of the harvest is found to be "gall and wormwood." I have never seen so irregular a market for refrigerator eggs as we have lately experienced. There is of course a wide range in the quality of the stock, and the proportion of ordinary and inferior grades is larger than usual owing to the fact that so many were put away during warm weather; this naturally causes a wide range in selling prices, but there appears also to be a wide variation in prices for equal qualities also, depending on the whim of the buyer and the nerve of the seller.

* * *

Dealers who have a good class of trade and who get full prices for their eggs based on the value of fresh gathered can make pretty big profits by working refrigerators out for fresh; but when they do this they want the very fanciest of stock they can get and some of them have not hesitated to pay pretty full prices for occasional lots of especially fine April packings. Several marks of such have been taken at 17c, and in rare instances even a shade higher. But the possibility of selling any refrigerators at that price has been limited by the wants of comparatively few dealers; some holders of fancy goods have been willing to hold their price steady on such, and be satisfied with moving such quantities as these fastidious buyers would take; others have had so many as to feel compelled to force a faster movement and have cut prices right and left. It is probable that some of the spring goods obtained at 16c or even 15½c are very nearly if not quite as good as any stock coming out in original packages. On a very large part of the refrigerator holdings the market has had almost a demoralized appearance, many of the largest holders, both here and in the West, showing a disposition to accept any reasonable bid.

* * *

The outlook, especially for the mass of summer packings, is gloomy. We are approaching the season when the natural tendency is toward increased production. The maturing of the '99 pullets makes a great increase in the egg laying machinery of the country, which can only be debarred from activity by real winter weather. The low prices at which stock can now be bought are resulting in a very large movement and some holders of really fine goods are expressing confidence that all such will be wanted at fair prices, but every week that winter holds off now adds a deeper shade of blue to the prospect for the held goods in general. It is of course within the range of possibility that weather conditions might yet become bad enough to help out on the wind up, but the chances of this are not very encouraging.

* * *

One thing which has added seriously to the demoralization of our market for average qualities is the presence of a number of Western egg holders who have been drumming the trade in person. Nothing could have a more unfavorable effect than the efforts of these strangers to force their goods upon the local jobbing trade direct. It certainly reacts unfavorably upon the welfare of the owners themselves. A little thought will convince anyone of the justice of this criticism; there is no way to make

"a silk purse out of a sow's ear," but a bad matter may easily be made worse, and there is no surer way than to have the buyers constantly drummed to buy goods from outside and unusual sources. If the goods were forced out through customary channels the effect would not be so demoralizing.—N. Y. Produce Review.

Proposed Lobster Combine.

It is reported that a combination has been formed by the wholesale lobster dealers of Portland for the purpose of controlling the live and boiled lobster trade, and for a uniform price. A meeting of nearly all the large dealers has been held, and it was agreed to pay smackmen who buy them from the fishermen, 11 cents apiece for the lobsters. The dealers believe that their stand will have a good effect on the market in other cities, besides giving the fishermen a uniform price of about nine cents apiece for their catch.

Calls the Criticism Caustic.

From the Topeka Merchants' Journal. The premium stamp epidemic is now prevalent in most of the cities of Michigan. Grand Rapids is the latest town to be moved upon by the "enemy" and its arrival has stirred up Editor Stowe of the Tradesman. He goes after the stamp men and the merchants who have signed contracts, in an article in the last issue of his journal, entitled "Co-operation or Demoralization?" It is so good, caustic and truthful that we reproduce it in another column.

Orders for New Goods

Are a daily necessity, and used by all business firms and ought to be made out in duplicate, the copy retained on file, to "check off" invoice received. We make the Self Copying kind, Standard Size, 6x8 inches, copy attached, \$3 per M.

Remittance Blanks

Must be used where discounts are taken, or other deductions made for freight, express, etc. We make the Self Copying kind, Standard Size, 5½x8 inches, copy attached, \$3 per M. You attach "copy" to invoices paid until receipt is returned.

Self Copying Note Heads

About 6x9 in., copying sheet attached, \$3 per M. Inked Sheets for copying, 25 cents per dozen. New (patent) Raulholders, furnished free of charge, to hold paper and secure copy while using our print. Order the regular assortment of 5,000 and have them all printed to your order, as follows:

1,000 Order Blanks, copy attached.....	} \$16
2,000 Remittance Blanks, copy attached.....	
2,000 Note Heads, copy attached.....	
4 doz. sheets copying ink paper for copies.....	

Three Raulholders (loaned) free of charge, which insures the Eligraph Copies. Send a printed card if wanted "to order," and order at once (as 1900 is near by) only of

L. A. ELY, Alma, Mich.

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 Plans, Description and Full Details address

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



SEALS, STAMPS, STENCILS, SIGN MARKERS

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

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, Alsylke, Beans, Peas, Popcorn, Buckwheat

If you wish to buy or sell correspond with us.

ALFRED J. BROWN SEED CO.,

GRAND RAPIDS, MICH.

GROWERS. MERCHANTS. IMPORTERS.

Make a Note of It. We Handle

Mexican Oranges

We are now receiving fruit daily from SONORA, Mexico. This fruit is fine quality and strictly sound, is packed in California boxes, sizes good. We quote \$3.25 delivered in car lots. Write for price lists. Cars always rolling.

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

Receivers and Distributors of Fruits and Produce in car lots.

Beans and Potatoes Wanted

Wire, 'phone or write us what you have to offer. Mail us your orders for Oranges, Nuts, Figs, Dates, Apples. Cider, Onions, etc. The best of everything for your Christmas trade at close prices.

The Vinkemulder Company,
Grand Rapids, Mich.

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.

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.

GOTHAM GOSSIP.

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

New York, Dec. 2.—With Thanksgiving coming on Thursday, we can really count on about three days of business, as Saturday anyway is a half holiday. The first three days of the week were busy ones and the holiday was a good one for sugar and spice and all that's nice. Jobbers have had an excellent trade all the season and December sees them working like beavers to keep up with the orders which are literally pouring in from every direction.

The coffee market shows an easier tone, and some falling off, both in spot coffee and the speculative article, has taken place. Advices from Europe have not been specially encouraging and, while the price may again go up and up and up, it is certainly more reasonable to expect it to remain about where it is now. Neither jobbers nor roasters manifest much anxiety over the situation and the demand generally has been of an everyday character. In store and afloat the stock aggregates 1,177,823 bags, against 1,010,440 bags at the same time last year. Mild grades, while not especially active, are strongly held and dealers will make no concession from quotations. Good Cucuta is worth 9 1/2c. East India sorts are steady.

A fairy story reached here from Chicago to the effect that the Arbuttle factory was to be taken in by the trust and the whole yarn was bristling with figures to show just what the deal meant. No stock was taken in the narrative here and a broker who is well in touch with the Arbuttles said it was a ridiculous canard. No possible benefit, he said, could come to Arbuttle by such a deal and, as Arbuttle is worth at least \$20,000,000, he will try to keep the wolf from the door and even the Lion. New orders during the week have been few and the market remains practically unchanged. Orders are mostly for sorting upon broken stocks. Some soft grades are shaded 1-16c.

The volume of tea business going forward is fairly satisfactory. While more might be done, it could hardly be expected at this time when the holiday trade occupies so much attention. Quotations are well sustained and the outlook is favorable for the future.

Quietude prevails in the rice trade, yet matters might be worse. It is owing to the holiday trade, of course, which is looking after everything but staples and devoting itself to the fancy articles. The fancy qualities of rice are well held, and for that matter prices on the general run of goods are firm. All that is wanted is more buyers.

Spices are firm. The pepper market adds greater strength every week and the situation generally is full of encouragement. The demand is good for ginger and nutmegs, although no advance is shown.

New crop molasses is developing great strength and the market generally is in good shape. Supplies are not overabundant and the prospects for the immediate future are very gratifying to holders. Best quality of molasses, new, will bring up to 45c for open-kettle. Syrups are in light supply, with a good enquiry, and the market closes very firm. Quotations are unchanged.

No canned goods are in first hands and few are to be found anywhere. The market is more closely sold up than at any time in the history of the trade. Brokers and commission men both state this to be true, and it seems to be a well-established fact. Next year one item worthy of the packer's attention will be the increased cost of labels, and this will be no small matter if we may judge from present appearances. Cans are higher, and labor has been advanced, so the packer who is selling futures on present prices is taking mighty big chances. Such lots of New York corn as can be picked up are taken at 80c and even up to \$1, the latter for fancy stock.

The dried fruit market is generally firm and the demand is becoming better with every day. Raisins are closely sold up and prices are very firmly adhered to.

Oranges from Jamaica are becoming quite plentiful. Considerable complaint has been made as to the quality of fruit arriving and the market is in hardly as satisfactory condition as last week. Repacked are worth \$6.50@8.50 per barrel. Florida oranges are steady, but there is not the vim to trade that might be expected. Lemons are moving very slowly and at the rate they are going the supply will soon be greater than the market can take care of.

Arrivals of butter have been rather lighter than expected, but the market, nevertheless, seems to be quite well supplied, and, as the demand is moderate, the quotations of last week have not been advanced in an appreciable manner, although the tone is rather stronger. For fancy creamery 27c seems to be about top notch.

Cheese is much firmer and, with stronger cables, the market this week shows decided improvement.

The warm weather has caused an inflow of eggs almost greater than can be taken care of, especially as a good share of arrivals is not all they should be. For really desirable goods, fresh gathered Western will fetch 23@24c. For fairly good about 20c seems to be top.

Trading in beans is quiet, but, with small stocks and few on the way, holders insist on full quotations. Pea beans, \$2@2.05; medium, steady, \$2.05@2.10.

THE DEMANDS

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

MUSKEGON MILLING CO.
MUSKEGON, MICH.

"LIKE MOTHER USED TO MAKE"

Pure Apple Jelly

V. G.
(Brand)

Put up in glasses by

VALLEY CITY SYRUP CO., Grand Rapids, Mich.

GEO. E. ELLIS

98 MONROE ST., GRAND RAPIDS, MICH.
TELEPHONE 432

COMMISSION BROKERAGE

STOCKS, BONDS AND GRAIN

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

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

Good Pancakes

are made from

Pure Buckwheat Flour

manufactured by

J. H. Prout & Co., Howard City, Mich.

Write them also for special prices on Feed and Millstuffs in ear lots.

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.

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

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.

Gripsack Brigade.

Henry Ghysels, assistant city salesman for the Ball-Barnhart-Putman Co. has taken the same position for the Worden Grocer Co.

Three members of the Michigan Knights of the Grip have announced themselves as candidates for Secretary, subject to the approval of the Bay City convention—J. W. Schram, of Detroit, and R. S. Richards and M. A. Sheay, of Bay City. It is reported that A. C. Windt, of Jackson, will also go before the convention as a candidate for the same office, but the Tradesman has received no authentic information on this point.

Geo. Rysdale, formerly with B. J. Reynolds, has engaged to travel for the cigar department of Phelps, Brace & Co., covering the Grand Rapids trade, the Grand Trunk from Lowell to Grand Haven, the Muskegon branch of the G. R. & I. and the C. & W. M. from Grand Rapids to Holland, terminals included. George is a base ball crank of the first water and has about as much information concerning base ball affairs stowed away in his cranium as any man in the State.

The two proposed amendments to the constitution of the Michigan Knights of the Grip are certainly entitled to the consideration of the members. One is offered by J. W. Schram, providing for the admission of traveling men as members who travel in Michigan, as well as those who actually reside in the State. It is Mr. Schram's experience that many traveling men who reside in Ohio and Indiana but travel in Michigan would like to identify themselves with the organization, and it is to reach this class that he proposed the amendment stated. Geo. F. Owen suggests that death claims be passed upon by the President, Secretary and Treasurer, instead of by the full Board, as at present. This would facilitate the payment of claims very materially, instead of holding them up for the quarterly meetings of the Board. Inasmuch as the passing on the claims is a mere matter of form, where there is no contest and no question as to the responsibility of the Association, the amendment would appear to be along the line of simplifying the work of the Association and increasing its usefulness.

Mileage Book Decision Based on Equity.

