

MICHIGAN TRADESMAN

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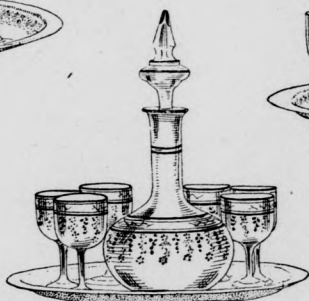
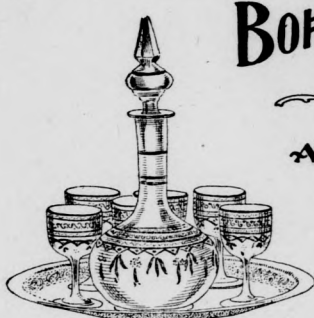
Volume XVII.

GRAND RAPIDS, WEDNESDAY, DECEMBER 13, 1899.

Number 847

BOHEMIAN GLASS

ASSORTED DECORATIONS.



WINE SETS

DECANTER TRAY & 6 GLASSES.



These
Beautiful
Presents
Are
Especially
Seasonable
Through
the
Holiday
Season

The assortment consists of eight complete sets, including three with handled decanters. No charge for package. Price, \$10.00
Order a Sample Package To-day.

We sell to
dealers only

Burley & Torrell

42-44 Lake Street,
Chicago.

Not Just as Good but Better.

We have had the oldest and most experienced cigar factories in the country experimenting for months past on the production of a cigar that would be better than anything yet produced in that line.

Their combined efforts have resulted in

Royal Tiger, 10 cents and Tigerettes, 5 cents

The best cigars of the times. Your customers want them and are bound to have them. Better order some right away.

Largest Cigar Dealers in the Middle West.

PHELPS, BRACE & CO., Detroit.
F. E. BUSHMAN, Manager.



Epps'
Cocoa

Epps'
Cocoa

GRATEFUL COMFORTING

Distinguished Everywhere

for

Delicacy of Flavor,

Superior Quality

and

Nutritive Properties.

Specially Grateful and

Comforting to the

Nervous and Dyspeptic.

Sold in Half-Pound Tins Only.

Prepared by

JAMES EPPS & CO., Ltd.,

Homœopathic Chemists, London,

England.

BREAKFAST

SUPPER

Epps'
Cocoa

Epps'
Cocoa

MICA AXLE GREASE

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

**ILLUMINATING AND
LUBRICATING OILS**

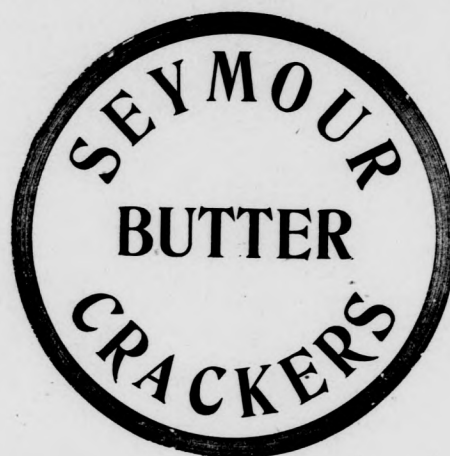
**WATER WHITE HEADLIGHT OIL IS THE
STANDARD THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

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.

FURNITURE BY MAIL

MAGAZINE PRICES OUTDONE

\$18.50

FREIGHT
PRE-
PAID.



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

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

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

Write for our complete Office Furniture Catalogue.

SAMPLE FURNITURE CO.

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

HOUSE
HOLD
FUR-
NITURE

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

WE PREPAY FREIGHT

FURNITURE BY MAIL

MAGAZINE PRICES OUTDONE

There's
Satis-
faction

in having our chair in
your home.

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

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



Arm Chair or
Rocker No. 1001.

Genuine hand
buffed leather,
hair filling, dia-
mond or biscuit
tufting.

Sent to you
freight prepaid
on approval for

\$24.75

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

SAMPLE FURNITURE CO.

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

HOUSE
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NITURE

BEFORE BUYING FURNI-
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Volume XVII.

GRAND RAPIDS, WEDNESDAY, DECEMBER 13, 1899.

Number 847

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.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.
L. P. WITZLEBEN, Manager.

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

Spring and summer 1900 samples ready, and still have for present use Ulsters, Overcoats and Reefers in abundance. Don't forget strictly all wool Kersey overcoat \$5. KOLB & SON, oldest wholesale Clothing Manufacturers, Rochester, N. Y. Mail orders receive prompt attention. Write our Michigan agent, WILLIAM CONNOR, Box 346, Marshall, Mich., to call on you, or meet him at Sweet's hotel, Grand Rapids, January 2 to 9 inclusive. Customers' expenses paid.

Commercial Credit Co. Ltd.
Private Debt Arrears Collections and Commercial Litigation
GRAND RAPIDS, MICH.

419 Widdicomb Bld., Grand Rapids, Detroit office, 817 Hammond Bld. Associate offices and attorneys in every county in the United States and Canada. Refer to State Bank of Michigan and Michigan Tradesman.

For Sale Cheap

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

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

Tradesman Coupons Save Trouble. Save Money. Save Time.

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THE HOUR OF TRIUMPH.

The great-hearted worker does not think to measure the stress and burden of his undertaking by any standard so illusive as time. The busiest days are the shortest and the hardest worker is the least likely to despair. It is a grand thing that a year's work begins with the spring, when everything else is beginning, when the year has turned and the great glass of Time has been filled again with glittering grains of sand; when reviving Nature, having shaken off her coverlet of snow and broken the seals of all her spell-bound rivers and rivulets, stirs with new life and thrills all her hidden seeds with the power of strong and subtle forces, and the birds set about building, and while they are building, sing a song of perennial hope. Then, perhaps, the worker thinks what a wonderful thing, indeed, is this strange invincible life of Nature. The feathered songster is the latest descendant of a race older than any human family, more ancient than any tribe or nation of men, and when one thinks in what a frail form its life has been embodied and remembers how necessarily fatal is a shattered ankle, or a broken wing, to any one of its representatives, he is amazed when he is reminded how many storms and perils of every sort it must have encountered and escaped. And the same story has been repeated, substantially, in the history of every living thing, and nowhere is there any feeling of dismay, unless it be, now and then, in the human consciousness.

Meanwhile, the old earth moves on its appointed course, and soon again it is summertime. The summer days are long and sultry, but now the husbandman beholds his crop standing high in the fields. It is immature as yet, but its beautiful verdure shows that it is sound to the root and growing. The day of his reward is approaching and he knows that he can afford to wait, although he must exercise constant care to guard it against invasive weeds and all the enemies that menace the farmer's prosperity. It may be that he has to live somewhat frugally still, but already in his mind he has begun to estimate and invest his earnings. Summertime has its own peculiar landscape, its

abundant foliage, its checkered lights and shades, its glaring but brilliant noonday, its long delightful twilights. Then, how refreshing is the draught from the wayside spring or the deep cool well. Then is rest sweet at the long day's end. And so time passes, day after day, and then it is autumn again, and once more the harvest has been gathered and stored away; "the end crowns the work." Perhaps it is this suggestion of the end that imparts a degree of melancholy to the hour of triumph. It may happen, but it is not often, that men achieve wealth and fame in early manhood. Usually the spring-time and summer of life pass away before the seed sown in labor, and it may be in hardship, can come to fruition. As a rule, the reward is reaped before the worker has become infirm and incapable of enjoyment. The late middle age should be the happiest of a man's earthly life. Then the mind is most fully stored with knowledge and most deeply imbued with the wisdom of experience. Judgment is soundest, the will has become the calm servant of a great and unalterable purpose and the charms and graces of a varied culture render him who has become a sure guide also a delightful companion. Men of eager, restless ambitions seldom die satisfied. Their career ends in disappointment, because, if there be no other reason, ambition is itself a consuming and unquenchable thirst. How much better to labor for victories in one's self and over one's self, rejoicing in strength, not seeking place, but prepared to take it in any good cause, not in one's own.

Status of the St. Louis Potato Market.

St. Louis, Mo., Dec. 11.—Since writing our last letter to you our market on potatoes has remained steady up to to-day, when prices eased off and closed weaker. Dealers are paying their attention to fruits for the holiday trade and we do not look for much potato business until after the first of the year. Our market to-day is as follows: Red Rose and Triumphs, scarce and in demand, but Early Ohio are in excessive offering and are dull and weak. The offerings of the latter are more or less mixed with other varieties. Receivers have difficulty in disposing of their goods, even at the low prices ruling. We quote Northern in bulk on track: Burbanks at from 43@44c for common to fair and 44@45c for choice to fancy; Rurals at 40@42c for common to fair and 43@44c for choice to fancy; fancy bright smooth Michigan Rurals at 45@47c; Peerless at 38@40c; Hebrons, 37@39c; white mixed 37@40c, according to quality; red and white mixed, 35@38c; Early Rose, 40@50c, the latter for red cut. Miller & Teasdale Co.

Should Turn a Deaf Ear to Schemes.

Port Huron, Dec. 12.—The Port Huron merchants feel that they have suffered enough from the panic of the trading stamp system and should now reap the reward of their labors in the shape of a period of good will. It is hoped that they will turn a deaf ear to parties who offer any kind of a stamp or card and who care nothing for the prosperity of the trade in general. The system is demoralizing and arrais merchant against merchant and is denounced by the Port Huron Merchants and Manufacturers' Association. A. H. Nern.

The Grain Market.

The wheat situation becomes more interesting daily. While receipts in the winter wheat belt are of a very diminutive character and the spring wheat receipts are only from one-third to one-half what they were last year—although the cry is, no export demand, etc., (but we find our exports since July 1, 1899, to the present time have been 97,000,000 bushels, against 103,000,000 bushels during the corresponding time last year)—still for some unaccountable manipulation our visible is about 29,000,000 bushels larger than last year. Prices, however, remained fairly steady and there is no change to report as to futures or cash. As our visible showed only about 500,000 bushels increase, against 2,300,000 bushels at the same time last year, we think when the decrease sets in, which will be in the near future, the visible will melt away very fast, especially as all the mills will have to go to the wheat centers for supplies, as they are not holding much wheat, so we still look for better prices.