The traveling public will be interested in a suit recently decided in Milwaukee in which a man's mileage book was taken up and in which plaintiff sued the company for damages. The plaintiff, H. A. Poggenberg, brought suit for \$5,000 damages because Conductor J. J. Leahy took up his mileage book and threatened to put him off the train. After hearing the testimony Judge Ludwig, of Milwaukee, directed a verdict for the defendant.

The plaintiff is a traveling man. He

stepped aboard the train at West Bend to go to Fond du Lac. He had a mileage book which he signed before the conductor reached him. The conductor asked him to sign again and he refused, whereupon the conductor took up the book and the plaintiff left the train at Fond du Lac and brought the suit.

It was shown by the defense that the plaintiff in signing the book entered into an agreement with the company of which the following was a part. "This ticket is good for the passage of the original purchaser only, whose name and description appears on cover thereof and whose signature hereto has been affixed in ink in presence of the issuing agent and whose identity must be established by signature in the presence of conductor on back of mileage strip close to the top and by other means if required before detachment is made." The railroad held that when the plaintiff failed to comply with the contract the mileage book became void.

Second Candidate for Secretary From Bay City.

Bay City, Dec. 5.—M. A. Sheay, of Post D, has entered the race for State Secretary of the order. He is one of the boys well known throughout the Valley and State as a man of sterling worth and integrity, well qualified for the position and whose character and good qualities will insure a support sufficient to give Bay City and to Mr. Sheay the State Secretaryship.

Mr. Sheay is a native of Ohio and served his country in the war of the Rebellion. He is a member of the G. A. R. in this city and an old and tried knight of the grip. He has been employed as traveling salesman for the Whitney-Plum Baking Co. and its successors for the past eighteen years.

The position of State Secretary is a very important one and Mr. Sheay is a man who has often been tried and never denied, and if elected to the office will serve with credit to himself and honor to the fraternity. Mr. Sheay will undoubtedly receive the unanimous support of the Saginaw Valley. D. U. Morton.

Making Sure of Him.

"If you were going to propose to a girl," she said, as the conversation lagged somewhat, "how would you go about it?"

"I haven't given the matter much thought," he replied, "but I am inclined to think that I would get down on one knee, like this."

"Yes."

"And then I would take her hand, like this."

"Yes."

"And then I would say: 'Darling, will you be mine?'"

"Oh, George," she exclaimed, "this is so sudden, but—but—yes, I will."

And all the way home that evening he kept wondering how it happened and whether he was quite as smart as he sometimes thought he was.

Let There Be a Hearty Response.

Grand Rapids, Dec. 5.—Please give notice in the Tradesman that there will be a meeting of the Michigan Knights of the Grip at Sweet's Hotel, Saturday evening, December 9, for the purpose of making arrangements to attend the annual convention to be held at Bay City. Manley Jones, Chairman Post E.

Seventy-Six Women Pharmacists in Michigan.

Ann Arbor, Dec. 4.—In making out a new list of all of the registered pharmacists on record in the State of Michigan at the present date, I find there are seventy-six women on the register as pharmacists. A. C. Schumacher, Sec'y.

A great many dentists grow rich, like Millionaire Evans, in Paris; but many of them lead a regular hand-to-mouth existence.

When presents are made to a man because he is great, a man who has honor in his own country is not without profit.

SUCCESSFUL SALESMEN.

J. W. Schram, Detroit's Candidate For Secretary.

J. W. Schram was born at Grimsby, Ont., in 1851, and sold agricultural implements for Nichols & Walker, of Streetsville, Ont., for five years, from 1872 to 1877. He then accepted a position as traveling salesman for James Popham & Co., boot and shoe dealers of Montreal, covering Ontario, remaining with that house until 1886, when he came to Detroit and engaged with Snedicator & Hathaway, representing them in Southern Michigan until 1892. He then severed his connection with that house and took a position with the C. E. Smith Shoe Co., which he still holds, traveling in Ohio and Southern Michigan.

Mr. Schram has been a member of the Knights of the Grip since 1890. He was Secretary of Post C for four years, and when the Post found itself \$275 in



debt, he was one of the few who put his shoulder to the wheel and stayed by the organization until the indebtedness was liquidated. Two years ago he was elected a Director of the State organization, and during his term of office he has not omitted attending a single meeting. Such a record seems to demonstrate the fidelity with which he serves any organization with which he is identified in an official capacity.

Mr. Schram owns a cozy home at 609 West Boulevard and has an interesting family, consisting of a wife, four sons and three daughters. He enjoys a wide circle of warm and loyal friends, both among the trade and among the boys on the road, and the number is constantly increasing.

In response to an enquiry as to whether he proposed to enter the field as a

candidate for the Secretaryship, Mr. Schram recently replied as follows:

At the request of over one hundred members in good standing of the Michigan Knights of the Grip in Detroit and vicinity, and signing requisition advocating my candidacy, I have concluded to run for the Secretaryship for the year 1900, at the Bay City convention.

My record in local and State affairs is open for inspection. If my efforts have been of any benefit to the organization in the past I can promise all members that the future, if elected, will not be of less benefit.

The object of my taking the Secretaryship at this time is to try and put new life in the Association among the traveling men of Detroit, where the loss of members has been the greatest the last four years of any place in the State. My efforts will also be to try and harmonize with all parties and get as many new, as well as delinquent, members into the Association. Detroit, with nearly three thousand traveling men, should have at least five hundred members. I shall try to bring that harmony and enthusiasm back into the Association that prevailed before there were any thoughts of disension between the State and Detroit. Both should be as one and my wide acquaintance and experience both in State and local affairs should help to accomplish this end.

Now He Knows His Coffin Will Fit.

J. W. Boyer, of Rock Hall, Md., who recently died at the age of 80, had dispelled all possible doubt as to whether his coffin would suit and fit him. Anticipating an early taking-off, he went several years ago to J. E. Leary & Son's factory and selected heavy timber and had it sawed to make his coffin. When the burial case was finished Mr. Boyer carefully stretched himself out in it to make sure that its dimensions would be all right, and, getting out and yawning with evident satisfaction, he exclaimed: "Yes, that'll do first rate!"

The man who aims to sell to people whom he can not reach personally is the man whose advertising must be the most carefully planned and the most thoroughly executed. He must have a perfect system of following up enquiries. He must never let a man forget him after that man has once shown an interest in his proposition. Orders rarely come with the introduction. They are the result of frequent visits. The more frequent the visit the more likelihood of the reception of an order. It works the same way in advertising as it works in selling through salesmen. A very good advertisement may catch at once; same way with a salesman; but more often the frequent visit of an advertisement, a little different each time, like the persistent salesman, gains the permanent trade.

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

There's one trade combination that is sure to be sat upon—the chair trust.

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 oright—direct from the factory; we own them right and shall sell them at the right price to you.

PRICES GUARANTEED.

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

We make a specialty of mail orders.

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

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

Drugs==Chemicals

Michigan State Board of Pharmacy

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

What Changes Should Be Made in the Coming Pharmacopoeia?

That the Pharmacopoeia is not the popular book it should be among pharmacists and physicians is due far more to rapidly changing conditions than to any fault in the book itself, or on the part of those for whom it is intended. To be popular it should be a book of ready reference.

If from 1903 to 1913 the pharmacist is likely to have much use for an official formulary, methods of preparation should retain prominence and be elaborated to meet, in so far as possible, the growing demand for articles of definite and uniform strength. But it is doubtful if, by the time the next revision of the Pharmacopoeia leaves the press, there will be any appreciable demand, on the part of physicians, for preparations which are not nearly as perfect as the superior facilities of the great laboratories of the world can make them.

Formulas which do not provide for the greatest possible excellence and uniformity should not occupy space which might better be devoted to processes for the valuation of manufactured products. Just how the Pharmacopoeia is going to enable the retail druggist to produce physiologically standardized preparations equal to those offered by the large manufacturer, or certain of the chemically standardized galenicals as cheaply as they can be bought, is a difficult problem to solve. The prescriber will certainly insist on the best. Judging from the relative use to the pharmacist of formulas on the one hand and methods for valuation on the other, it would seem a waste of space to use type for the former, which occupies 50 per cent. more room than that employed for the latter. If we merely consider the propositions involving processes for standardization and assay which have been advanced by the A. Ph. A. Committee of Revision during the last few years, we realize that any space saved can be utilized to the best possible advantage.

Standards may well be adopted for certain powdered drugs so that they can be mixed by drug millers to approach a definite content of active principles. This will help toward uniformity, in the case of fluid preparations, but can never afford an alternative for standardization as applied to solid extracts, when variation in the yield of extractive largely influences the strength of the finished product. It would seem well, in dealing with drugs for which no standard can be adopted, to recommend that the powder, as marketed, represent a reasonably large quantity of the crude drug, for which a lower limit might be suggested, thus providing for a possibly fair average strength. Whether it will pay the pharmacist even then to make many of his own preparations will be

for him to determine. Be this as it may, he will still occupy a position of highest responsibility in answering for the quality of what he dispenses. He will be either an expert in making pharmaceutical preparations or an adept in assaying as seems to him best—perhaps both—and always a skilled compounder of prescriptions.

The adoption of definite standards upon which manufacturers can unite, whether or not the processes of standardization involved are within the scope of the retail druggist's time and facilities, is, in the writer's opinion, of greatest importance. No one will benefit more than the dispensing pharmacist from the introduction of such standards. Physicians should feel that specification of a particular make is unnecessary in order to secure uniformity in essentials.

Medical men may naturally refer to the Pharmacopoeia to see what a certain amount of a preparation represents, as based upon active principle or the drug from which the article is made. Meeting this requirement alone should insure the book a place on every doctor's table.

The Pharmacopoeia should be an authoritative guide to the gatherer of medicinal plants, and to the manufacturing pharmacist, as well as to the dispenser. The word "official" should mean much all along the line. Concerning the introduction of doses into the Pharmacopoeia, we have weighty precedents to guide us. The British Pharmacopoeia in response to an "expressed wish" introduced doses in 1867, making it clear that the quantities given were not binding upon physicians by a statement that they were not "authoritatively enjoined by the Council." The same course has been followed in the B. P. revisions of '85 and '98, with every evidence that both professions were satisfied. In the German Pharmacopoeia the largest single dose and the largest daily dose appear in heavy type throughout the book, the simple provision being made that, when the prescriber wishes to exceed the official dose or when the remedy is to be used as an injection or suppository, he is to place an exclamation point after the quantity prescribed. The English custom, supplemented, perhaps, by the German "!" (or, better still, by underscoring, since a hastily written "!" might be mistaken for something else) would seem well adapted to conditions in this country, if the medical men of the committee can agree upon what the official doses shall be.

The arrangement of the index of the B. P., '98, in three columns—(1) name of drug or preparation, (2) dose, and (3) amount of active ingredient represented—suggests an easy way of meeting in part the ready reference requirement.

Anent the introduction of patented synthetics, we again find precedents established in those strongholds of conservatism, Germany and Great Britain. The word "patent" (open, unsealed) should signify eligibility to pharmacopoeial recognition, providing the article is deserving, upon its merits. Such drugs as phenacetine, sulphonal, etc., are now important members of the materia medica. If the pharmacist wishes to look up certain characters or tests or refer to the dose, and doesn't find the information in the Pharmacopoeia, he is likely to conclude that if the Dispensatory must be constantly at hand he has little use for the Pharmacopoeia. As well might we try to stay the rising tide as to bar articles of estab-

lished value which are daily prescribed by the best physicians. Unquestioned merit and the widest medical indorsement should warrant official recognition.

It would seem that a short chapter on poisons and antidotes, printed, perhaps, in two colors, would add to the popularity of the Pharmacopoeia as a book of ready reference.

Now that we are attaining such excellence and uniformity in galenicals, would it not be well if the Pharmacopoeia adopted a set of official measuring glasses and a standard medicine dropper, which would insure the least possible variation when the doctor's directions call for teaspoon, tablespoon, wineglass, or so many drops? The unofficial measures, now in general use, are too indefinite to harmonize well with Twentieth Century chemically and physiologically standardized medicinal fluids. At least let us have the greatest practical extension of the standardization idea, the admission of doses and the official recognition of such synthetics as have won a probably permanent place in the materia medica.—Seward W. Williams in Bulletin of Pharmacy.