There is nothing new in either corn, oats or rye. They all held their own. Neither changed even $\frac{1}{4}$ c during the week.

The flour trade has remained very steady, both local and domestic. Foreigners begin to bid nearer values than before.

Mill feed is in demand at full prices, probably owing to quite a number of mills running only part of the time for the want of wheat.

Receipts during the week were quite large, being 81 cars of wheat, 9 cars of corn, 10 cars of oats, 1 car of rye and 4 cars of beans.

Millers are paying 65c for wheat.

C. G. A. Voigt.

Hides, Pelts, Furs, Tallow and Wool.

The hide market still holds at the higher price and is very firm. There is no accumulation of stock, although there is a good demand as the stocks are collected. Price, seemingly, cuts no figure.

Pelts are sold even higher than at any previous price, with no large lots offered. They are fully up to the present outlook for yielding a profit to the puller.

Furs are a little dormant, on account of the mild weather which is general over the states, causing slow sales of manufactured goods in our home markets. Lining skins are not in much demand. The present supply is large and new collections are light.

Tallow is higher for prime and edible, while soaper's stock follows the boom. All grades are in good demand and the market is excited.

Wools are firm and held at higher values, while sales the past week were comparatively small. Dealers were not anxious sellers, as they wished to ship out and clean up, in order that they might see what they had left to offer. Buyers are not plentiful in the State, as there are not wools enough left for sale to bring them here.

Wm. T. Hess.

Dry Goods

The Dry Goods Market.

Staple Cottons—Show perhaps the quieter situation more strongly than other lines. Of course, visiting buyers have been comparatively few, but the market is beginning to show more activity, and the effect of what was practically three holidays is about over. Wherever spot goods can be found they are bought up immediately. Heavy brown sheetings and drills are very firm, and in several cases forward contracts are accepted "at value only." Fine brown goods, gray goods, and four-yard sheetings are all strongly situated against the buyers. Wide sheetings, although in only moderate demand, are firm, and cotton flannels, blankets, etc., show no change in the situation. Ticks, stripes, checks, etc., show an upward tendency, and are excellently situated, while other coarse colored cottons are in small supply, and very strong.

Prints and Gingham—There has been a good demand for printed calicoes this week, in both staple lines and fancies, and the market is firm in all directions. But little change has come over the situation in regard to prices for spring, although in lower grades there have been a few advances of from 2½ to 5 per cent. Some other lines accept contracts "at value only" now for forward deliveries. All goods in stock are held firmly at quoted prices, but these stocks are very small. Advances have been named on some lines of ginghams, and notice has been given to the effect that Everett Classics will go up to six cents. Ginghams are very scarce, and nearly all makes are sold well ahead. Printed and woven patterned napped goods are strong in all reputable makes.

Dress Goods—There are conditions existing in the dress goods market that are entirely out of the ordinary. In fact, the current season, or rather the past two seasons have put aside many of the governing rules of the dress goods market that have been lived up to for years. It is certainly a new condition when not a few of the mills are delivering fall fabrics up into December; that is what is being done now, however, and buyers are glad to get the goods, too. At the same time, not a few of the spring lines are sold ahead away into February and March, and orders are now being placed by the jobbing fraternity, which can not be woven out before March. This is certainly a strong indication for the dress goods market. It indicates a demand more than commensurate with the supply. It indicates that the retailing and the jobbing interests are short of goods, both in fall and spring weights. The mill that is not well sold up on spring goods is the exception. Higher prices must be the natural outcome of the situation, and supplementary business must be figured at a good advance. Manufacturers of cashmeres, both of the all wool and cotton warp varieties, are very well sold ahead, and have advanced prices materially. Cheviots, plaids, plaid backs, homespuns and soft faced woolsens in general have been the market feature; serges, venetians and coverts have also done well.

Knit Goods—The jobbing trades have had another busy week and the demand for heavyweight underwear continues very active. This is particularly noteworthy when we consider the fact that the weather has been warm and unfavorable for this time of the year. The

retailers apparently realize that the market is in very short supply and that it is for their best interest to lay in as large a stock as possible, even if their own business would not seem to warrant it at the present time. It is hard to find to-day desirable lines of fine underwear. There has been a stronger demand for these goods than for many seasons past, and this accounts for the low supply. The importers of underwear say that they have had the best season in the history of their trade, beginning early and continuing to a very late date. They have got orders for spring all ready, which includes many lines never before shown in this market. They look forward to an early opening of the new fall goods, and say that they will probably have their lines of samples complete by the middle of January.

Hosiery—There is considerable more business with the importers than usual during the first weeks in December, and it looks now as though there were two or three weeks of good business still to come. The stocks in the hands of the importers are very small, and on account of the prices in Europe, the importers here are making very slight efforts only to push their goods. Fancies of nearly all kinds seem to be in as strong demand as ever.

Carpets—The demand for all grades of carpet continues large, even beyond the ability of the average manufacturers to meet, as they prefer to accept orders in smaller amounts, rather than cover themselves for the whole season with large initial orders, as they are not covered with yarn to last longer than January except in occasional instances. All anticipate further advances in goods after the dates named, and any advance prior to that time (outside of the advance at the opening) has been mainly as an effort to ward off the buyer until the general market advances and old orders at less prices are completed, and manufacturers are in a position to accept new orders at prices commensurate with the advance in raw material and yarn, and other constantly increasing expenses attending the general improvement in trade. As was stated in this report previously, the carpet manufacturers are now beginning to feel the effects of the prosperity attending other lines of textiles. We might say this has been one of the last to feel the improvement, which even now is far from the full realization of its proportionate advance in price. The reason for this has been the extremely low level of prices to which this branch had fallen within two years, when the slaughter sales forced down prices of goods; hence they have been longer in recovering. This was mainly due to the efforts of one large concern when there was a dead market to force sales rather than shut down a portion of their mill, and thus curtail production as others had done, and obviate the necessity of forcing prices to such a low level that, in some lines, even now at the advances asked, the price has barely reached the level of values prevailing before the auction sales of May and June, 1898. To-day the business is represented more by the increase in the volume of business than in the profits derived, as buyers were educated to pay lower prices so long that it has been a very slow process to convince them that the manufacturers who could sell before at such low prices should need to ask so much now.

A word to the wise is not sufficient when it gives no fact, reason or information. All words are wasted on a fool.

SPECIAL DRIVE

IN ALL SILK, SATIN AND GROSGRAIN RIBBONS, PATTERN HONESTY

For \$27.50 regular we will make you an assortment of these goods as follows:

1 Box No. 5	}	In all 72 pieces.
1 Box No. 7		Average price 38c per piece
1 Box No. 9		

Enabling you to retail any of the widths at 5c per yard. The assortment consists of the following colors: Scarlet, Cardinal, Garnet, Light Blue, Medium Blue, Light Pink, Medium Pink, Rose, Cream, White, and Black. You can add or leave out any colors you wish if the assortment is not satisfactory.

No. 1 Picot Ribbon, all colors, 50 yard spool	37 cents
No. 1 Satin Ribbon, 50 yard spool	50 cents
No. 2 Satin Ribbon, 10 yard spool	20 cents

Send us your orders.

CORL, KNOTT & CO.
20 and 22 N. Division Street, Grand Rapids, Mich.

Christmas Gifts

We all know that a nice line of Christmas Goods is a drawing card to any one's place, and such articles as we carry are not alone a drawing card, but are sellers and will give satisfaction to the purchaser, and this is what the wide-awake dealer is looking for. Call in and give us your order and we will see that you get that class of goods.

P. STEKETEE & SONS,
Grand Rapids, Mich.



Splendid Assortment, Prices Very Low. Why?

We placed our order for the greater portion of our line of Handkerchiefs about eight months ago—before the first advance in prices—there have been others since but we give you the benefit of our early purchase. Our line includes a good assortment of Lace Edges, Scalloped Edges, Embroidered Corners, Lace Effects, Printed Borders, Japanned, Initials and Silks. Prices 12 cents to \$4.50 per dozen.

Send us your order by mail, state quantity and range of prices. It will receive prompt and careful attention.

VOIGT, HERPOLSHEIMER & CO.,
Wholesale Dry Goods. Grand Rapids, 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 Loek 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

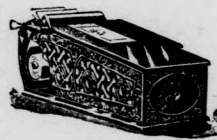
Wm. V. Ebersole & Co., Agents,
240 East Fourth St., Cincinnati, O.

No Loss from Forgotten Charges

The Egly System for Grocers

SPECIAL OFFER

The No. 1 Roll Up Register issues
1 printed itemized bill.
1 plain copy and rolls up.
1 complete triplicate, each 5 in. long.



Price on Mail Orders..... \$20 00
12 M. Complete Transactions..... 9 72

SPECIAL PREMIUM OFFER

2,000 Self Copying Remittance Blanks, and free use of holder two years, to all whose orders are received during December for above system. Order at once of

L. A. ELY, Alma, Michigan.

This insures against disputed accounts.

Justice Courts Spectacles For the Gods to Weep Over.

Written for the Tradesman.

One day last week I walked into a prosperous drug store in Southern Michigan and found the junior proprietor engaged in the work of sorting and destroying a mass of neatly made-out bills and statements.

"What's up?" I asked, with the freedom of long acquaintance. "You must be doing a whacking business if all those accounts have been settled since the bills were made out."

"Settled nothing," exclaimed the druggist. "About a thousand dollars in goods and profits settled on the wrong side of the ledger. That is the way they're settled."

"Bad debts, eh?"

"Bad, very bad, under present conditions," replied the merchant. "A majority of the people represented in these bills are legally responsible, but I've got done trying to enforce payment. We sued a man the other day and I got quite enough of that sort of thing."

"Can't you use a collection agency?"

"Never tried. No agency could collect these bills in this town. I think I'm hoodooed."

The merchant pulled thoughtfully at his cigar for a moment and then began again.