How the Adapter Supplants the Originator.

There is something partly pathetic and partly exasperating in the reflection that the vast majority of mankind, on nearly every important subject, get their facts and their opinions wholly at second hand. Close to the heart of each great problem, whether it be theological or political or scientific or philosophical, a few powerful and unwearied minds are always laboring and watching, forgetful of self, single-minded, devoted to one sublime ideal—the discovery of truth, cost what it may and point whither it will. They have no thought of gain, no love of popular applause, no motive save the scholar's motive, which is, at its highest, so pure and so disinterested as almost to deserve the name of sacred. Whatever knowledge men have gleaned as yet in each respective field is known to them, and they live in serene contentment, and die with a smile of happiness, if they can but feel that by their labor and self-denial the sum of human knowledge has been perceptibly augmented, that through their effort a single ray of light has stolen out a little further into the dusk of the Unknown. They seek absolutely nothing for themselves, and what they learn is free to all who care to take it from them.

There stands about these men a second class—shrewd, clever, quick-witted and ingenious—having much of the scholar's knowledge and very little of the scholar's spirit, with eyes that are turned towards the world at large, which is, in fact, their oyster. Whatever stream of knowledge flows forth from the little sanctuary where the giants of learning smite the rocks of difficulty, these brilliant persons rapidly scoop it up into their own shallow vessels and, diluting it with the water of the first roadside puddle, run abroad throughout the world, selling the draught to any one who may seek to buy. To drop the figure, it is, in general, only the adapter, the popularizer, the actual dispenser, whom the world at large encounters; and it is, therefore, to him that the glory and the praise of the discovery are given. Harry Thurston Peck.

Too much talk and too little work is responsible for the non-success of many a man.

The Drug Market.

Opium—Has advanced, on account of higher primary markets.

Morphine—Is unchanged.

Quinine—The market is steady and manufacturers are firm in their prices and are not offering large parcels.

Acetanilid—Is weak and lower, on account of competition.

Carbolic Acid—Is very firm at the advance noted last week, on account of very firm markets abroad. Large quantities are being used in England for explosives.

Cocoa Butter—Is very firm and another advance is expected the latter part of the week.

Cod Liver Oil—Is very firm and steadily increasing in price.

Ergot—Has again advanced and there is very little to be had. Fluid extract manufacturers have advanced their price.

Manna—Has advanced, on account of small stocks and higher prices abroad.

Menthol—Has again advanced and is very firm, with an upward tendency.

Sassafras Bark—Continues to harden in price and stocks are very small.

Arnica Flowers—Have been advanced and, as stocks are small, higher prices are predicted.

Anise Seed—Is scarce and has been advanced.

Russian Hemp Seed—Has declined.

Linseed Oil—Further advanced on December 4, on account of higher price for seed.

Wished She Had Let Him Talk.

"Don't you dare speak to me, John Henry!" she exclaimed as he came to the breakfast table. "You didn't get back from the club until long after midnight, and it's simply disgraceful."

He shoved something back into his pocket and held his peace.

"What's that you're putting back in your pocket?" she demanded.

He shook his head.

"What is it?" she insisted.

He took a piece of paper from his pocket and wrote on it: "I was about to give you \$20 for a new bonnet, but money talks, and you say I mustn't speak to you."

And he didn't.

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.

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

WHOLESALE PRICE CURRENT.

Advanced— Declined—

Acetium \$ 60@ 8	Conium Mac. 35@ 40	Seilla Co. @ 50
Benzoic acid, German. 70@ 75	Copaiba 1 15@ 1 25	Tolutan @ 50
Boric acid @ 16	Cubeba 90@ 1 00	Prunus virg. @ 50
Carbolic acid 43@ 46	Erigeron 1 00@ 1 10	
Citric acid 3@ 5	Exechthitis 1 00@ 1 10	Tinctures
Hydrochloric acid 3@ 5	Gaultheria 2 10@ 2 20	Aconitum Napellis R 60
Nitric acid 8@ 10	Geranium, ounce 50@ 60	Aconitum Napellis F 50
Oxalic acid 12@ 14	Gossypii, Sem. gal. 50@ 60	Aloes and Myrrh 60
Phosphoric acid, dil. @ 15	Hedeoma 1 70@ 1 75	Arnica 60
Salicylic acid 40@ 50	Junipera 1 50@ 2 00	Asafoetida 60
Sulphuric acid 13@ 15	Lavendula 90@ 2 00	Assafetida 60
Tannic acid 90@ 1 00	Limonis 1 35@ 1 45	Belladonna 60
Tartaric acid 35@ 40	Mentha Piper 1 25@ 2 00	Aurant Cortex 50
	Mentha Verid 1 50@ 1 60	Benzoin 50
	Morruha, gal. 1 15@ 1 25	Benzoin Co. 50
Ammonia	Myrica 4 00@ 4 50	Barosma 50
Aqua, 16 deg. 4@ 6	Olive 75@ 3 00	Cantharides 75
Aqua, 20 deg. 6@ 8	Pisces Liquida 10@ 12	Capsicum 50
Carbonates 13@ 15	Pisces Liquida, gal. @ 35	Cardamon 75
Chloridum 12@ 14	Ricini 90@ 1 05	Cardamon Co. 75
	Rosmarini @ 10	Castor 1 00
Aniline	Rosa, ounce 6 50@ 8 50	Catechu 50
Black 2 00@ 2 25	Succini 40@ 45	Cinchona 50
Brown 80@ 1 00	Sabina 90@ 1 00	Cinchona Co. 60
Red 45@ 50	Santal 2 50@ 7 00	Columba 50
Yellow 2 50@ 3 00	Sassafras 50 @ 55	Cubeba 50
	Sinapis, ess., ounce @ 65	Cassia Acutifol Co. 50
Bacca	Tigli 1 50@ 1 60	Digitalis 50
Cubeba po. 15 12@ 14	Thyme 40@ 50	Ergot 50
Juniperus 6@ 8	Thyme, opt. @ 1 60	Ferri Chloridum 35
Xanthoxylium 20@ 25	Theobromas 15 @ 20	Gentian 50
		Gentian Co. 60
Balsamum	Potassium	Guaiaca 50
Copaiba 55@ 60	Bi-Carb 15@ 18	Guaiaca ammon. 50
Peru @ 2 10	Bichromate 13@ 15	Hyoscyamus 75
Terabin, Canada 40@ 45	Bromide 55@ 57	Iodine 75
Tolutan 40@ 45	Carb 12@ 15	Iodine, colorless 75
	Chlorate po. 17 19 16@ 18	Kino 50
Cortex	Cyanide 35@ 40	Lobelia 50
Abies, Canadian 18	Iodide 2 40@ 2 50	Myrrh 50
Cassia 12	Potassa, Bitart, pure @ 15	Nux Vomica 50
Cinchona Flava 18	Potassa, Bitart, com. @ 15	Opil 75
Euonymus atropur. 30	Potass Nitras, opt. 7@ 10	Opil, comphorated 1 50
Myrica Cerifera, po. 20	Potass Nitras 6@ 8	Opil, odorized 50
Prunus Virgini 12	Potass Sulphate 23@ 26	Quassia 50
Quillaja, gr'd po. 18 14	Sulphate po. 15@ 18	Rhatany 50
Sassafras po. 18 15		Rhei 50
Umus po. 15, gr'd 15		Sanguinaria 50
		Serpentaria 50
Extractum		Stromonium 60
Glycyrrhiza Glabra 24@ 25		Tolutan 50
Glycyrrhiza, po 28@ 30		Valerian 50
Hamatox, 15 lb. box 11@ 12		Veratrum Veride 50
Hamatox, 1/2 13@ 14		Zingiber 20
Hamatox, 1/4 14@ 15		
Hamatox, 1/8 16@ 17		
		Miscellaneous
Ferru		Ether, Spts. Nit. 3 F 30@ 35
Carbonate Precip 15		Ether, Spts. Nit. 4 F 34@ 38
Citrate and Quinia 2 25@ 2 50		Alumen 2 1/2@ 3
Citrate Soluble 75		Alumen, gro'd, po. 7 3@ 4
Ferrocyanidum Sol. 40		Annatto 40@ 50
Solut. Chloride 15		Antimoni, po. 4@ 5
Sulphate, com'l. 2		Antimoni et Potass T 40@ 50
Sulphate, com'l, by 80		Antipyrin @ 25
Sulphate, pure 7		Antifebrin @ 20
		Argent Nitras, oz. @ 48
Flora		Arsenicum 10@ 12
Arnica 14@ 16		Balm Gilead Buds 38@ 40
Anthemis 22@ 25		Bismuth S. N. 1 40@ 1 50
Matricaria 30@ 35		Calcium Chlor., 1s. @ 9
		Calcium Chlor., 1/2s. @ 10
Folia		Calcium Chlor., 1/4s. @ 12
Barosma 38@ 40		Cantharides, Rus. po @ 75
Cassia Acutifol, Tin- 20@ 25		Capsiei Fructus, af. @ 15
nevelly 25@ 30		Capsiei Fructus, po. @ 15
Cassia, Acutifol, Alx. 25@ 30		Capsiei Fructus B, po @ 15
Salvia officinalis, 1/2s 12@ 20		Caryophylli, po. 15 12@ 14
and 1/8s 8@ 10		Carmin, No. 40 @ 3 00
Uva Ursi 8@ 10		Cera Alba 50@ 55
		Cera Flava 40@ 42
Gummi		Cocci @ 40
Acacia, 1st picked @ 65		Cassia Fructus @ 35
Acacia, 2d picked @ 45		Centraria @ 10
Acacia, 3d picked @ 35		Cetaceum @ 45
Acacia, sifted sorts 45@ 65		Chloroform 50@ 55
Acacia, po. 12@ 14		Chloroform, squibbs @ 10
Aloe, Barb. po. 18@ 20 12@ 14		Chloral Hyd Crst. 1 65@ 1 90
Aloe, Cape @ 12		Chondrus 20@ 25
Aloe, Socotri po. 40 @ 60		Cinchonidine, P. & W 38@ 48
Ammoniac 55@ 60		Cinchonidine, Germ. 38@ 48
Assafetida po. 30 28@ 30		Cocaine 6 50@ 7 75
Benzoinum 50@ 55		Corks, list, dis. pr. et @ 70
Catechu, 1s @ 13		Croosotum @ 35
Catechu, 1/2s @ 14		Creta, prep. bbl. 75 @ 2
Catechu, 1/4s @ 16		Creta, prep. @ 4
Camphora 55@ 60		Creta, precip 9@ 11
Euphorbium po. 35 @ 40		Creta, Rubra @ 8
Galbanum @ 1 00		Crocus 15@ 18
Gamboge po 65@ 70		Cudbear @ 24
Guaiacum po. 25 @ 30		Cupri Sulph. 6 1/2@ 8
Kino po. \$1.25 @ 1 25		Dextrine 7@ 10
Mastic @ 60		Ether Sulph. 75@ 90
Myrrh @ 40		Emery, all numbers @ 8
Opil po. 4.50@4.80 3 35@ 3 40		Ergota po. 90 85@ 90
Shellac 25@ 35		Flake White 12@ 15
Shellac, bleached 40@ 45		Galla @ 23
Tragacanth 50@ 80		Gambler 8@ 9
		Gelatin, Cooper @ 60
Herba		Gelatin, French 35@ 40
Absinthium .oz. pkg 25		Glassware, flint, box 75 @ 80
Eupatorium .oz. pkg 25		Less than box @ 70
Lobelia .oz. pkg 25		Glue, brown 11@ 13
Majorum .oz. pkg 28		Glue, white 15@ 28
Mentha Pip. oz. pkg 23		Glycerina 16@ 24
Mentha Vir. oz. pkg 25		Grana Paradisi @ 25
Rue .oz. pkg 39		Humulus 25@ 55
Tanacetum V. oz. pkg 22		Hydrarg Chlor Mite @ 92
Thymus, V. oz. pkg 25		Hydrarg Chlor Cor. @ 82
		Hydrarg Ox Rub'm @ 1 02
Magnesia		Hydrarg Ammoniat @ 1 17
Calcined, Pat 55@ 60		Hydrarg Unguentum 45@ 55
Carbonate, Pat 18@ 20		Hydrargyrum @ 78
Carbonate, K. & M. 18@ 20		Iethyobolla, Am. 65@ 75
Carbonate, Jennings 18@ 20		Indigo 75@ 1 00
		Iodine, Resubi 3 60@ 3 70
Oleum		Iodoform @ 3 75
Absinthium 6 50@ 6 75		Lupulin @ 3 50
Amygdala, Dulc 8 00@ 8 25		Lycopodium 60@ 65
Amygdala, Amar. 1 85@ 2 00		Macleis 65@ 75
Anisi 2 40@ 2 50		Liquor Arsen et Hy- @ 25
Aurant Cortex 2 80@ 2 90		drarg Iod. @ 12
Bergamii 2 80@ 2 90		Liquor Potass Arsnit @ 3
Cajiputi 80@ 85		Magnesia, Sulph. @ 14
Caryophylli 75@ 85		Mannia, S. F. 50@ 60
Cedar 35@ 45		
Chenopadii @ 2 75		
Cinnamonil 1 40@ 1 50		
Citronella 35@ 40		

Menthol @ 3 40	Seidlitz Mixture 20@ 22	Linseed, pure raw 51 53
Morphia, S. P. & W. 2 20@ 2 45	Sinapis @ 18	Linseed, boiled 52 55
Morphia, S. N. Y. Q. @ 30	Sinapis, opt. @ 30	Neatsfoot, winter str 54 60
& C. Co. 2 10@ 2 35	Snuff, Maccaboy, De @ 41	Spirits Turpentine 56 62
Moschus Canton @ 40	Voes @ 41	
Myristica, No. 1 65@ 80	Snuff, Scotch, De Vo's @ 41	Paints BBL. LB.
Nux Vomica po. 15 25@ 30	Soda, Boras 9@ 11	Red Venetian 13 2 @ 8
Os Sepia @ 7	Soda, Boras, po. 26@ 28	Ochre, yellow Mars 13 2 @ 4
Pepsin Saac, H. & P. @ 1 00	Soda et Potass Tart. 1 1/2@ 1 3	Ochre, yellow Ber 2 1/2 @ 3
D. Co. @ 1 30	Soda, Carb. 3@ 5	Putty, commercial 2 1/2 @ 3
Pisces Liq. N. N. 1/2 gal. @ 2 00	Soda, Bi-Carb. 3 1/2@ 4	Putty, strictly pure 2 1/2 @ 3
doz @ 1 00	Soda, Sulphas @ 2	Vermilion, Prime
Pisces Liq., quarts @ 1 00	Spts. Cologne @ 2 60	American 13@ 15
Pisces Liq., pints @ 60	Spts. Ether Co. 50@ 55	Vermilion, English 70@ 75
Pil Hydrarg po. 80 @ 18	Spts. Myrcia Dom. @ 30	Green, Paris 13 1/2 @ 17 1/2
Piper Nigra po. 22 @ 30	Spts. Vini Rect. bbl. @ 6	Green, Peninsular 13@ 16
Piper Alba po. 35 @ 10	Spts. Vini Rect. 1/2 bbl @ 6	Lead, red 6 @ 6 1/2
Plix Burgum 10@ 12	Spts. Vini Rect. 10gal @ 4	Lead, white 6 @ 6 1/2
Plumbi Acet. 1 30@ 1 50	Spts. Vini Rect. 5 gal 1 00@ 1 20	Whiting, white Span @ 70
Pulvis Ipeac et Opil @ 75	Strychnia, Crystall. 2 1/2@ 3 1/2	Whiting, gilders @ 90
Pyrethrum, boxes H. @ 25	Sulphur, Subl. 2 1/2@ 4	White, Paris, Amer. @ 1 00
& P. D. Co., doz. @ 30	Sulphur, Roll 8@ 10	Whiting, Paris, Eng. @ 1 40
Pyrethrum, pv 8@ 10	Tamarinds 28@ 30	Universal Prepared 1 00@ 1 15
Quassia 37@ 42	Terebenth Venice 9 00@ 16 00	
Quinia, S. P. & W. 31@ 41	Theobroma 7@ 8	Varnishes
Quinia, S. German 31@ 41	Vanilla 7@ 8	No. 1 Turp Coach 1 10@ 1 20
Quinia, N. Y. 12@ 14		Extra Turp 1 60@ 1 70
Rubia Tinctorum 18@ 20		Coach Body 2 75@ 3 00
Saccharum Lactis pv 3 50@ 3 60		No. 1 Turp Furn. 1 00@ 1 10
Salaclm 40@ 50		Extra Turk Damar. 1 55@ 1 75
Sanguis Draconis 12@ 14		Jap. Dryer, No. 1 Turp 70@ 80
Sapo, W 10@ 12		
Sapo M @ 15		
Sapo G @ 15		