"I got a little indignant about three months ago and sued a customer who not only wouldn't pay, but who frequently indulged in the pastime of kicking our collector out of the store and down the street for a couple of rods. Of course, no well regulated business house ought to stand that sort of thing. The debtor kicked, the collector was kicked, and we were forced to make a kick against the kicker! See?"

The painters and paper hangers who were smoking bad cigars and worse pipes about the stove emitted a succession of haws-haws, not having heard the joke over and above a thousand times before, and the senior proprietor got up and went and looked out of the front door, his hat on the back of his head and a patient smile on his face.

"So I sued the fellow," resumed the druggist, "and, after about a dozen adjournments, which were attended to by our attorney, the case came on for trial. The minute I got into that justice court I was ready to abandon the suit, and I'm not much of a quitter, as you know. The justice had the rheumatism or the gout or the kissing bug complaint, imported from the Orient, I guess, and had used boiled vinegar to relieve his aches and pains. The windows were all shut tight and the place smelled like the cellar of an incompetent grocer on a foggy day. How that boiled vinegar did loom up! And the crowd there was about the stove! Worse than the audiences we have here!"

The druggist got up and opened a back window and walked up and down in the fresh air.

"I can smell that room now," he said. "I never saw or smelled, rather, anything like it before or since. Judging from the appearance of the chair warmers, soap had gone out of existence and bathing was a lost art. They were literally surrounded by an atmosphere all their own."

"The justice called the case and the debtor demanded a jury, or my attorney did, or some one did; anyway, a rum-nosed constable went to work to get up a jury. He wrote down a lot of names, the names of business men he knew he couldn't find, went out for half an hour,

and came back and made up a jury out of the rag-tag-and-bob-tail about the stove. Oh, that was a jury to make the wings of the goddess of liberty drop off, to make the American eagle take to the woods! There were two saloon helpers—the chaps that empty cuspidors and sweep out—an expressman who owned a rig with a mule and a rope harness worth about five dollars, a man whose wife takes in washing to support her children, a bartender out of a job and an ex-constable, partially intoxicated.

"That was a jury for your whiskers, as my attorney observed, but he said there wouldn't be any use in trying to change it. The constable had quite a tank on and he would be sure to go to the saloons for some one to take the place of every man thrown off, and this batch was partly sober, at all events."

"Fine courts you have here," I suggested.

"Fine is no name for it," said the druggist. "And so that bum jury, not a member of which had any more notion of business honor and equity than has a hog of the South African problem, went on to try that case, in that dreary, stinking old room, with the plastering crumbling off the filthy walls, and the spiders in their webs on the dust-darkened windows looking infinitely more respectable and decidedly cleaner than the ragged human spiders smirking about the odoriferous old justice."

"But I discovered there that the justice was high mogul in that pest house of a place. The court room was his castle and no mistake. He held things down with an iron hand. He was the whole thing, from the torn copy of Howell's statutes on the table to the question of the adhesiveness of paint."

"You see, the suit was brought to recover on a bill for house paint and service, which, by the way, the defendant did not deny having received. He, however, set up the plea that the paint was not of good quality and that it actually did harm to the innocent and unoffending exterior of his house, to which it had been applied harshly, and with much claimed profanity on the part of the painters and a brush."

"He had witnesses there to show that he ought to have pay for the use of the outside of his house while the paint occupied it. He had a pair of hopeless imbeciles—neighbors, I understand—who swore that the paint cracked off at such a rate that the noise kept them awake at night. Oh, he had a choice lot of perjurers, I can tell you."

"He had experts who didn't know a pail of paint from the brush of a dog's tail and all our proof was fired out on some technical grounds. A man to win in that court has got to have a red nose and a breath like a basement kitchen in fly time. And the jurors sat there and begged chewing tobacco and rolled cigarettes from ten until half-past eleven, and from two until three, and from nine until ten, and made a day and a half of it, and I had to foot the bills!"

"Beat you, did he?"

"I should say he did! Hands down! I expect he'll sue me now for the rent of the land around the house while the men were putting on the paint. He'll win if he does. I won't have any more lawsuits. When I am sued I'm going to buy up the justice, and if I can't do that I'll get some man with a good strong stomach to take him out and murder him. When I can't collect my own bills, I'll burn them. No, sir, you don't see me mixed up with law any more."

I don't know but the merchant was right. Perhaps he exaggerated his case, putting it a little strongly, but there is no doubt that some of our justice courts are spectacles for the gods to weep over.

Alfred B. Tozer.

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
1 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 Naeefas	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

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.

Around the State

Movements of Merchants.

Fennville—W. A. Swartz has opened a meat market.

Ovid—A. N. Putman has embarked in the furniture business.

Rockford—R. B. Squires has engaged in the meat business at this place.

Lilly—Alfred Ellis has purchased the general stock of Mrs. A. G. Runnels.

St. Charles—Dr. John A. Griffin has sold his drug stock to J. R. Standard.

Locke—F. R. Dakin has purchased the general stock of G. H. Price & Co.

Stanley—Owen Bros. are succeeded by Nelson Toland in the grocery business.

Charlotte—Emanuel Levy, of the clothing firm of Greenman & Levy, is dead.

Clio—Wm. Giberson, general dealer at this place, has sold out to Weinberg Bros.

Marshall—B. A. Kelleher succeeds Van Dusen & Co. in the boot and shoe business.

Otsego—The H. E. Earle drug stock has been bid in by the mortgagee, F. E. Bushman.

Menominee—John Peterson & Co., dealers in men's furnishing goods, have sold out to Paul Ostholm.

Menominee—Bernard Simansky has sold his stock of clothing and men's furnishing goods to Isaac Simansky.

Lowell—Dwight Henry, of Grand Rapids, and C. W. Klump have purchased the meat market of J. E. Lee.

Port Huron—Wm. Canham expects to move his wholesale business into his new store on River street about Jan. 1.

Manistee—A. J. Kreuger has opened a grocery store in the building recently occupied by the grocery stock of J. A. Johnson, Jr.

Ann Arbor—The flour and feed firm of Heinzmann & Laubengayer has dissolved partnership, John Heinzmann succeeding.

Battle Creek—Robert Binder meat dealer, will shortly erect a six-story stone building at the rear of his present business location.

Sault Ste. Marie—John J. Gardner has purchased the grocery stock of Tate Bros., and will continue the business at the same location.

Slocum's Grove—Passage & Avery have engaged in the drug business at this place, placing C. L. Gold in charge of the store.

Allegan—L. L. Thompson has sold an interest in his drug stock to P. M. Grice. The new firm will be known as Thompson & Grice.

Wayland—J. C. Yeakey and D. A. Stockdale have formed a copartnership and will engage in the agricultural and vehicle business Jan. 1.

Hastings—Burr Warner, who has been employed in the grocery store of S. E. Phillips, has decided to engage in the grocery business on his own account.

Bellaire—F. D. Flye, the new proprietor of the Phelps hardware stock, has purchased the hardware stock of Ira A. Adams and will consolidate it with his own stock.

Houghton—The furniture for the drug store of B. T. Barry is being rapidly gotten into place. The new store is expected to be a model of its kind, all the fixtures being of mahogany.

Cassopolis—G. M. Kingsbury is arranging for the disposal of his dry goods stock in order that he may devote his entire attention to the business of the Cassopolis Manufacturing Co.

Coldwater—F. E. Merrick, of Bluffton, Ind., has leased the south half of the building recently vacated by the American Cigar Co., and will occupy it Jan. 1 with a miscellaneous stock of goods.

Mt. Pleasant—Morris E. Graves has opened a bazaar stock in one store of the building on North Main street recently erected by I. A. Fancher. Patrick Leahy occupies the other part with a stock of groceries.

Buchanan—J. Hershenow, who has been employed as cutter for G. H. Parkinson, has purchased the stock of cloth and trimmings owned by the late Wm. Trenbeth and will engage in the merchant tailoring business.

Owosso—The Foster Furniture Co. has purchased the hardware stock of Blackwood Bros. and placed Morris Southard in charge. The hardware business will be conducted apart from the furniture business, being carried on at the present location of the stock.

Detroit—Selling & May have filed articles of association for the purpose of conducting clothing stores in various Michigan cities. The capital stock is \$25,000, 10 per cent. of which is paid in. The incorporators are Abraham and Bernard S. May and Bernard B. and Joseph L. Selling.

Holland—Wm. G. Van Dyke and Luke Sprietsema will open a hardware store in the Van Dyke block on River and Ninth streets, as soon as the present stock of groceries can be disposed of by Mr. Van Dyke. Mr. Sprietsema has for some time been engaged as clerk in the store of J. A. Van der Veen.

L'Anse—The general mercantile business heretofore conducted by John Campbell has been taken hold of by Mrs. E. L. Mason and others as mortgagees. The store was closed for a few days to allow of an inventory of the stock being taken, and was opened on Wednesday under the name of Mrs. E. L. Mason & Co., with Philip Voetsch as manager.

Detroit—The directors of the Wayne County Savings Bank will hold a meeting January 11 to vote on raising the capital of the bank from \$150,000 to \$400,000 and decide on the manner in which new stock shall be issued. This meeting will be held in obedience of the law passed by the last session of the Legislature that every bank with deposits exceeding \$5,000,000 must be capitalized at not less than \$400,000.

Detroit—On December 8 it was decided by the Continental Tobacco Co. to change the base of management of the sales department of the Scotten branch from Detroit to New York. This takes the active management of that department out of the hands of Oren Scotten and Jno. A. Gerow. Mr. Scotten continues as resident director and Mr. Gerow as cashier of the Scotten branch. The decision was heard with regret by the salesmen, some of whom have been with the Scottens over a quarter of a century, and to express their feelings they drew up resolutions showing their appreciation of Messrs. Scotten and Gerow.

Manufacturing Matters.

Bellaire—At a meeting of the directors of the Bellaire Woodenware Co., W. G. Phelps was elected to the offices of Vice-President and Superintendent, vacated by F. D. Flye.