Freezable Goods

Now is the Time to Stock



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

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

AXLE GREASE doz. gross Aurora 55 6 00 Castor Oil 60 7 00 Diamond 50 4 00 Frazer's 75 9 00 IXL Golden, tin boxes 75 9 00 Mica, tin boxes 75 9 00 Paragon 55 6 00 BAKING POWDER Absolute 1/4 lb. cans doz 45 1/2 lb. cans doz 85 1 lb. cans doz 1 50 Ame 1/4 lb. cans 3 doz 45 1/2 lb. cans 3 doz 75 1 lb. cans 3 doz 1 00 Bulk 10 Arctic 6 oz. Eng. Tumblers 85 El Parity 1/4 lb. cans per doz 75 1/2 lb. cans per doz 1 20 1 lb. cans per doz 2 00 Home 1/4 lb. cans, 4 doz. case 35 1/2 lb. cans, 4 doz. case 55 1 lb. cans, 2 doz. case 90 JAXON 1/4 lb. cans, 4 doz. case 45 1/2 lb. cans, 4 doz. case 85 1 lb. cans, 2 doz. case 1 60 Jersey Cream 1 lb. cans, per doz 2 00 9 oz. cans, per doz 1 25 6 oz. cans, per doz 85 Our Leader 1/4 lb. cans 45 1/2 lb. cans 75 1 lb. cans 1 50 Peerless 1 lb. cans 85 Queen Flake 3 oz., 6 doz. case 2 70 6 oz., 4 doz. case 3 20 9 oz., 4 doz. case 4 80 1 lb., 2 doz. case 4 00 5 lb., 1 doz. case 9 00 BATH BRICK American 70 English 80 BLUING CONDENSED PEARL BLUING Small 3 doz 40 Large, 2 doz 75 BROOMS No. 1 Carpet 2 75 No. 2 Carpet 2 50 No. 3 Carpet 2 25 No. 4 Carpet 1 85 Parlor Gem 2 75 Common Whisk 95 Fancy Whisk 1 20 Warehouse 3 15 CANDLES Electric Light, 88 9 1/2 Electric Light, 168 10 Paraffine, 68 11 1/2 Paraffine, 128 12 Wicking 20 CANNED GOODS Apples 3 lb. Standards 75 Gallons, standards 75 Beans Baked 75 @ 30 Red Kidney 75 @ 85 String 80 Wax 85 Blackberries Standards 75 Blueberries Standard 85 Cherries Red Standards 85 White 1 15 Corn Fair 75 Good 85 Fancy 95 Hominy Standard 85	Lobster Star, 1/2 lb. 1 85 Star, 1 lb. 3 10 Picnic Tails 2 25 Mackerel Mustard, 1 lb. 1 75 Mustard, 2 lb. 2 80 Soused, 1 lb. 1 75 Soused, 2 lb. 2 80 Tomato, 1 lb. 1 75 Tomato, 2 lb. 2 80 Mushrooms Stems 14 @ 16 Buttons 20 @ 25 Oysters Cove, 1 lb. 85 Cove, 2 lb. 85 Peaches Pie 1 25 Yellow @ 1 65 Pears Standard 70 Fancy 80 Peas Marrowfat 1 00 Early June 1 00 Early June Sifted 1 60 Pineapple Grated 1 25 @ 2 75 Sliced 1 35 @ 2 25 Pumpkin Fair 65 Good 75 Fancy 85 Raspberries Standard 90 Salmon Red Alaska 1 35 Pink Alaska 95 Sardines Domestic, 1/2 @ 4 Domestic, Mustard @ 8 French 8 @ 22 Strawberries Standard 85 Fancy 1 25 Succotash Fair 90 Good 1 00 Fancy 1 20 Tomatoes Fair 80 Good 90 Fancy 1 15 Gallons 2 35 CATSUP Columbia, pints 2 00 Columbia, 1/2 pints 1 25 CHEESE Acme @ 14 Amboy @ 13 1/2 Elsie @ 15 Emblem @ 14 Gem @ 15 Gold Medal @ 14 Ideal @ 14 Jersey @ 13 1/2 Riverside @ 14 1/2 Brick @ 12 Edam @ 70 Leiden @ 17 Limburger @ 13 Pineapple 50 @ 75 Sap Sago @ 17 CHICORY Bulk 5 Red 7 CHOCOLATE Walter Baker & Co.'s. German Sweet 23 Premium 35 Breakfast Cocoa 46 CIGARS The Bradley Cigar Co.'s Brands Advance \$35 00 Bradley 35 00 Clear Havana Puffs 22 00 "W. H. B." 22 00 "W. B. B." 55 00 Columbian Cigar Co.'s brand. Columbian 35 00 Columbian Special 65 00 Detroit Cigar Mfg. Co.'s Brands Green Seal \$55 00 Green Seal Boquet 32 00 Green Seal Regalia 65 00 Maceo's Dream 35 00 Dispatch 33 00 No Name 33 00 Medal de Reina 28 00 H. & P. Drug Co.'s brands. Fortune Teller 35 00 Our Manager 35 00 Quintette 35 00	G. J. Johnson Cigar Co.'s brand. S.C.W. S. C. W. 35 00 Phelps, Brace & Co.'s Brands. Royal Tigers 55 @ 80 00 Royal Tigrines 35 @ 70 00 Vincente Portuondo 35 @ 70 00 Ruhe Bros. Co. 25 @ 70 00 Hilson Co. 35 @ 110 00 T. J. Dunn & Co. 35 @ 70 00 McCoy & Co. 35 @ 70 00 The Collins Cigar Co. 100 @ 35 00 Brown Bros. 150 @ 70 00 Bernard Stahl Co. 100 @ 35 00 Banner Cigar Co. 35 @ 70 00 Seidenberg & Co. 35 @ 70 00 Fulton Cigar Co. 100 @ 35 00 A. B. Ballard & Co. 35 @ 175 00 E. M. Schwarz & Co. 35 @ 110 00 San Telmo 35 @ 70 00 Havana Cigar Co. 180 @ 35 00 Costello & Co. 35 @ 70 00 LaForte-Res Co. 35 @ 70 00 S. I. Davis & Co. 35 @ 70 00 Hene & Co. 35 @ 185 00 Newva Mundo 35 @ 90 00 Benedict & Co. 7 50 @ 70 00 Hemmeter Cigar Co. 35 @ 70 00 G. J. Johnson Cigar Co. 35 @ 70 00 Maurice Sanborn 50 @ 175 00 Bock & Co. 65 @ 300 00 Manuel Garcia 80 @ 375 00 Nueva Mundo 85 @ 175 00 Henry Clay 85 @ 550 00 La Carolina 90 @ 200 00 CLOTHES LINES Cotton, 40 ft. per doz. 1 00 Cotton, 50 ft. per doz. 1 20 Cotton, 60 ft. per doz. 1 40 Cotton, 70 ft. per doz. 1 60 Cotton, 80 ft. per doz. 1 80 Jute, 60 ft. per doz. 80 Jute, 72 ft. per doz. 95 COFFEE Roasted AIC HIGH GRADE COFFEES Special Combination 20 French Breakfast 25 Lenox 30 Vienna 30 Private Estate 35 Supreme 38 Less 33 1/2 per cent. delivered. Rio Fair 9 Good 10 Prime 12 Golden 13 Peaberry 14 Santos Fair 14 Good 15 Prime 16 Peaberry 18 Maraaibo Prime 15 Milled 17 Java Interior 26 Private Growth 30 Mandehling 35 Mocha Imitation 22 Arabian 28 Package Arbuckle 11 00 Jersey 10 00 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract Valley City 1/2 gross 75 Felix 1/2 gross 1 15 Hummel's foil 1/2 gross 85 Hummel's tin 1/2 gross 1 43 COCOA James Epps & Co.'s Boxes, 7 lbs. 40 Cases, 16 boxes 38 COCOA SHELLS 20 lb. bags 2 1/2 Less quantity 3 Pound packages 4 CONDENSED MILK Gall Borden Eagle 6 75 Crown 6 25 Daisy 5 75 Champion 4 50 Magnolia 4 25 Challenge 4 25 Dime 3 35	COUPON BOOKS Trademan Grade 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Economic Grade 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Superior Grade 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Universal Grade 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Credit Checks 500, any one denom. 2 00 1,000, any one denom. 3 00 2,000, any one denom. 5 00 Steel punch 75 Coupon Pass Books Can be made to represent any denomination from \$10 down. 20 books 1 00 50 books 2 00 100 books 3 00 500 books 6 25 1,000 books 10 00 CREAM TARTAR 5 and 10 lb. wooden boxes 30 Bulk in sacks 29 DRIED FRUITS—Domestic Apples Sundried @ 6 1/2 Evaporated, 50 lb. boxes, 8 @ 8 1/2 California Fruits Apricots @ 15 Blackberries @ 15 Nectarines @ 15 Peaches 10 @ 11 Pears @ 11 Pitted Cherries 7 1/2 Prunelles 7 1/2 Raspberries 7 1/2 California Prunes 100-120 25 lb. boxes @ 3 1/2 90-100 25 lb. boxes @ 4 1/2 80-90 25 lb. boxes @ 5 70-80 25 lb. boxes @ 5 1/2 60-70 25 lb. boxes @ 6 50-60 25 lb. boxes @ 7 1/2 40-50 25 lb. boxes @ 8 3 1/2 cent less in 50 lb. cases Raisins London Layers 2 Crown 1 75 London Layers 3 Crown 2 00 Cluster 4 Crown 2 25 Loose Muscatels 2 Crown 7 1/2 Loose Muscatels 3 Crown 8 1/2 Loose Muscatels 4 Crown 9 1/2 L. M., Seeded, choice 10 1/2 L. M., Seeded, fancy 10 1/2 DRIED FRUITS—Foreign Citrus Leghorn 11 Corsican 12 Currants Patras, cases 6 1/2 Cleaned, bulk 7 Cleaned, Peel 7 1/2 Citron American 19 lb. bx. 13 Lemon American 10 lb. bx. 10 1/2 Orange American 10 lb. bx. 10 1/2 Sultana 1 Crown 11 Sultana 2 Crown 12 Sultana 3 Crown 13 Sultana 4 Crown 14 Sultana 5 Crown 15 Sultana 6 Crown 16 Sultana package 17 FARINACEOUS GOODS Beans Dried Lima 6 1/2 Medium Hand Picked 1 65 @ 1 75 Brown Holland 3 Cereals Cream of Cereal 90 Grain-O, small 1 35 Grain-O, large 2 25 Grape Nuts 1 35 Postum Cereal, small 1 35 Postum Cereal, large 2 25 Farina 24 1 lb. packages 1 25 Bulk, per 100 lbs. 3 00 Haskell's Wheat Flakes 36 2 lb. packages 3 00 Hominy Barrels 2 50 Flake, 50 lb. drums 1 00 Maccaroni and Vermicelli Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley Common 2 00 Chester 2 50 Empire 3 00 	Grits Wash-DeRoo Co.'s Brand.  24 2 lb. packages 1 80 100 lb. kegs 2 70 200 lb. barrels 5 10 Peas Green, Wisconsin, bu 1 35 Green, Scotch, bu 1 40 Split, bu 3 Rolled Oats Rolled Avena, bbl. 4 85 Steel Cut, 1/2 bbl. 2 75 Monarch, bbl. 4 60 Monarch, 1/2 bbl. 2 45 Monarch, 90 lb. sacks 2 25 Quaker, cases 3 20 Huron, cases 2 00 Sago German 4 East India 3 1/2 Salus Breakfast Food F. A. McKenzie, Quincy, Mich. 35 two pound packages 3 60 18 two pound packages 1 85 Battle Creek Crackers. Gem Oatmeal Biscuit, 7 1/2 @ 8 Lemon Biscuit 7 1/2 @ 8 New Era Butters 6 1/2 Whole Wheat 6 1/2 Cereola, 48 1-lb. pkgs. 4 00 Tapioca Flake 5 Pearl 5 Pearl, 24 1 lb. packages 6 1/2 Wheat Cracked, bulk 3 1/2 24 2 lb. packages 2 50 FLAVORING EXTRACTS DeBoc's Vanilla D. C. 1 10 1 80 Lemon D. C. 70 1 35 Vanilla Tonka 75 1 45  Jennings' D. C. Vanilla 2 oz. 1 20 4 oz. 1 50 8 oz. 2 00 16 oz. 2 40 32 oz. 3 00 No. 8, 4 oz. No. 8, 2 40 No. 10, 6 oz. No. 10, 4 00 No. 2 T. 1 25 No. 2 T. 2 80 No. 3 T. 2 00 No. 3 T. 1 25 No. 4 T. 2 40 No. 4 T. 1 60 Northrop Brand Lem. Van. 75 1 20 2 oz. Oval 75 1 20 3 oz. Taper Panel 1 35 2 00 4 oz. Taper Panel 1 60 2 25 Perrigo's Van. Lem. 4 25 2 oz. Taper Panel 75 1 20 3 oz. Taper Panel 1 35 2 00 4 oz. Taper Panel 1 60 2 25 XXX, 2 oz. obert 1 25 75 XXX, 4 oz. taper 2 25 1 25 XX, 2 oz. obert 1 00 No. 2, 2 oz. obert 75 XXX D D ptehr, 6 oz 2 25 XXX D D ptehr, 4 oz 1 75 K. P. pitcher, 6 oz. 2 25 FLY PAPER Perrigo's Lightning, gro 2 50 Petrolatum, per doz. 75 GUNPOWDER Rifle—Dupont's Kegs 4 00 Half Kegs 2 25 Quarter Kegs 1 25 1 lb. cans 30 1/2 lb. cans 18 Choke Bore—Dupont's Kegs 4 25 Half Kegs 2 40 Quarter Kegs 1 35 1 lb. cans 34 Eagle Duck—Dupont's Kegs 8 00 Half Kegs 4 25 Quarter Kegs 2 25 1 lb. cans 45 	HERBS Sage 15 Hops 15 INDIGO Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 JELLY 15 lb. palls 35 30 lb. palls 62 V. C. Brand 35 15 lb. palls 35 30 lb. palls 62 Pure apple, per doz 85 LICORICE Pure 30 Calabria 25 Sicily 14 Root 10 LYE Condensed, 2 doz. 1 20 Condensed, 4 doz. 2 25 MATCHES Diamond Match Co.'s brands. No. 9 sulphur 1 65 Anchor Parlor 1 50 No. 2 Home 1 30 Export Parlor 4 00 Wolverine 1 50 MOLASSES New Orleans Black 11 Fair 14 Good 20 Fancy 24 Open Kettle 25 @ 35 Half-barrels 26 extra MUSTARD Horse Radish, 1 doz. 1 75 Horse Radish, 2 doz. 3 50 Bayle's Celery, 1 doz. 1 75 PICKLES Medium Barrels, 1,200 count 5 75 Half bbls, 600 count 3 38 Small Barrels, 1,200 count 6 75 Half bbls, 2,400 count 3 88 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 POTASH 48 cans in case. Babbitt's 4 00 Penna Salt Co.'s 3 00 RICE Domestic Carolina head 6 1/2 Carolina No. 1 5 Carolina No. 2 4 Broken 3 1/2 Imported. Japan, No. 1 5 1/2 @ 6 Japan, No. 2 4 1/2 @ 5 Java, fancy head 5 1/2 @ 5 1/2 Java, No. 1 5 @ Table @ SALERATUS Packed 60 lbs. in box. Church's Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 Soda 3 00 Wyandotte, 100 3 00 SAL SODA Granulated, bbls 80 Granulated, 100 lb. cases 75 Lump, bbls 85 Lump, 145 lb. kegs 80 SALT Diamond Crystal Table, cases, 24 3 lb. boxes 1 50 Table, barrels, 100 3 lb. bags 2 75 Table, barrels, 40 7 lb. bags 2 40 Butter, barrels, 280 lb. bulk 2 25 Butter, barrels, 20 14 lb. bags 2 25 Butter, sacks, 28 lbs. 25 Butter, sacks, 56 lbs. 55 Common Grades 100 3 lb. sacks 1 80 60 5 lb. sacks 1 75 28 10 lb. sacks 1 50 Warsaw 56 lb. dairy in drill bags 30 28 lb. dairy in drill bags 15 Ashton 56 lb. dairy in linen sacks 60 Higgins 56 lb. dairy in linen sacks 60 Solar Rock 56 lb. sacks 25 Common Granulated Fine 85 Medium Fine 95 SALT FISH Cod Georges cured @ 5 Georges genuine @ 5 1/2 Georges selected @ 6 Strips or bricks 6 @ 9 Pollock @ 3 1/2 Halibut. Strips 14 Chunks 15
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Herring
Holland white hoops, bbl. 6 50
Holland white hoops 1/2 bbl. 85
Holland white hoop, keg. 95
Norwegian 95
Round 100 lbs. 3 60
Round 40 lbs. 1 75
Sealed 15

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

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

Whitefish
No. 1 No. 2 Fam
100 lbs. 7 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
Cardamom, Malabar 60
Celery 10
Hemp, Russian 4 1/2
Mixed Bird 4 1/2
Mustard, white 10
Poppy 10
Rape 4 1/2
Cuttle Bone 15

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

AS S. KIRK & CO.'S BRANDS
American Family, wrp'd. 2 66
Dome 2 75
Cabinet 2 20
Savon 2 50
White Russian 2 35
White Cloud, laundry 6 25
White Cloud, toilet 3 50
Dusky Diamond, 50 6 oz. 2 10
Dusky Diamond, 50 8 oz. 3 00
Blue India, 100 1/2 lb. 3 00
Kirkoline 3 50
Eos 2 50

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

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

STARCH
Kingsford's Corn
Kingsford's Silver Gloss
Diamond
Common Corn
Common Gloss

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

TABLE SAUCES
LEA & PERRIN'S SAUCE
The Original and Genuine Worcestershire.

WASHING POWDER
Kirk's Eos 2 00
Wisdom 3 75
Roseine 3 25
Nine O'clock 3 50
Babbitt's 1776 3 12
Gold Dust 4 25
Johnson's 3 50
Swift's 2 88
Rub-No-More 3 50
Pearline, 100 gs. 3 30
Pearline, 36 1s. 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

Pails
2-hoop Standard 1 35
3-hoop Standard 1 50
2-wire, Cable No. 2 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 3 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 25
Universal 2 25

Wood Bowls
11 in. Butter 75
13 in. Butter 1 00
15 in. Butter 1 60
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
Magic Yeast, 3 doz. 1 00
Sunlight Yeast, 3 doz. 1 00
Warner's Safe, 3 doz. 1 00

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

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

Smoked Meats
Hams, 12 lb. average 10
Hams, 14 lb. average 9 1/2
Hams, 16 lb. average 9
Hams, 20 lb. average 8 1/2
Ham dried, beef 14
Shoulders (N. Y. cut) 14
Bacon, clear 7 1/2
California hams 6 1/2
Boneless hams 9
Cooked ham 10

Lards - In Tierces
Compound 5 1/2
Kettle 6 1/2
55 lb. Tubs, advance 3 1/2
80 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 1/2
3 lb. Pails, advance 1 1/2

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

Grains and Feedstuffs

Wheat
Wheat 64
Winter Wheat Flour
Local Brands
Patents 4 20
Second Patent 3 70
Straight 3 50
Clear 3 00
Braham 3 50
Gruhwheat 6 00
Rye 3 25
Subject to usual cash discount.

Spring Wheat Flour
Clark-Jewell-Wells Co.'s Brand
Pillsbury's Best 1/2 4 35
Pillsbury's Best 1/3 4 25
Pillsbury's Best 1/4 4 15
Pillsbury's Best 1/5 paper 4 15
Pillsbury's Best 1/6 paper 4 15



Duluth Imperial 1/2 4 35
Duluth Imperial 1/3 4 25
Duluth Imperial 1/4 4 15
Lemon & Wheeler Co.'s Brand
Gold Medal 1/2 4 30
Gold Medal 1/3 4 20
Gold Medal 1/4 4 10
Farisian 1/2 4 30
Farisian 1/3 4 20
Farisian 1/4 4 10

Olney & Judson's Brand
Ceresota 1/2 4 25
Ceresota 1/3 4 15
Ceresota 1/4 4 05

Meal
Bolted 1 90
Granulated 2 10

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

Corn
New corn, car lots 33
Old Corn, car lots 36
Less than car lots 37 1/2

Fresh Meats

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

Pork
Dressed @ 5
Loins @ 7
Shoulders @ 7 1/2
Leaf Lard @ 7 1/2

Mutton
Carcase 6 @ 7
Spring Lambs 8 @ 10

Veal
Carcase 7 1/2 @ 8 1/2

Crackers
The National Biscuit Co.
quotes as follows:

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 Wafers 11
Zephyrette 10

Oyster
Faust 7
Farina 6
Extra Farina 6 1/2
Saltine Wafer 6

Candies

Stick Candy
Standard 7 @ 7 1/2
Standard H. H. 7 @ 7 1/2
Standard Twist 7 1/2 @ 8
Cut Leaf @ 8 1/2
Jumbo, 32 lb. @ 8 1/2
Extra H. H. @ 8 1/2
Boston Cream @ 10

Mixed Candy
Grocers @ 6
Competition @ 6 1/2
Special @ 7
Conserve @ 7
Royal @ 7 1/2
Ribbon @ 8 1/2
Broken @ 8
Cut Leaf @ 8 1/2
English Rock @ 8 1/2
Kindergarten @ 8 1/2
French Cream @ 9
Dandy Pan @ 8 1/2
Hand Made Cream mixed @ 14
Nobby @ 8 1/2
Crystal Cream mix @ 12

Fancy - In Bulk
San Blas Goodies @ 11
Lozenges, plain @ 9
Lozenges, printed @ 9
Choc. Drops @ 11
Eclipse Chocolates @ 13
Choc. Monumentals @ 12 1/2
Gum Drops @ 5
Moss Drops @ 8 1/2
Lemon Sours @ 9
Imperials @ 9 1/2
Ital. Cream Bonbons @ 9 1/2
35 lb. pails @ 11
Molasses Chews, 15 lb. pails @ 13
Jelly Date Squares @ 10 1/2
Iced Marshmallows @ 14
Golden Waffles @ 11

Fancy - In 5 lb. Boxes
Lemon Sours @ 50
Peppermint Drops @ 60
Chocolate Drops @ 65
H. M. Choc. Drops @ 65
H. M. Choc. Lt. and Dk. No. 12 @ 90
Gum Drops @ 30
Licorice Drops @ 75
A. B. Licorice Drops @ 50
Lozenges, plain @ 55
Lozenges, printed @ 55
Imperials @ 60
Mottos @ 65
Cream Bar @ 55
Molasses Bar @ 55
Hand Made Creams, 80 @ 90
Cream Buttons, Pep. and Mint @ 65
String Rock @ 60
Burnt Almonds, 1 25 @ 60
Wintergreen Berries @ 55

Caramels
No. 1 wrapped, 3 lb. boxes @ 50

Fruits
Oranges
Fancy Mexicans @ 25
Jamaicas @ 40
Lemons
Strictly choice 300s @ 40
Strictly choice 300s @ 40
Fancy 300s @ 45
Ex. Fancy 300s @ 50
Extra Fancy 300s @ 50
Bananas
Medium bunches 1 00 @ 25
Large bunches 1 50 @ 1 75

Foreign Dried Fruits
Figs
California, Fancy @ 13
Cal. pig, 10 lb. boxes @ 12
Extra Choice, 10 lb. boxes, new Snipra @ 13
Fancy, 12 lb. boxes new @ 14
Imperial Mikados, 18 lb. boxes @ 10
Pulled, 6 lb. boxes @ 10
Naturals, in bags @ 5 1/2

Dates
Fards in 10 lb. boxes @ 10
Fards in 60 lb. cases @ 6
Persians, P. H. V. lb. cases, new @ 6
Sairs, 60 lb. cases @ 5



AS S. KIRK & CO.'S BRANDS

American Family, wrp'd. 2 66
Dome 2 75
Cabinet 2 20
Savon 2 50
White Russian 2 35
White Cloud, laundry 6 25
White Cloud, toilet 3 50
Dusky Diamond, 50 6 oz. 2 10
Dusky Diamond, 50 8 oz. 3 00
Blue India, 100 1/2 lb. 3 00
Kirkoline 3 50
Eos 2 50

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

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

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

Pure Ground in Bulk
Allspice 14
Cassia, Batavia 30
Cassia, Saigon 40
Cloves, Zanzibar 16
Ginger, African 15
Ginger, Cochon 18
Ginger, Jamaica 23
Mace, Batavia 65
Mustard 18
Nutmegs 60
Pepper, Singapore, black 16
Pepper, Singapore, white 22
Pepper, Cayenne 15
Sage 15



STOVE POLISH
No. 0, per gross 20
No. 1, per gross 25
No. 2, per gross 35
No. 3, per gross 55

Getting the People

Five Examples of Average Mercantile Advertising.

From L. H. Hayt, of Alma, comes the following advertisement, marked "for criticism:"

L. H. HAYT'S
Big Department Stores.

SPECIAL HOSIERY SALE

—For—

Saturday, Nov. 25.

- 15 doz. Misses' Merino Hose, sizes 5 to 8½, regular price 15c, for Saturday 9c
- 10 doz. Misses' Fleece Lined Hose, size 7 to 8½, regular price 10c, for Saturday 5c
- 10 doz. Boys' and Misses' Fleece Lined Hose, sizes 6½ to 10, a 19c value, for Saturday 14c
- Extra Good Value in Misses' Fleece Lined Hose, size 5, to 9, at 10c
- Extra quality Misses, Cashmere Hose, sizes 5 to 8½, at 25c
- Special value in Misses' Wool Hose, sizes 5 to 9 at 25c
- Infants' Wool and Cashmere Hose, sizes 4 to 6, special value 15c
- Ladies' Heavy Fleece Lined Hose, splendid value 10c
- Ladies' Fleece Lined Hose, fine quality and heavy weight, extra good value 25c
- Ladies' Heavy Ribbed Merino Hose, lowly priced at 18c, for Saturday 15c
- Ladies' Heavy Ribbed and Plain Wool Hose, extra quality 25c
- Ladies' Fine Cashmere Hose, regularly priced at 50c, Saturday's price 45c
- Ladies' All-wool Scarlet Drawers, size 30, special for Saturday 59c

L. H. HAYT'S

Big Department Stores.
Church Block, Alma.

While the advertisement is not good typographically, containing not less than eight different styles of display type in as many lines, it gives prices and details, which fact goes a long way toward redeeming it. A special sale advertisement should, however, always contain some explanation of the "why" of the reduced prices. People like to know these things and a few short sentences at the head of this advertisement would add materially to its selling force.

Mr. Hayt's heading is too large and too black. It entirely obscures the real message of the advertisement—the special hosiery sale. In the announcement of a special sale the heading should always be the most prominent feature, and should state clearly and unmistakably the scope of the sale. Mr. Hayt's headline does not. It might lead the reader to believe that men's hosiery was included in the sale, whereas it appears nowhere in the list of prices. The headline should have read preferably:

SPECIAL SALE

—of—

Women's, Misses' and Children's HOSIERY

Saturday, November 25.

This would have given due prominence to the most important words, "Special Sale" and "Hosiery," and at the same time would have given the other necessary information. The easier an advertisement is to read and the more accessible its information, the better.

* * *

Right in line with the above advice is the circular submitted by W. W. Pearson, of Fremont, which is too large to be reproduced. Its arrangement could be bettered, however, as Mr. Pearson's name does not appear except in one corner. On a large circular of this nature it is important that the name of the advertiser be impressed on the eye at the

first glance. Mr. Pearson heads his circular as follows:

REDUCTION SALE!

—OF—

Clothing, Furnishings, Etc.

It would have been better to say:

REDUCTION SALE

of Men's and Boys' Clothing and Furnishings
At **W. W. PEARSON'S**

That would have given the gist of the circular in a nutshell.

Mr. Pearson's introduction is good, and rings true. The circular quotes

I have rented a building and will put in a General Store at Newaygo in the near future. It is my desire to give Newaygo a store second to none in the county and for that reason desire to dispose of a share of my heavy clothing stock in Fremont. We are in the county at from 10 per cent. to 15 per cent. off from our already lowest prices in the state for the best made garments and latest style furnishings on the American market. Call and see a stock of which Grand Rapids stores would be proud.

prices and the amount of reduction on various lines, and should have attracted plenty of customers.

* * *

L. S. Wendling, with D. Mansfield, of Remus, has sent in another batch of advertisements, which present a marked improvement over his previous efforts. One of them I take pleasure in reproducing. It talks business, quotes

A Word About

CROCKERY

of Interest to Housekeepers

We have now on our Crockery Counters the best assortment of Plain and Fancy Crockery and Glassware to be found in this locality, and invite your inspection. Prominent among the lot are the following specials:

- 4 Piece Glass Sets, Butter, Creamer, Sugar Bowl and Spoonholder. These sets must be seen to be appreciated.
- Plated Crystal Water Set, six Tumblers, Tray and Pitcher, very heavy, only \$ 75
- Finely Embossed Set, with figure of a child handsomely engraved, Shell pattern, six Tumblers, Pitcher and Tray, only 1 25
- Heavy Cut Crystal, per set. 1 25
- Another one, still heavier, in three tints, Crystal, Blue and Light Green 50
- A Fine Engraved Gothic style, good and heavy, per set. 75
- A better one with Chased and Embossed Engraving, per set. 1 00
- A Handsome Square pattern, Green with Gold Bands, per set. 1 25
- An Elegant Crystal Cutglass with Heavy Gold Trimming, per set. 1 50
- And an Extra Heavy Cutglass, Dark Green with Pure Gold Trimming 2 00
- A Six Piece Blue Decorated Chamber Set, Fine Scalloped Pattern, at 2 50
- A Ten Piece "Lilac Green" Decorated Chamber Set, Handsome pattern, Globe Pitcher, at 3 00
- A 100 Piece Brown Decorated Dinner Set, Fine Scalloped pattern, Imported 9 00

Besides these we have a large line of Hanging Lamps, Stand Lamps, Plain White Goods, Fancy Cups and Saucers, Bread and Milk Sets, Berry Sets, Plain Tumblers, etc. We have a lot of extra Heavy Plain Glass Sauce Dishes, 4 inch size, for only 25 cents per doz.; in fact, our line is complete in every detail and all we ask is your early inspection.

Yours to please,
MANSFIELD, "The Busy Man."

prices, and altogether is far superior to Mr. Wendling's former work in this line.

Mr. Wendling is nearly out of the woods, but not quite, however, as the following portion of one of the other advertisements will indicate:

The north wind's icy kiss is cold and cruel, but our felt shoes for men and women will soon dissipate its chilly touch.

Come off the perch, Mr. Wendling!
"Felt shoes keep the feet snug and



Air Tight Stoves

Write for Price List.

FOSTER, STEVENS, & CO.,

GRAND RAPIDS.

WORLD'S BEST

S.C.W.

50c. CIGAR. ALL JOBBERS AND
G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICH.

Send for These:

Illustrated catalogue 66 pages—carriages and farm implements.
Descriptive catalogue of harness, strap work and collars; 60 pages.
Descriptive catalogue of robes and blankets.
Catalogue of cutters and sleighs.

Will be sent anywhere on request.

BROWN & SEHLER, Grand Rapids, Michigan.