Battle Creek—Two more important manufacturing enterprises will locate in this city. Both are companies for the manufacture of health foods and cereal coffee. One concern has a capital of

\$100,000 and the other of \$80,000. Both enterprises are backed by Chicago capital. The new factories will employ about 400 men and women.

Saginaw—The Davis Lumber Co. has filed articles of incorporation. The capital stock is \$25,000, of which Charles H. Davis subscribes \$12,500; Arnold Boutell, \$6,250, and H. J. Gilbert the same amount.

Charlotte—The Pope Co. has been organized with a capital stock of \$25,000 to engage in the manufacture and sale of patent medicines. The incorporators are H. J. Jennings, Van J. Tears, M. Pohe and A. B. Collins, all of this place.

Detroit—The W. F. Stimpson Co. has been organized with a capital stock of \$100,000 to engage in the manufacture of scales on patents owned by W. F. Stimpson. The incorporators are W. F. Stimpson, S. R. Miller, G. H. Paine and J. W. Leggett.

Portland—Frank Mowers is superintending the erection of a creamery building at Tremayne's Corners in Orange. The building is the same size as the Portland creamery; and where the one here cost \$5,900 the one in Orange will cost but \$3,800.

Paw Paw—Negotiations are now in progress whereby a basket factory will probably be located at this place. There is a fine water power here which could be developed, besides which the location would be of the best, on account of being right in the midst of the peach belt.

Ogden Center—Some time ago a proposition was submitted to the citizens and farmers in the vicinity of this place by Brown Bros., of Seward, Ohio, to raise a bonus of \$380 to build and operate a cheese factory. There have been several meetings held during the summer and fall and recently the money was raised. It is not learned just where the factory will be situated, but the material will be put on the ground at once, and the institution will be in operation by spring.

The Boys Behind the Counter.

Ludington—Frank Loppenthien, who has been employed in Fred Paquette's drug store, is now clerk in John Magnusen's store in the Fourth ward. Charlie Hansen, who worked for Mr. Magnusen, is now filling a similar position in a Manistee drug store.

Long Rapids—H. Marsden has a new clerk in his general store in the person of Charles Reed, of Coopersville.

West Bay City—Beach W. Cook, who has been clerk for Brown & Tupper, the druggists, for nearly a year, has taken a similar position in the drug store of C. H. Wilber at St. Ignace. He will leave for there Dec. 15.

Homer—John Adams, of Adrian, a registered pharmacist, is clerking at Bangham's drug store.

Port Huron—Eugene Carey is now employed at the store of the Ballentine company.

Saranac—E. A. Anderson has secured a situation in the jewelry store of R. E. Van Houten at Ionia.

St. Ignace—Ben. Alpert, late with J. H. Steinberg, has taken a clerkship in Winkelman's store.

Cheboygan—John A. Perry, who is behind the counter in M. A. Randall's hardware store, was married Thanksgiving eve to Mrs. Almira Provancha.

Elsie—Geo. Duncan, who was formerly in the employ of H. G. Pearce & Son, has accepted a position in the grocery store of W. S. Lusk.

The Produce Market.

Apples—Selected cold storage fruit is meeting with active demand and ready sale on the basis of \$3.50@3.75 per bbl. for Spys and Baldwins and \$4 per bbl. for Jonathans and Snows.

Beets—\$1 per 3 bu. bbl.

Butter—Factory creamery is scarce and strong, local dealers being unable to secure sufficient supplies to meet their requirements. The price hovers around 25c, because any higher figure would tend to curtail consumption. 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—60@75c 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. The price will probably go higher before Christmas.

Dressed Poultry—Spring chickens are in strong demand at 9c. Fowls are in good demand at 8c. Ducks command 10c for spring and 8c for old. Geese find a market on the basis of 8@10c 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—Dealers are unable to secure over 18c for candled stock, on account of cold storage supplies being pushed out on the basis of 16@17c. Receipts are not large and the average quality of receipts is below par. An 18c price for candled stock means about 16c to the country shipper. A local house is flooding the trade with cards, offering 10c on track, but the financial condition of the house is not such as to justify the confidence of the trade. For further information on this point, communicate with this office.

Game—Rabbits are in fair demand at \$1.20 per doz. Squirrels are in strong demand at \$1.20 per doz. Mallard ducks are in active demand at \$4.50@5 per doz. Teal ducks command \$2.50@3 per doz. Common ducks fetch \$1.50. Sand snipes bring \$1 per doz. and yellow-legged \$1.75 per doz.

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

Live Poultry—Squabs, \$1.20 per dozen. Chickens, 6@7c. Fowls, 5½@6½c. Ducks, 6½c for young and 6c for old. Turkeys, 8c for young. Geese, 8c.

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

Onions—Spanish are steady at \$1.60 per crate and home grown are active and moving at 35c for Red Weatherfields, Yellow Danvers and Yellow Globes and 40c for Red Globes. The cold weather has caused an improvement in the demand, but movement is slow.

Parsnips—\$1.25 for 3 bu. bbl.

Potatoes—The market is stronger at some points, notably Pittsburg, to which shipments are being rushed by some shippers. Outside buying points are taking in stock as fast as it can be handled on the basis of 30c.

Squash—Hubbard commands 1½c per pound.

Sweet Potatoes—Kiln dried Jerseys are in good demand at \$4@4.25 per bbl.

Turnips—\$1 per bbl.

Too Near the Truth.

The coal merchant looked at himself uneasily in the glass:

"I am getting too stout," said he, "I must reduce my weight."

"I think you have reduced it too much already," said the man who bought half a ton from him the day before.

During the next few minutes the coal merchant was burning with indignation, and the customer displayed considerable warmth.

Holiday Excursion Rates For Christmas and New Years.

Tickets will be sold Dec. 23, 24, 25, 30 and 31, 1899, and Jan. 1, 1900, to all local points and to points on connecting lines at one and one-third fare for the round trip. Return limit Jan. 2, 1900. W. C. Blake, Ticket Agent.

Grand Rapids Gossip

The Grocery Market.

Sugar—There is no change in the raw sugar market, 96 test centrifugals being still 4¼c. Refiners were not anxious buyers, although at present prices some business would result if there was anything offered, but in the absence of offerings very few sales were made. Regarding the Louisiana cane crop, it is now estimated that it is 175,000 tons this year, as against 224,000 last year and 310,447 the year before. Refined sugar remains unchanged with fair demand. Most of the sugar purchased just now is coming from the beet sugar factories, which are turning out an excellent grade of sugar. The total stock of sugar in the United States is 200,068 tons, against 90,731 tons a year ago.

Canned Goods—There is almost nothing new in the market for canned goods. Offerings are limited to very small quantities and prices are advancing. There is almost nothing left of some sorts, and holders do not care to dispose of what they have in hand. There is strong probability that prices will advance sharply when spring buying begins and even now buyers are wondering where they are going to get stocks to supply their customers. All dealers unite in the assertion that they were never so short of offerings as at present. The shortage of crops and the increasing demand combine to create an exceptionally strong situation, and trade is slow because of this condition. From all quarters come reports of a better feeling in tomatoes, but no quotable change in price has occurred yet. There is an impression that the increased buying which begins early in the year will cause an advance in prices and put tomatoes on a better basis. Unquestionably, the outlook for tomatoes is good, because fruits are short and consumers will take tomatoes as a substitute wherever they can be made to serve. Corn would sell freely at present prices if it were obtainable, but the supply is short. Holders are firm in their views as to prices and movement is slow. There are no supplies of New York State corn obtainable. Maine sorts are all sold out and there is very little left of Maryland brands. Prices are firm and buyers have difficulty in securing even small quantities. Of all the articles in the list of canned goods, peas are relatively the shortest pack. It will be remembered that aside from a few localities the quantity put up didn't average one-half the usual amount and, as a whole, one-third would probably include the pack. The greatest shortage is in the poorer grades and buyers will find when they undertake to replenish stocks that they must pay a good round price for what they want. Peas have been steadily growing in favor among consumers until now scarcely any vegetable has as many friends. The consumption of peas is not as large as that of tomatoes and corn, but this is largely due to the fact that they can not be used for a variety of purposes, while the other two can. Formerly all peas were packed by hand, as the selected grades are now, but the introduction of modern machinery has cheapened production to such an extent that the industry has grown greatly in the past few years. Knowing these facts, buyers were early in the field last season purchasing futures and arrangements for distribution on a large scale were made. Future sales far exceeded anything previously known, and

all those interested felt positive of the best year ever known. Numerous unfavorable causes combined to reduce the yield, the result being that nearly all orders had to be scaled and in rare instances only did buyers receive the full quantity purchased. The outcome has been constantly advancing prices and restrictions of business. Consumers have demanded supplies, but buyers have been unable to find them and now prices are higher than they ever were before at this season, while trade is at a low ebb because practically nothing is procurable. Buyers are beginning to place orders for future delivery already and prices range 10@15c per dozen higher. Beans are steady and supplies are more or less reduced. Very few will be left by spring, and the indications are that the entire output will be consumed before the new crop is ready for market. California fruits are scarce, firmly held and prices tend upward. The feeling in the trade warrants the conclusion that trade will be better, or at least, that there will be more demand shortly. A better demand is reported for best quality canned pineapples. Seldom have stocks been so light. There is an advance of 25@50c per case on practically everything in this line. The demand for salmon of all grades continues very good, with the market very firm and the probability of an advance in the near future, as most grades are scarce. Sardines show no change in price, but the market is firm with very light stocks on hand.

Tea—No great activity is expected in tea until after the holidays. The visible supply in the United States on Dec. 1 was 60,000,000 pounds. Six months' consumption to June 1, 1900—estimated at 7,000,000 pounds per month, a total of 42,000,000 pounds—will leave an estimated stock June 1, of 18,000,000 pounds. It is generally believed that in view of this estimate, a stronger tendency in prices, with increased activity, will set in at the beginning of the year.