H. M. Reynolds & Son,

Manufacturers of

Asphalt Paints, Tarrad 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.
Factory, 1st av. and M. C. Ry.

ESTABLISHED 1868

Detroit, Mich.

Foot 1st St.

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.

warm in zero weather" is stronger and easier to understand, and better in every way.

* * *

When you start to write an advertisement, don't imagine that you must say something clever or something that is not ordinarily said. The nearer an advertisement comes to a reproduction of actual talk, the more forcible it is likely to be. The man who "poses" in his advertising becomes just as great a bore as the one who "poses" in his conversation.

* * *

Fleming & Straub, of Lakeview, send the following:

WORTH WORKS WONDERS

Our aim is to give everyone their money's worth when they buy Groceries, Crockery and Glassware of

**Fleming & Straub,
Lakeview, Mich.**

The great trouble with this advertisement is that, as the boy says, "It talks, but it don't say nuthin'." It is a general kind of a statement that could be adapted to any business, and it would be equally unconvincing wherever it was used.

Let Fleming & Straub select one article from their stock—something timely and seasonable—I don't care what. Let them describe it and use a cut, if possible, and give a good, reasonable price on it, and their advertising will produce some results. As it is, they can not tell anything about it.

That's the beauty, after all, of advertising something definite. If an advertiser announces that he gives everyone their money's worth, he doesn't know at the end of a year whether he has had his money's worth for his advertising.

But if he advertises 25 cent coffee, and his sales jump up a little, he knows that his advertising pays and he can figure out pretty closely to what extent it pays.

If more merchants regarded advertising as an investment, instead of a necessary evil, and set themselves to work to advertise in a way that would enable them to realize a profit on it, there would be more money made every year—and the merchants would make the big end of it.

* * *

Sid Lane, of Davison, whose advertisement is reproduced herewith, suffers

**The Best Town in Genesee County is
DAVISON**

(Streets Paved and No Mud.)

We offer you gents, wool lined Underwear, the best garment in the market, at 50c.
A complete line of Dress Goods.
Gloves and Mittens, from 10c up.
Gents, all-wool full-length Coats at \$2.00.
Ready-made Clothing, also Tailor-made Suits guaranteed to fit.

WE SELL GROCERIES.

Self-rising pancake Flour, 2 pound package, 10c.
Pillsbury's Best, Atlas and Gold Thread Flour.
Rogers Brothers' Buckwheat Flour, 75c for 25 pounds.
Salt, fine, by barrel 80c.

Lambertville Snag Proof Rubbers.
A nice stock of Shoes, Felts and Socks.

SID LANE, Davison, Mich.

from lack of system and from trying to do too many things at once. In the space occupied (five inches double), he might have advertised groceries and underwear strongly. As it is, his advertisement is weak from a too frequent change of subject. In this space he has advertised underwear, dress goods, gloves, coats, clothing, groceries and rubbers—seven distinct lines.

I don't quite understand the heading. Is Mr. Lane offering Davison for sale? W. S. Hamburger.

The Hardware Market.

The demand for seasonable and holiday goods, which are in active request, coupled with what is doing in other lines, makes a large volume of business between the wholesaler and retailer. The policy of buying at the present time only goods that are actually needed is being pursued quite largely by both the retail and wholesale trade, the policy being rather to dispose of stock on hand before placing other orders. The wisdom of this course is generally recognized. The near approach of the first of the year, with its usual task of stock taking, also has its effect upon trade.

The changes in the market this week are not many or important, but there still continues an upward movement in many goods which have not heretofore advanced to any great extent. In wire and nails there has been no change and it is hoped for the present no other advances will be made. In Manila and sisal rope during the past week there has been no change in price, although it is not believed any lower price will rule during the coming year. Window glass still remains as quoted in our last report. Wire clothes lines have been advanced 25¢ a dozen, and there has also been a material advance in wooden hay rakes for the coming year, which will be in the neighborhood of 25¢ a dozen. Prices on screen doors and windows have been established by the Continental Screen Co. and orders for spring shipment are being solicited by the jobbing trade. On the 7/8 in. common 4 in. stile door the price as asked is \$7.50 per dozen, while on the No. 75 fancy door the ruling price is \$12 per dozen, with an advance of 50¢ a dozen for doors 1 1/2 in. thick. Where dealers are not particular and want a door with narrower stile, these prices are shaded in certain localities. There has also been an advance on window screens of about 25 per cent.

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	
1/4 in. 5-16 in. 3/8 in. 1/2 in.	
Com.....	8 c. 7 c. 6 c. 6 c.
BB.....	9 7/4 7 3/4 6 3/4 6 1/2
BBB.....	9 1/2 8 3/4 7 3/4 7 1/4
Crowbars	
Cast Steel, per lb.....	6
Caps	
Fly's 1-10, per m.....	65
Hick's C. P., per m.....	45
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, 70.....	
Gas Pipe	
Black or Galvanized.....	40&10
Gauges	
Stanley Rule and Level Co.'s.....	60&10
Glass	
Single Strength, by box.....	dis 80&20
Double Strength, by box.....	dis 80&20
By the Light.....	dis 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 1/4
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, Acme.....	60&10&10
Common, polished.....	70&5
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's patent planished, Nos. 25 to 27.....	9 20
Broken packages 1/2 c per pound extra.....	
Planes	
Ohio Tool Co.'s, fancy.....	50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	50
Bench, first quality.....	60

Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base.....	3 25
Wire nails, base.....	3 40
20 to 60 advance.....	Base 45
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 6 advance.....	25
Casing 4 advance.....	35
Finish 8 advance.....	25
Finish 6 advance.....	35
Finish 4 advance.....	45
Barrel 1/2 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	
com. smooth. com.	
Nos. 10 to 14.....	\$3 20 \$3 00
Nos. 15 to 17.....	3 20 3 00
Nos. 18 to 21.....	3 30 3 20
Nos. 22 to 24.....	3 40 3 30
Nos. 25 to 26.....	3 50 3 40
No. 27.....	3 60 3 50
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shells—Loaded	
Loaded with Black Powder.....	dis 40
Loaded with Nitro Powder.....	dis 40&10
Shot	
Drop.....	1 45
B B and Buck.....	1 70
Shovels and Spades	
First Grade, Doz.....	8 60
Second Grade, Doz.....	8 10
Solder	
1/2@1/2.....	20
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron.....	65
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, Nickel.....	30
Coe's Genuine.....	30&10
Coe's Patent Agricultural, Wrought.....	70&10



Without an Equal

CIGARS

For 5 cents
Long Havana Filled

**THE BRADLEY CIGAR CO.,
Greenville, Mich.**

Also Manufacturers of the Improved

Hand "W. H. B." Made

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

COUPON BOOKS

SUPERCEDE

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.**

Grand Rapids Retail Grocery Clerks' Association.

At the regular meeting of the Grand Rapids Retail Grocery Clerks' Association, held Monday evening, Dec. 4, President McInnis presided.

Secretary Stowitts being absent, the President, on motion of Joseph Terrill, appointed Theo. L. Vancousant to act as temporary Secretary.

Mr. McInnis stated that the pictures donated by B. T. Babbitt are at the disposal of the Association and can be had at any time by calling for them.

Verne Campbell moved that the baking powder at the office of the Lemon & Wheeler Company, donated by B. T. Babbitt, be delivered to the Association rooms and there await the pleasure of the Association as to the disposition of it. Carried.

L. E. Buss, chairman of the Committee on Emblem, had no report, on account of the Thanksgiving rush, and was given until the next meeting.

Verne Campbell moved that the Executive Committee meet the grocers and see about obtaining a piano. Carried.

Mr. Bratt made some remarks on doing something to encourage the members to work more earnestly for new members.

Mr. McInnis spoke about obtaining more tables and took the matter in hand to secure them.

Messrs. Buss and Campbell donated one year's subscription to one of the popular magazines.

Mr. Buss moved that the Secretary write the delinquent members and see if it is not possible to secure their attendance at the meetings. Carried.

L. E. Buss read the following paper on Experience in the Spanish War:

In the first place, I wish to say that most of the boys were very much disappointed that they did not go to Cuba. In a certain way it was best for us that we did not go, but the boys, most of them, were anxious to get into actual service—not to camp in the South all through the war and be exposed to disease and all of the inconveniences of army life in time of war. It was very tiresome, I assure you.

No one knew when the battleship Maine, under the command of Captain Sigsbee, sailed out of New York Harbor for Havana that it was sailing into danger, but on Feb. 15, 1898, the costly boat was a heap of ruins in Havana Harbor.

On April 22, the President, against his own wishes but to avenge the loss of the 240 Americans killed in that awful disaster, declared war against Spain.

The four Grand Rapids companies left for Island Lake on April 26, where they were equipped and mustered into the United States service, and on May 17 we were ordered to Tampa, Florida, to await further orders. We arrived at Tampa on May 21, after passing through Detroit, Toledo, Dayton, Cincinnati, Lexington, Knoxville, Atlanta and Macon. We were afforded an opportunity of viewing Lookout Mountain and Missionary Ridge, where so many brave men lost their lives in the Civil War.

I wish to state right here that this war has accomplished one of the best things for this country that could have happened—it has brought the North and South into closer fellowship than it has ever been since 1858, the beginning of the trouble which led to the Civil War. We were met at every place after we left Cincinnati by crowds of people, who brought us everything imaginable in the way of good things to eat—a fact which was greatly appreciated by us.

Our camp was situated on a site covered with palmetto roots. Now, a palmetto root is a most interesting subject. It sticks out of the ground about a foot and has roots projecting in all directions. We had the delectable pleasure of cleaning out all of these roots; and every morning before sunrise and every night after sunset might be seen companies divided into squads, armed with axes, rakes, etc., excavating these roots, which it would have been hard work for dynamite to throw out. Some of the remarks made by the boys were very humorous and helped us to preserve our patience. Some one suggested

that the Government mustered us in for a land improvement company; one sighed for a plow and another asserted that he could get all the "rooting" he cared for at home, and numerous other remarks.

Every time one of the boys disobeyed an order he was told to procure an axe and exercise his muscle a little while on a palmetto root. Many a time I wished I understood mind reading when one of the boys grabbed his axe to pay penance for his disobedience. I well remember—to my sorrow—when I laughed at one of the boys who had received this order and was accosted by the first Sergeant, who said: "Buss, you think it so very funny, just get a rake and keep him company." I never laughed again, as all who are acquainted with me know that I am not fond of extra work.

Among the many enjoyable features of the South are the rains. They come very suddenly and go just as quickly. It would rain so hard that our tents afforded us no shelter, so that the boys were obliged to take off their clothes and put them in a dry place and wait until the storm passed.

Our meals were not always palatable, I can assure you, but beans, potatoes, and sow belly might always be depended upon. Sometimes we got bread and biscuit and cabbage and onions, and every time an extra menu was announced the boys would shine their shoes and brush their clothes in order to be presentable at the banquet.

After I had been there some time I thought I had a chance for a snap and decided I could play a bugle. I mustered some of my nerve and asked the Captain for the position of bugler and he gave it to me. All I had to do was to practice about half an hour, eat and sleep and also shave myself, which I did about every day, until the by-word got to be, "Well, have you shaved yourself to-day, Buss?"

I saw General Shafter load his transports at Port Tampa for Cuba; and, by the way, Port Tampa is one of the finest ports in the United States, which is the reason we were sent to Tampa, it being fitted to handle a large body of men. I had an opportunity to visit Tampa Bay Hotel, which is one of the finest winter resorts in the country, built by the Plant Railroad system and costing \$2,000,000. It was the headquarters of the United States army officers. The hotel, art hall, museum, swimming pool, hothouse, billiard hall and other buildings cover over forty acres.

We lost our chance to go to Cuba at the time Shafter was loading his transports, being transferred from the Seventh Army corps to the Fourth Army corps to go with Shafter. Our freight, horses, mules and wagons were all loaded on the transport Florida, which, if I remember rightly, was the name of the boat; but after she had gotten out in the middle of the Gulf she was run into and damaged so that she was obliged to return. As General Shafter could not wait for it to reload, we were again put into the Seventh Army corps and the Massachusetts regiment took our place. It was at this time we were thought to be lost, as the Government believed us to be on the way to Cuba. The marvelous victory of Dewey and Schley and the fall of Manila and Santiago so humbled the Spaniards that we did not go to Cuba and, judging from some of the letters sent home by some of the chisel heads and pie mouths, who wanted a sugar lump worse than a two-year old baby, it was best we were sent home.