Dried Fruits—The business in dried fruits during the last week has been exceedingly small. Dealers do not look for much improvement, either in demand or prices, before February or March. Prunes are steady, but trade is slow and movement limited to small quantities. If the sizes wanted were obtainable there would be a brisk trade for a time, but buyers can not find what they want and refuse to stock up heavily with anything else. The result is a quiet condition of the market and some slight weakness in prices. Raisins are quiet, but prices are firm and trade is limited to small consumptive orders. There is a firmer feeling in California loose Muscatels, owing to the appreciation among the trade that the crop is short and there is some indication of an advance on 4 crowns. Seeded raisins are in good demand and have advanced ¼c. Foreign goods are selling more freely because of the relatively high prices of domestic varieties, but there is no change in quotations on any sort. Peaches are quiet but firm and trade is relatively limited. The bulk of the supply has gone into consumption, but there are ample quantities obtainable, provided buyers want to pay the price. Apricots are quiet, but there would be a ready sale for any supplies available. Enquiry has increased of late, but it has failed to bring out any offerings. Dates are in demand from all quarters and prices have advanced a fraction. About 100,000 boxes have come forward this year, the largest receipts of any year

recently. There has never been a better market for dates than exists now. The supply, according to present indications, will fall short of the demand. Currants are weaker and show a decline of ¼c. The situation in evaporated apples appears to be improving and, while no change in price is noted, there is a better feeling and a substantial advance is expected. Cold, wintry weather will put the market in good shape, as that is what is needed for good trade in dried fruit of any description.

Fish—The market on salt mackerel continues quiet, with light arrivals. Some grades of salt codfish are easier, owing to large offerings, some of the holders being anxious to clean up, as is the case at this season of the year.

Molasses—The molasses market is very firm and prices seem to continue to advance instead of declining as some buyers were led to believe. Advices from New Orleans report an advance of 2c per gallon on medium and low grade kettles. Centrifugals are also 2c per gallon higher for the prime grades. Buyers are beginning to come in the market more freely and are paying full quoted prices.

Rice—There has been quite heavy buying of domestic rice during the past week at about previous range of prices. It is reported that the domestic Japan crop is fairly large, but about one-half of the crop is inferior and a shortage is expected on the choice grades.

Green Fruits—Lemons are not very active just at present but there is the usual number of small orders every day which keeps the market in fairly good condition. Prices are a trifle firmer on 300s and about the same on 360s. Bananas continue to show weakness because of lack of demand, rather than because of increased supplies. The cold weather prevents safe shipment to any great distance and supplies are accumulating.

Nuts—Trade in nuts continues about the same at previous prices. Advices from the Norfolk peanut section confirm previous reports regarding the poor condition of a large portion of the crop. Late rains caught large quantities of the drying peanuts exposed to the weather, and the result has been that a large proportion has become mildewed. This will cause something of a shortage in the crop, but it is not yet known to what extent.

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

Hit Hard.

From the N. Y. Butchers' Advocate.

The trading stamp is again showing its head in the West. If you can get a whack at it, hit hard.

Geo. H. Cobb, the pioneer grocer south of Hall street, located at 825 South Division street, has sold his stock to Henry Clark, ex-postmaster of South Grand Rapids, and will take a much needed rest before deciding upon his future course. Mr. Cobb has been a devoted slave to his store ever since the business was established and richly deserves a respite from business cares and responsibilities.

Fred B. McKay, for the past six years connected with the Commercial Credit Co. in the capacity of solicitor and reporting clerk, has purchased a half interest in the hardware and implement stock of Wm. R. McMurray, at Lowell.

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

Re-organization of the Worden Grocer Co.

The arrest of Wm. M. Butts on a charge of embezzling \$38,000 from the Worden Grocer Co., with which corporation he was identified in the capacity of Secretary, was a genuine surprise to all but the stockholders of the company and a few friends who had been informed of the condition of things. Mr. Butts apparently does not realize the situation in which he has placed himself and will probably receive his sentence before he comes to a full realization of the enormity of his offense. That he is a criminal and now faces a charge which is one of the most reprehensible in the criminal calendar appears never to have entered his head. He insists that he has no money and is absolutely unable to account for fully \$18,000 of the amount he has embezzled. Nor are his friends or acquaintances able to throw any light on the subject. He claims to have sent \$4,000 or \$5,000 to Cleveland to contribute to the support of his parents and has invested \$2,000 or \$3,000 in local enterprises.

The stockholders of the company faced the situation in man fashion and promptly voted to subordinate their holdings to the position of common stock, authorizing the issue of \$75,000 preferred stock, which was voluntarily taken at par by the creditors to the amount of \$49,000, the remainder being placed among local capitalists, including Chas. B. Judd and C. Van Cleve Ganson, each of whom subscribed for \$5,000. This arrangement was effected in order that the credit of the company might not be jeopardized by the report of the shortage and the embarrassment which would necessarily follow in case the impairment of the capital was not made good. At the annual meeting tomorrow three new directors will be elected—Geo. B. Daniels, C. Van Cleve Ganson and Guy Rouse—and after the annual meeting the official staff of the company will probably be as follows:

President—W. L. Freeman.

Vice-President—A. J. Daniels.

Secretary—Guy Rouse.

Treasurer—W. F. Blake.

A. J. Daniels has assumed the duties of credit man and Guy Rouse has taken charge of the book-keeping and financial department. A few changes have also been made in the office and traveling forces and an energetic effort will be made by all interested in the house to retrieve the fearful losses sustained through the dishonesty of a trusted employee and associate.

Holiday Excursions to Canada.

Dates of sale: Dec. 14, 15, 16 and 17. Return limit January 6, 1900, inclusive. Rate: One fare for the round trip. Phone 606 for full particulars.

W. C. Blake, Ticket Agent.

E. C. Dinkel & Co. have engaged in the grocery business at Delton, purchasing their stock of the Musselman Grocer Co.

Martin & Green have opened a grocery store at Eureka. The Musselman Grocer Co. furnished the stock.

Morford & Evans have opened a grocery store at Olivet. The Ball-Barnhart-Putman Co. furnished the stock.

The stitch in time is all right; but it can not mend a rent that has not been made.

Life is a grind to a man who is a crank with a mind turning on one subject.

Getting the People

Some Really Excellent Specimens of Advertising.

Owen Raymo, druggist at Wayne, sends me the best collection of advertising matter that has yet been submitted to this department. It is smoothly worded, nicely displayed, and in every way worthy of praise. One of the newspaper advertisements is reproduced herewith:

You Can't

get something for nothing any easier than you can whistle while drinking, but we have bought our Christmas stock so that you may buy yours OF US at prices that will not make you much poorer. We have a large assortment of useful articles that sell at 25c, finer goods at 50c, 75c, \$1 and more. Photo Albums from 50c to \$4. A good Album at \$1 and \$2, or \$2.50 buys a fine one. Albums protect pictures best. Toilet sets for ladies from \$1 to \$4; the young men ought to see these goods. Shaving cases, collar and cuff sets at prices from 50c to \$2.50. Come to our store to see what we can only tell you of here.

OWEN RAYMO, THE DRUGGIST,
WAYNE, MICH.

A folder which Mr. Raymo submits is also worthy of special commendation.

If Mr. Raymo's drug advertising is on a par with the specimens shown here, he should be able to build up a splendid business. So few druggists advertise—and so very few advertise well—that the man who does is bound to make his mark.

When you advertise an article, be sure that you make a display of it in your windows. An attractive window display, with an attractive window card, is a great help to an advertisement, as well as a means of inducing trade on its own hook. It is a good plan, too, to have a neat glass-covered frame in a prominent part of your window, in which to display the current newspaper advertisement. Have a frame of some dark-colored wood, with the words, "Read This" or "This Week's Advertisement" painted on it in big, bold white letters. If the advertisement is of an unvarying size, have a white mat inside the frame with an opening of the proper size—otherwise paste the advertisement neatly on a piece of white cardboard.

If you advertise goods at a special price, be sure that your salespeople know about it. Make it part of their duty to know what is being advertised. Lots of sales are lost because clerks do not know of the special prices on advertised goods, and customers will go away and declare the advertiser a fraud.

Read "the other fellow's" advertisement as carefully as you do your own. Find out what he is selling, and how much he gets for it. The business man who doesn't know what his competitors are doing had better retire.

E. A. Bowman, of Howell, submits two circulars—reproductions of his newspaper advertisements—one of which I take pleasure in presenting herewith. They are both well worded and should bring business. My sole criticism is that they contain too many display lines. This is a mistake which is often made

in the effort to make several features prominent—and the result is that it makes nothing prominent. By singling

THE "Surprise Store"

We have made a gigantic purchase of

SOAP

and will put same on sale

Friday Morning at 9 O'clock

Lenox Soap for 2c
Ivory Soap for 4c

Quantity limited 25 bars to each purchaser

Saturday, December 2, we will open our branch store at Pinckney. This increases our selling capacity and by our ability to use quantities of goods we can quote lower prices than ever.

"Match us if you can."

E. A. BOWMAN

Up-to-date Bazaar. Moon Building, next to Postoffice, Howell, Mich. Pinckney Branch in charge of B. Wellman.

out the most important point of an advertisement and displaying it alone, effectiveness is given to the advertisement from the contrast. When every other line is displayed, contrast is lost, and the display becomes ineffective again.

* * *

The advertisement of Parker Bros., of Traverse City, could be improved by a

119 Babies!

That's a lot of babies, but if there were that many in our store at once we could fit them all with shoes. If your baby needs shoes it will pay you to come and see our line.

Babies' soft sole shoes, button	25c
Babies' kid Moccasins, assorted colors	25c
Babies' fleece lined Moccasins, assorted colors	35c
Babies' soft sole shoes, lace, kid and silk vesting top	50c
A well made all kid shoe with hand turned sole	50c

PARKER BROS.,

Front Street,

Traverse City.

different heading and introduction. Typographically, it is good, and it quotes an attractive line of prices, but the heading is merely catchy and not instructive. This form would be preferable, it seems to me:

Shoes for the Tots

Dainty coverings for their tiny feet, from the first moccasins to the hard-soled shoes for the little one who is just beginning to toddle. All of them rightly shaped, too, so as not to cramp or confine the tender little feet—and priced most moderately.

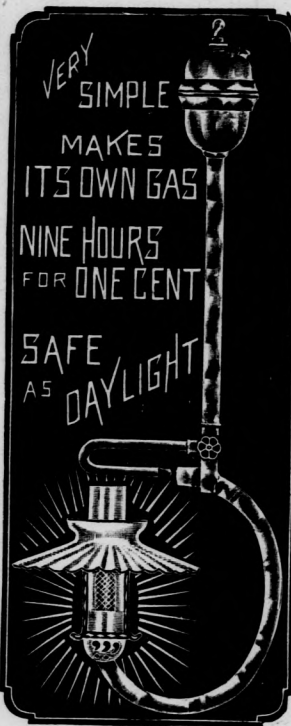
(List of prices.)

W. S. Hamburger.

Is Epidemic Hallucination the Cause? Written for the Tradesman.

Is it a mild type of epidemic insanity? This pertinent query is suggested by reading the newspaper reports of the collapse of two infamous swindling combinations whose business was robbing the people by fraud and misrepresentation, to wit, the Investors' Trust of Philadelphia, the Franklin Syndicate of

For Store Lighting and Family Use



Or any place where good light is needed. There are several other gasoline lamps on the market that burn sometimes and sometimes they don't. If you want one that is always reliable get the

Brilliant Safety Gas Lamp

100 candle power. One quart gasoline burns 18 hours. Gaslight 15c a month. Over 10,000 now in use. A desirable Christmas present. Every fixture makes its own gas. Anybody can operate it. It is portable and can be hung anywhere. One burner equal to five electric bulbs, two Rochester lamps or the best Weisbach gas burner. Absolutely safe and approved by the leading insurance companies and boards of underwriters. Write for illustrated circular and particulars. Do not let your neighbors outshine you.

Brilliant Gas Lamp Co.,

46 and 48 Clark Street,
Chicago, Ill.

When writing to advertisers please mention the Tradesman. George Bohner, Agent.

Do You Want to Increase Your Trade?

Then give your customers the old reliable

Green Seal Cigars

Made in three sizes:

Green Seal, 10 cents, 3 for 25 cents

Green Seal Boquet, 10 cents, 3 for 25 cents

Green Seal Regalia, 10 cents straight

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. Why not give the best and draw trade?

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, Regalia size and shape cigar of the highest quality for a nickel. Send us an order for either or both brands and we will guarantee you satisfaction.

B. J. REYNOLDS, Grand Rapids.

Brooklyn, with the certain prospect of other kindred confidence schemes following suit in the near future. Developments already prove a far-reaching conspiracy to rob the confiding people of all conditions, whose weakness is in looking for something in return for nothing at the same time, in every state in the Union; and their scheme seems to have been successful, for a wail of disappointment and mortification arises from all points of the compass. Their specious literature has been sown broadcast among the people throughout the entire country, and the illusive pictures drawn by their oily-tongued local agents of fabulous returns of interest upon investments have carried weeping and wailing into thousands of happy homes. The fact that every inducement offered, and every argument used to prove their ability to perform what they promised their investors, was in conflict with every principle of legitimate business should have been sufficient warning to the most confiding of their patrons to avoid all business relations with them. That all these self-evident facts were ignored by their victims can be accounted for only upon the theory of monomania or mild insanity. Unfortunately, their victims are recruited from the class of citizens least able to bear the losses. That the legitimate business of the country must suffer to a great extent is inevitable, because the debtor classes are the heaviest losers in proportion to their means. Farmers and farmers' wives, working men and domestics of all kinds, small tradesmen and their clerks, some of whom have left their debts unpaid and some are known to have borrowed the money to invest, have drawn their hard-earned savings deposits and for months poured them in a steady stream into the capacious maw of these octopi, in pursuit of sudden wealth, which, like a will-o'-the-wisp recedes as they follow, until it has landed its victims in the slough of disappointment with loss of the savings of years of toil. Even the teachers in our public schools have ignored every fundamental principle of finance and trade and are weeping in silence over their losses and relearning the first principles of legitimate trade they were supposed to be teaching their pupils.

Upon what other theory except mental aberration can we account for all this? The real extent of this public calamity will never be known, as thousands of the small investors, from feelings of pride or mortification, will grieve over their folly in silence. The disease seems to be out of the reach of remedy, but might perhaps be mitigated by making every local agent of the swindlers, who are usually men of intelligence, judging from those in Shiawassee county, meet the criminal consequences of their share in the conspiracy to deceive and demoralize the public. From a moral point of view the duped victims themselves are not altogether blameless. Their example and influence have deceived others and urged them on, thus spreading the poisonous miasm of monomania. At present it is impossible to approximate the extent of these gigantic swindles in figures, but when we reflect that it is estimated that Shiawassee county alone has contributed \$60,000 to the robbers' funds of the Franklin Syndicate of Brooklyn the full extent of the operations of these gangs of swindlers can be realized. And fancy the beneficiaries of these nefarious schemes contemplating from their hiding places of safety with fiendish glee the ruin they have wrought.

W. S. H. Welton.

THE NEW YORK TRIBUNE.

The Tribune Starts a Handsome Tri-Weekly Edition.

1900.

The New York Tribune is loyally Republican on all public questions, although it never distorts the news for party purposes and never screens misconduct in public affairs because discovered among party friends. The Tribune commends itself to every Republican family in the country, not only by its decency and dignity, but by its wide variety of contents and its vigorous editorial arguments in favor of the masterly policies which have brought genuine prosperity to the country and glory to its arms and which promise high prestige in the future.

The persistent labor of The Tribune during the four years of President Cleveland, its immense circulation reaching every hillside and valley in the United States, is regarded by many friends as having contributed very materially to prepare the country for the return, in 1896, to Protection and Sound Money and to vote for a Republican candidate for the Presidency.

It may as well be confessed that one object of The Tribune, in putting forth its new and admirable Tri-Weekly edition, is to render an additional service to the great party on whose success in 1900 a continuation of business prosperity and wise government depend.

A Great Daily.

The Daily and Sunday Tribune, \$10 a year (the latter having an Illustrated Supplement of 20 pages of great beauty and interest), with its wealth of general information and attractive special features and pictures, is, by far, the best and most valuable edition issued from the Tribune office. For a business man, who can receive it at a reasonable hour, this edition is superior to all others.

A Handsome Tri-Weekly.

The Tri-Weekly Tribune, \$1.50 a year, has recently superseded the late Semi-Weekly Tribune, and is a handsome, fresh, breezy, every-other-day newspaper. It will, we think, prove the best substitute for a metropolitan daily yet found. Every number is as good as a daily of the same date. For many people it will answer the purposes of a daily. It gives one more number each week, for half a dollar less a year, than the former Semi-Weekly. In addition to the news, editorials and market prices, it prints each week a great variety of pictorial, literary and other entertaining matter, including humor, book reviews, "Asked and Answered," foreign letters, "Home Topics," fashions, fiction, agricultural data, advance information for business men, "Science and Mechanics," etc. The market prices are accurate and standard. It is always safe to look at The Tribune before buying or selling country produce. As a family newspaper The Tri-Weekly Tribune has no superior in the United States.

The Tri-Weekly Tribune has been put forth in response to the growing demand for more frequent issues. It is cordially recommended to every reader who wants the cream and spirit of The New York Tribune and who lives too far away for the Daily.

The Weekly.

The Weekly Tribune, \$1.00 a year, holds its own as a great low-priced farmers' and family newspaper. It can usually be obtained at advantageous terms in conjunction with local weeklies.

Sample Copies.

Sample copies of any edition will cheerfully be sent, free of charge, to those desiring them. Address always,

THE TRIBUNE,
New York City.

More Practical.

"Are you one of the heart-hungry women of whom the poet talks?" asked the soulful young man.

"No," replied Miss Parvenue with a decided shake of her head. "I can't say that I am. My preference is for liver and bacon."

Advance Cigars

For 5 cents. Long Havana Filled.
Without an Equal.

The Bradley Cigar Company

Greenville, Mich.

Also Manufacturers of the Improved

Hand "W. H. B." Made

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



WORLD'S BEST

S.C.W.

5C. CIGAR. ALL JOBBERS AND
G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICH.

H. M. Reynolds & Son,

Manufacturers of

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

Grand Rapids, Mich.

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

ESTABLISHED 1868

Detroit, Mich.

Foot 1st St.

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.

1900

Do you want a Calendar?

Do you want a handsome Calendar?

Do you want a business-bringing Calendar?

If so, delay no longer in communicating with the largest and most extensive calendar makers in Michigan, the

Tradesman Company, Grand Rapids



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - DECEMBER 13, 1899.

STATE OF MICHIGAN } ss.
County of Kent

John DeBoer, being duly sworn, deposes and says as follows:

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of Dec. 6, 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 ninth day of December, 1899.

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

GREATER VIGILANCE NECESSARY.

The ease with which the Secretary of the Worden Grocer Co. was able to embezzle nearly \$40,000, which loss would have wrecked the institution but for the heroic manner in which the moneyed stockholders of the corporation promptly came to the rescue by furnishing ample capital to make up the shortage and other losses resulting from lax credits and loose business methods, naturally suggests that similar conditions may exist in other business institutions where such implicit confidence is placed in a business associate that no attempt is ever made to check up his work or review his accounts.

Notwithstanding the rigid examination given both National and State banks at irregular intervals by representatives of the Federal and State banking departments, it is customary for a committee of directors to make a careful and detailed investigation of the affairs of the bank at least twice a year. Besides, it is customary to place all employees who handle any considerable amount of money under bonds.

None of these safeguards are often employed in the case of mercantile and manufacturing corporations—excepting with large institutions like the Standard Oil Co., which has a checking system which surpasses in exactness and severity that of the general Government—yet it not unfrequently happens that the stockholders of a corporation of this character are as numerous as the stockholders of a bank and are naturally entitled to the same measure of protection. While an arrangement of this kind suggests paternalism in its most offensive form—and paternalism has never been and never will be a popular thing in this country—yet the experience of the Worden Grocer Co. naturally suggests that the interests of both creditors and stockholders demand greater vigilance on the part of officers, in default of which

the state must step in and verify the work of accountants, at either regular or irregular intervals, in the interest of those whose holdings are so small that they have no part in the active management of the business and are expected to take everything for granted until a crisis confronts them and they are called together for the purpose of assisting in contributing fresh capital to replace the losses sustained through lack of proper safeguards.