After experiences, many and varied, we returned safely to dear old Michigan and, in the words of the old lady, "thankful for our mission."

Joseph Terrill delivered an address on Citrous Fruits, which was well received, and both entertainers were extended a vote of thanks.

There will be a meeting of the Association next Monday evening for social and entertainment purposes. The Association extends a welcome to visitors and hopes to see a large number of clerks become regular members.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Tuesday evening, Dec. 5, President Dyk presided.

H. C. Wendorff, of the special committee to whom was referred the matter of protesting against the adoption of the plan proposed by Alderman Phillips to change the payment of policemen and firemen from a monthly to a semi-monthly system, stated that the project was referred to the Board of Police and Fire Commissioners, who are understood to be opposed to the innovation. Accepted.

B. S. Harris offered the following resolution, which was unanimously adopted:

Whereas—We understand the Commercial Credit Co. has established a credit and collection agency in Detroit, similar to the institution it has maintained here during the past dozen years; and

Whereas—This business originated in the collection department of this Association and has been evolved from a meager beginning as an adjunct of the Association to a system with wide ramifications and an extended field of usefulness; and

Whereas—The reports and other information furnished by the Commercial Credit Co. have come to be regarded as indispensable to the retail merchants of this city; therefore

Resolved—That we commend the Commercial Credit Co. to the consideration of our Detroit fraters, confident they will appreciate the painstaking effort made to serve its patrons well and faithfully.

Resolved—That a copy of this resolution be mailed the Secretary of the Detroit Retail Grocers' Association and another copy sent to the Commercial Credit Co.

Homer Klap moved the appointment of a Committee on Ways and Means for the annual banquet, of which President Dyk should be chairman. The motion was adopted and the chairman appointed as his associates on the committee Messrs. Payne and Klap.

There being no further business, the meeting adjourned.

The Grain Market.

Wheat has been very irregular during the week. Receipts as was predicted have grown less weekly, while exports showed up fairly well. The result was, while the expectation was for 1,000,000 bushels increase, there was a decrease of 158,000. This steadied the market and put prices up 1c per bushel. Liverpool also showed more strength, so that the market was gaining strength. The low point for wheat has been reached and passed, the past week; all indications were for better prices.

Corn was in demand at full prices. This also showed an inclination to get in line with wheat, and is holding its own very well. As winter sets in, the demand will be better, which will stiffen prices.

Oats are hardly as strong. Still we can not record any depression in prices, all being taken as fast as they are offered.

In rye, there is not very much doing. There are some enquiries, but the supply is getting low. Prices are about 1/2c lower also or 5/8c, against 58 last week.

Beans keep around last week's prices ranging from \$1.82 to 1.78 per bushel.

The receipts of wheat have been very moderate, being for the month of November as follows: wheat 197 cars, corn 42 cars, oats 57 cars, rye 3 cars, malt 5 cars, hay 11 cars.

The receipts last week were as follows: wheat 37 cars, corn 20 cars, oats 3 cars, rye 1 car, malt 3 cars.

Mills are paying 64c for wheat.
C. G. A. Voigt.

Martin & Greene have opened a grocery store at Eureka, purchasing their stock of the Musselman Grocer Co.

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.

FOR SALE—DRUG STOCK IN WESTERN Michigan. Invoices about \$2,000. Reason for selling, death of proprietor. Address No. 145, care Michigan Tradesman. 145

FOR RENT JANUARY 1, 1900, ONE OF OUR immense block of stores and basement at 34 Canal street, next to Friedrich Bros.' music store. Address all communications to I. C. Levi, 34-42 Canal St. 146

FOR SALE, AT A SACRIFICE—STOCK OF Ladies' furnishing goods. Also store and basement for rent at 34 Canal street. I. C. Levi, 34-42 Canal street. 147

HOUSEHOLD GOODS SHIPPED TO CALI- for formula and all points West at reduced rates. Trans-Continental Freight Co., 38 Market St., Chicago, Ill. 143

TO EXCHANGE FOR STOCK OF GEN- eral Merchandise—160 acre farm near Jedd, 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. 140

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. 139

PAPER ROLLS FOR DESK CASH REGIS- ters, price \$1.50 per dozen; all widths. Send sample. E. L. Maybee, 1162 Slater St., Cleveland, Ohio. 144

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

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

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

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

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

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

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

SPOT CASH DOWN, WITHOUT ANY DE- shoes or general merchandise, at a discount. Correspondence positively held confidential. Large stocks preferred. Address A. P., care Michigan Tradesman. 107

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

WANTED—YOUR ORDER FOR A RUBBER stamp. Best stamps on earth at prices that are right. Will J. Weller, Muskegon, Mich. 958

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

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

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

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

MODERN CITY RESIDENCE AND LARGE lot, with barn, for sale cheap on easy terms, or will exchange for tract of hardwood timber. Big bargain for some one. Possession given any time. Investigation solicited. E. A. Stowe, 100 N. Prospect street, Grand Rapids. 983

MISCELLANEOUS.

FIRST-CLASS DRUGGIST, REGISTERED, wishes steady position. Address No. 120, care Michigan Tradesman. 129

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

Travelers' Time Tables.

CHICAGO and West Michigan Ry
Nov. 19, 1899.

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

Traverse City, Charlevoix and Petoskey.
Lv. G. Rapids, 7:30am 4:00pm
Ar. Trav City, 12:40pm 9:10pm
Ar. Charlev'x, 3:10pm 12:25am
Ar. Petoskey, 3:40pm 5:10pm

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-
triel & Boston, Ltd Ex. * 7:20pm *10:16am
Gd. Haven Express, *10:21am * 7:15pm
Gd. Haven and Int. Pts. +12:55pm + 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 From
North North
Trav. City, Petoskey, Mack, + 7:45am + 5:15pm
Traverse City & Petoskey.. + 2:10pm +10:15pm
Cadillac Accommodation.. + 5:25pm +10:45am
Petoskey & Mackinaw City +11:00pm + 6:20am
7:45am and 2:10pm trains, parlor cars; 11:00pm
train, sleeping car.

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

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

FROM CHICAGO
Lv. Chicago..... +3 02pm *11 32pm
Ar. Grand Rapids..... 9 45pm 6 45am
Train leaving Grand Rapids 7:10am has coach;
11:30pm train has coach and sleeping car; trains
leaving Chicago 3:02pm has coach; 11:32pm has
sleeping car for Grand Rapids.

Muskegon Trains.
GOING WEST.
Lv. Grand Rapids... +7 35am +1 35pm +5 40pm
Ar. Muskegon..... 9 00am 2 50pm 7 00pm
Sunday train leaves Grand Rapids 9:15am;
arrives Muskegon at 10:40am. Returning leaves
Muskegon 5:30pm; arrives Grand Rapids, 6:50pm.

GOING EAST.
Lv. Muskegon..... +8 10am +12 15pm +4 00pm
Ar. Grand Rapids... 9 30am 1 30pm 5 20pm
+Except Sunday. *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 4 10pm
Ar. Grand Rapids..... 1 00pm 9 55pm

MERCANTILE ASSOCIATIONS

Michigan Business Men's Association
President, C. L. WHITNEY, Traverse City; Sec-
retary, E. A. STOWE, Grand Rapids.

Michigan Retail Grocers' Association
President, J. WISLER, Mancelona; Secretary,
E. A. STOWE, Grand Rapids

Detroit Retail Grocers' Association
President, JOSEPH KNIGHT; Secretary, E.
MARKS; Treasurer, C. H. FRINK.

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

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

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President, J. FRANK HELMER; Secretary, W.
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Perry Business Men's Association
President, H. W. WALLACE; Secretary, T. E.
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Grand Haven Retail Merchants' Association
President, F. D. Vos; Secretary, J. W. VER-
HOEKS.

Yale Business Men's Association
President, CHAS. ROUNDS; Secretary, FRANK
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AND STEAMSHIP LINES
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Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

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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.

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Established 1780.
Dorchester, Mass.
The Oldest and
Largest Manufacturers of
PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES
on this Continent.

Trade-Mark. No Chemicals are used in
their manufactures.
Their **Breakfast Cocoa** is absolutely pure,
delicious, nutritious, and costs less than one
cent a cup.
Their **Premium No. 1 Chocolate**, put up in
Blue Wrappers and Yellow Labels, is the best
plain chocolate in the market for family use.
Their **German Sweet Chocolate** is good to
eat and good to drink. It is palatable, nutri-
tious, and healthful; a great favorite with
children.
Buyers should ask for and be sure that they
get the genuine goods. The above trade-mark
is on every package.

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Dorchester, Mass.

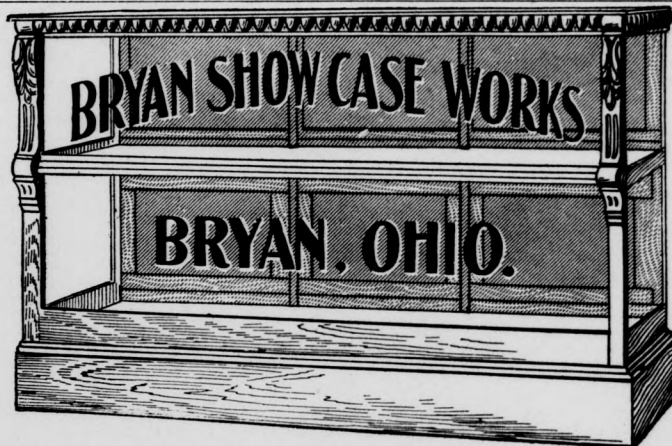
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Is more complete and attractive than ever be-
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Manufacturers of all styles of Show Cases and Store Fixtures. Write us for
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Biscuit

Right from the oven as fresh as to-
day's bread and just as wholesome.
Daintily served in a dainty package—
the like of which you never saw
before. Dust proof, moisture proof,
odor proof. A lunch done up in
tempting style for just

Five Cents

Sold everywhere. Ask the Grocer.

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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.

Christmas Souvenirs for Your Customers

No. 1998 Timor Salad Dish



An exact reproduction of the famous and expensive Chinese ware. Decorated with Chinese scenes; green and maroon ornaments; 8½ inches diameter—very attractive.

Per doz. \$1.50

No. 1645 Bread and Milk Set



Royal Bonn ware, flower and scroll decoration in green underglaze. Sizes, plate 7½, bowl 5x2½, pitcher 3½ inches high.

Per doz. \$1.80

No. 2380 Fancy Glass Basket



Opalescent tints, wrinkled edges, turned-down corners, lily pattern, twisted handle. One-half dozen in package.

Per doz. \$2.00

The practice of giving presents to customers at Christmas time is pretty and profitable. Here are six hints—hundreds more in our Holiday Catalogue (No. 150) and in our Regular Catalogue (No. 151)—they will bring their cost in trade many times over.

Whether you are interested in this or not, you want these Catalogues. They contain 256 pages, literally crowded with items in Crockery, Glassware, Toys, Notions, House Furnishings, Jewelry, Books, Stationery, Lamps, Hardware, Cutlery—almost every imaginable line, all priced at a saving of

15 to 30 per cent.

We are doing this year the largest business in our history, but by preparation for just this event, we are able to ship promptly, and our lines are still practically unbroken.

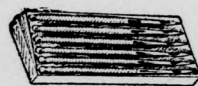
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Fulton and Commerce Streets

Grand Rapids, Michigan

No. "A" Nut Picks



Nickle plated steel, with chased handles. Set of six, in neat box, lined with colored paper.

Per doz. boxes. \$0.96

No. 2287 Brownie Tobacco Jar



Four different faces, in bright natural colors, bisque finish. Average height about 6 inches. One-third dozen in package.

Per doz. \$1.80

No. 2919 Bohemian Glass Rose Bowl or Vase



In alternate stripes of pink and amber, marbled effect. 4½x4 in. One-sixth dozen in package.

Per doz. \$1.20