It is not generally known that hundreds of thousands of yards of cotton flannel are used each year in Kansas in the manufacture of gloves for corn huskers. A pair of gloves made of this material lasts only a few days, but the flannel is the only material that conforms to the hands and at the same time gives comfort and ease to the husker. Wesley Seip, a champion cornhusker in Republic county, has been figuring on the amount of this material used this season in that county. He says enough money was spent there for huskers' mittens to pay for a good farm. There are 144 quarter sections of land in a township. Two huskers to the quarter would make 288 huskers in a township, or a total in the county of 5,760. Each husker will use four yards of cotton flannel, making a total for the county of 23,040 yards. This, at 18 cents a yard, amounts to \$4,147.20. There are fifty counties in Kansas which this year produced on an average as much corn as Republic county. If all the men and women who are now engaged in saving the State's phenomenal corn crop wear husking gloves made of cotton flannel the sum paid out for this fabric alone will aggregate \$200,000.

Retail merchants must make concerted effort to defeat the parcels postage law now before Congress or the manufacturers, department stores and catalogue houses of the country will succeed in securing its enactment. Resolutions are all very well in their way, but one strong letter from a retail merchant to his congressman will do more good and have more effect in controverting legislation of this character than a set of resolutions as long as a lead pencil. The parcels postage system in European countries has nearly annihilated the trade of the country merchant, and unless the retail merchants of the United States take prompt action in this matter they will find themselves in the same predicament as their European brothers in trade.

The Traverse City Record demonstrated its right to rank as a metropolitan daily last Sunday by issuing a 28-page paper, including a dozen pages of historical matter, prepared by men and women who wrote from actual experience and embellished by beautiful half-tone engravings which enable the reader to form a vivid idea of early days in Traverse City and the Grand Traverse region. The edition reflects much credit on both editors and contributors, while the typographical appearance of the paper is superb.

It is easy enough to give the poor good advice; but that never quite takes the place of a Christmas turkey.

A green Christmas is probable. Much of the long green will be needed to make Christmas presents.

It does not follow that a man in the habit of lying will tell the truth when talking in his sleep.

THE REIGN OF COMMON SENSE.

One of the most uncommon things in the world is what we call common sense. Any day of the week you can go out and throw a brick and hit fifty men of genius, where you can strike one who has real good hard common sense. Yet it is by long odds the most precious gift that can be vouchsafed a human being. To possess it is to possess a sweet reasonableness that enables one to look life squarely in the face, instead of through the long or short end of an opera glass, as our prejudices happen to present it to us. The man of common sense is never carried away by extremes, but steers a middle course between the heights of exhilaration and the slough of despond. It is the ballast that keeps his boat steady, no matter whether it is fanned by the winds of prosperity or blown about by the tempests of adversity. In success it mercifully preserves him from making a fool of himself and getting kissed into obscurity; and in misfortune it keeps him from the coward's device of suicide. He knows there is always a change of luck and a new deal in the game. The man of common sense is never unduly puffed up with pride or overconceited. He never forgets there are others. He takes the good things of life in reason, and neither gets on a jag or joins the ranks of the fanatics. Humbugs do not humbug him nor gold brick people sell him their wares, because he knows we never get something for nothing. Solemn airs do not impose on him. He never slops over himself with sentimental gush. He never runs after the fads of the moment. Prejudice does not warp his judgment. He never poses for the benefit of the world. If sorrows come to him he does not picturesquely bemoan himself and repine at the inevitable. In the day of prosperity he goes slowly and discreetly, for he knows riches have wings that are chiefly used in flying away from us. To every difficulty of life he brings common sense and finds it offers a solution. In business affairs it keeps him from worrying overmuch. It prevents him from wasting tears and time over the spilt milk that can never be recalled. In short, it is the quality which enables a man to line up and accept the situation, whatever it is, without kicking. In only one thing in life has it ever been felt that it was impossible to apply common sense with advantage, and that was in affairs of the heart. No one who ever fell in love, or out of love, even thought of such a thing as using any reason about it, and the results have often been tragedies that have caused death and tears and life-long sorrow. It is, therefore, extremely gratifying to learn a new order of things is being inaugurated, and that common sense is being introduced into lovemaking, with the most gratifying results to all concerned. According to a dispatch in a Washington paper a young man of that city, about a year ago, met a beautiful and clever young woman, with whom he fell in love. They became engaged and when she returned to her home in the West the young man bombarded her with letters and on one occasion made her a visit. After a time, however, the young woman found that she had mistaken the state of her affections and she bestowed her hand upon another. Instead of using reproaches and hysterics and tears, this up-to-date young couple dealt with the subject on a purely practical and common-sense basis. The girl figured out that the Washington

sweetheart's letters were worth \$300, and the time and expense of his trip to see her \$500, while she assessed the damage to his heart, and the wear and tear of his affections at \$200 more. She thereupon drew her check for \$1,000 and sent it to him and he sent her a receipt in full to date, and, as the diplomats say, the incident was closed. What an improvement over a duel, even a French one, and over vulgar suicide! Blessed be the reign of common sense!

GENERAL TRADE REVIEW.

The week shows the most decided decline in stocks recorded since the financial stringency in New York banks set in some months ago. As the stringency is less in evidence now, the cause for the stock depression must be looked for elsewhere. Naturally the first place to look is the English situation; but while the reverses in Natal must materially affect both the buying and selling in London, the influence, considering our lessening dependence on that market, is not sufficient to account for any great part of the decline. The true explanation is suggested by an analysis of the changes in the market, which show that the decline in prices is the result of over anticipation of the future in combination and capitalization. In the changes those stocks have suffered most which have pushed their products beyond the warrant of legitimate trade conditions, thus giving a stimulus to competition, which is now becoming manifest to an extent to show the degree of presumption on the part of such corporations. It is possible that the adverse decision of the courts in the pipe case may have influenced the market a little, but the fact that the pipe combine was only a trust, and therefore on an entirely different basis from the regular industrials, prevents any real significance in the decision. The decline in stocks comes with no slackening in the general volume of business. On the contrary the undue stimulus in competition, which is the real cause of the reaction, serves to swell the vast aggregate. As yet prices are generally maintained or advancing.

Some conception of the progress in textile industries comes with the announcement that the American Woolen Company advances wages of 26,000 hands 10 per cent. Probably this sets the pace for others, as the advance of 10 per cent. in the Borden cotton mills is now being followed by employers of 150,000 hands or more. The rise in woollens suggests competition, for, even although just marked up in order to prepare for the next season, prices of woollen goods have risen only 19.2 per cent. from their lowest, but one hundred quotations of wool by Coates Brothers, of Philadelphia, have risen 37.1 per cent. from the lowest and average about 24.7 cents. Cotton goods have advanced 28.70 per cent. and are constantly rising, although raw cotton at the highest had advanced only 33.04 per cent., and is now only 24.01 per cent. higher. The demand for goods in both branches is strong, and in cotton appears little affected by speculation in the material.

The grain market maintains nearly a parity with that for the same season last year, the less movement of wheat being balanced by a greater one of corn. Prices have tended downward on account of favorable crop reports both in American and foreign fields.

The man who laughs last laughs best. The man who laughs most should have the best teeth.

HONEST MEN WANTED.

Diogenes is out again with his lantern. A dozen American cities, more or less, are hunting high and low for a mayor. All over the country are cities wailing over depleted treasuries. The country is tired and sick of listening to the political nonsense of party crimination and recrimination and, with Diogenes at the head, is out on a general hunt for that rarest of human beings—an honest man. There is no lack of candidates. The woods are full of them. So are the avenues, the byways and the back alleys, and they are alike in this, that they all want the public office for the purpose of forwarding some private gain. It was once thought that the man who had been successful in the management of his own affairs was the only one who could safely control public concerns; but from that wise way of our fathers we have drifted through indifference and want of public spirit and incompetency has sneaked into municipal responsibility and depleted the public treasury.

If the condition of things were less appalling, it would be amusing to listen to the outraged citizens as they look into the empty money bags of city and county and town. The English tongue, copious and flexible as it is, has no words strong enough to express the general execration. The superlative has lost its force and glaring eye demands from glaring eye an explanation. There is but one and self-accusation alone prevents its expression. These thieves and robbers are men chosen by the community in which they live—representative men—to do the public work. They are a part of the whole and have been doing what any other set of men would do had fate favored their election. In the "bum" wards of the city nothing else can be expected, but what else can be expected in the rest where the same element is allowed to come in and have control? The river can not rise higher than its source, the water is the same be it clear or roily and, dreadful as the statement is, the thieving element is a faithful representative of the citizens who submit to such elections. When the portending ruin comes the victimized town rises in its strength, cleanses the city of its impurity and after a search with the lantern places an honest man in the executive chair with a satisfied, "Now, then!" and starts in on the same old circuit.

If there is any one fact which ought to be admitted by this time, it is that the politician, as he is now understood, is the last man to be seated in the public chair. He strives for the place and gets it for one purpose and the empty treasury tells exactly what that purpose was. If he finds the public cow gentle, he is glad to relieve her of every drop of milk and, remembering that the stripings are the richest part of the milking, he gets the very last and he does it kindly. If she proves restive and is inclined for any reason to hold back her milk, by methods well known to him she is forced to stand and deliver and the contents of the milk pail are taken good care of in his own private milk house. The result in either case is the same. Public office is a public trust just so long as private interest can control it, and that is plenty long enough.

The Tradesman submits that the time has come for these professional milkers to be discharged and a hired hand engaged who understands this part of the business. The man should bring his credentials with him and the chief of

these should be from those men who have known him long and well. Has he managed his own affairs skillfully? Is he at the head of important interests? Is he honest to the core? Does the greater part of the best business men endorse him? A goodly number of similar questions might be added; but it is the business man from first to last and all the time who is to select this all-wool-and-yard-wide candidate for public office. Into the business quarter of the town with his lantern must the old Cynic be directed, for there, if anywhere, will be found the man whom the world is suffering for to-day.

It will be said—it has been said—that men at the head of a prosperous business can not afford to fill these offices. How would it do for the public who has been robbed until nothing is left worth stealing to pay these men enough so that they can afford to fill them? It is a question settled many times a day. The man who can manage large interests commands a large salary in private corporations. Is the welfare of the city of less concern and shall the man at its head be less generously treated? As a question of dollars and cents, will it cost the city more to pay a salary of \$25,000 to a man who earns it than it will to pay him with honor and have him plunder \$100,000, a sum which sinks into insignificance when compared with amounts which have been stolen from the treasuries of the complaining cities? That is the condition of things to-day and it remains to be seen how long it will take them to look matters squarely in the face and be governed by them.

The Tradesman by no means asserts that all business men are honest. It does mean to assert that the business man in every community who is well known there and is known to be honest and has won for himself a competency by his honesty and business ability is the best man to take care of the public business of that town; and it asserts, too, that that community will find itself more prosperous by paying its best man a liberal salary for such management than by practicing the methods too often now in vogue. Finally it believes that, in nine cases out of ten, when the searching lantern has found its man, that man, the best for the place, will be in the ranks of trade.

A new headlight for locomotives will, in the opinion of experts, prove of great value in certain districts. It is a powerful electric lamp, with a reflector so arranged that the rays will be thrown vertically into the air to a considerable height. The exact position and direction of a train will thus be made known even in hilly districts.

General Grobler, of Orange Free State, is rather versatile in the matter of his peaceful occupations. He is a grain grower, an ostrich farmer, a stock raiser and a diamond mine owner. Although only 36 years old, he has for some time past been an influential member of the volksraad, representing Philopolis.

A recent police order in Chicago prohibits freak advertising in the streets. To one man arrested, dressed as an Irish knight of olden times and bearing a tin shield with an advertisement upon it, a police captain said: "Why, that rig would make an automobile balk. It shall not be permitted."

A man who is short when borrowing can even up by being long in paying.

THE INSIDE TRACK.

Far too much worry is finding expression in regard to China. If the same anxious souls who are borrowing all this trouble would remember that "getting left" is not a prominent feature of the American make-up life would be all the merrier and far more worth living than it is now. It is true that other nationalities have secured a strong foothold in the markets of the world. It is also true that they have controlled these so long that they seem theirs by predestination and any approach to these same markets by another is looked upon as an invasion and resented accordingly. Take Great Britain as an example. It is surprising how many leaves must be turned back to find the trade beginning in her commercial history. As a tradesman she stands at the head of such enterprise, a position she has enjoyed for centuries. Wherever there has been found a people and a place for barter, not far off will be found the British Jack with the British cargo. The two are omnipresent. Like the Phoenician of the olden time, there are no sands her keels have not grated, no skies her flag has not flaunted. China has long been acquainted with her merchandise. Not a want has been expressed which Great Britain has not satisfied. Ever on the alert, her agents have kept tab with the Chinaman's growing needs and the goods have come in time to supply them. To all intents and purposes there was no possible chance for other countries to get even the promise of trade with the Celestials, and behind Great Britain crowded other countries quarreling and fighting over the shadow of a chance which sometimes fell upon them.

That has been the condition for years. It is so no longer. Without a word of complaint the United States has watched and worked and waited. Holding her soul with patience, sure of herself and making the most of that that has come to her, she has not found the China wall unscalable nor the gates impassable. Whether the guns at Manila have so jarred those gates that they have swung more easily to the American trader may be a question; but there is no doubt about the traffic which has passed through them from this country. For the reason which the Tradesman has often assigned to the American product—its inherent excellence—our exports are increasing more rapidly in China than those of any other nation, the annual report showing a gain of almost 40 per cent. In 1898 our trade was \$339,012 larger than in the year before, while the Great Britain record was less by \$82,814, a sum more portentous in meaning than important in amount. So much for Great Britain. When, however, the same authority states that all the imports into China from Hong Kong and Macao, supposing them to be from Europe, included with the imports of Great Britain and the whole of Europe, show a gain in European products imported into China of less than 1 per cent. it does make that 40 per cent. of gain from this country a pleasing statement for American eyes, and it does strengthen the thought that American trade in China is getting the inside track.

The chief imports from this country into that are cotton goods, kerosene oil, flour, provisions, railway material and machines, manufactures of iron and steel and of wood, and manufactured tobacco. The trade in cotton goods shows little, if any, change, but during the last three years Dutch sheetings, unable

to compete in price and quality with the American goods, have disappeared. Japan sheetings, on account of inequality of texture, are doing the same thing. Manchester, the English head center of drills, jeans and sheetings, can not compete with us in price for this class of goods. Sugar, refined and white, from this country and American flour are in increasing demand. Kerosene not only holds its own, but is outstripping the Russian article. In a word, where American goods are brought into competition with goods from the long-established manufacturing houses of all parts of the world, they invariably take the lead in popular favor and, to carry out the figure, not only get the inside track, but are sure to win the race.

LACK OF THOROUGHNESS.

Director Merriam, of the Census Bureau, speaking of the percentage of failures among the applicants for places under him, says:

They can not spell and they can not do ordinary arithmetic. Fifty per cent. fail, and they fail because they can not divide 100,000 by 40.28; that is, they can not get a correct result. It is simply marvelous, the lack of education in these rudimentary branches. Something must be radically wrong with our system of education. Our public schools teach botany and psychology and sewing and molding; but apparently they do not teach simple arithmetic and spelling.

The same complaint can be made in almost every department of business and professional life. Men are too often incompetent from lack of thoroughness. They do not understand what they profess, and want to begin at the top instead of at the bottom. It is a fact which reflects most seriously upon the schools of the country, public and private, that so few of the scholars turned out by them can write the English language correctly and quite as few can handle with exactness business arithmetic. There are men who graduate in the classics who can not write a dozen lines of decent English, and there are others who passed through the intricacies of the higher mathematics who can not work the problems that occur in the transactions of daily business.

Schools that will turn out young men who can write their own mother tongue with correctness, and who know thoroughly the details of business arithmetic, and who are willing to learn some useful trade or profession by beginning at the bottom and working their way up on their merits, can not only gain high reputations for thoroughness, but will prove that they are doing most beneficial work for the public. Their graduates would at least be able to meet the demands of competence for appointment in the Census Bureau, and they would be fit for any honest business.

The single working girls of Boston are organizing against married women who work in restaurants and big stores for pin money. The girls think that women who have husbands to support them ought to stay at home and not interfere with others who are compelled to work for their living.

If men do not spend their money for the things they are expected to spend for by people who set rules for the conduct of others, the simple way is to hold them up and scare them with the ghost of public opinion, and rob them.

The healthiest spot in the world seems to be a little hamlet in France named Aumene. There are only forty inhabitants, twenty-five of whom are 80 years of age, and one is over 100.

Woman's World

Comfort Which Comes From Cherishing Paste Jewels.

There were only we three—Elise and myself and she—with the touch of silver in her hair and the wise, kind, far-seeing eyes whom we call the woman of the world. For a while she lay back content and silent in her long, low chair, shading her eyes with a hand on which the jewels gleamed and sparkled, and then, because it was the time when the gentle ghosts of memory walk, she began speaking:

"I have been thinking," she said, "of a little incident, half pathetic, half humorous, that came under my notice last summer when I spent some time in a quiet little country village, still undiscovered by the general summer vagrant. My hostess was a thin, wiry little woman, with her wisp of hair done up in a tight knob on the top of her head, and with her bony hands roughened and knotted by years of unremitting drudgery, who eked out a scanty living by taking boarders. She was one of those unconscious heroines you find so often in backwoods places who spend their lives in bearing other people's burdens and doing other people's work and who go to their graves unappreciated and unrewarded.

"That was the way with this poor creature. Heaven knows for what reason, but she had married a great, long, gangling, good-for-nothing fellow who was a widower with half a dozen children, and who calmly sat down and let her support the whole lot. Her life was of the hardest. I don't suppose she ever even so much as thought of indulging herself in any pleasure from year's end to year's end. The little money above the actual daily necessities went for the girls' clothes or the boys' schooling. As for 'Ma,' as even her husband called her, ever having so much as a hankering after a pretty dress or a gay ribbon or any little natural feminine desire for a bit of finery, nobody ever dreamed of such a thing. It was the same with the simple pleasures that came their way. The man had unending leisure for loafing about the village store and postoffice. 'Ma' was up early and late, always hard at work. The girls had time to gossip with the neighbors. 'Ma's' busy hands were never idle for an instant. The others trooped off to picnics. Nobody ever expected 'Ma' to go. She had to stay at home and cook for the boarders. It was a life of infinite pathos—all the more touching that nobody seemed to have the slightest idea of how fine and noble was the spirit that could thus sacrifice itself without hope of reward in love or appreciation.

"It was one day when the others had gone off on a junket that 'Ma' and I were sitting out on the vine-covered back porch when she told me a bit of a story. Suddenly she leaned towards me and whispered, 'What would you say if I told you I was wearing a diamond worth more than a thousand dollars?' I looked at her shabby, faded gown, at the work-knotted hands, and my face must have shown my surprise, for she touched her breast significantly. 'Here,' she said, laconically, 'in a bag around my neck; I have it where I can always touch it; it comforts me. When I am tired out I touch it and it seems to say that I could rest if I wanted to and sit in a chair rocking myself all day long, like Mrs. Winn, the judge's wife. When I look down at this shabby old

dress and see how ugly and worn it is and think that I would like something new and pretty, I touch my diamond and it says to me that I could buy a silk frock and a bonnet with feathers in it, like Mrs. Samson, the storekeeper's. It isn't what we don't have,' she continued shrewdly, 'that makes us so discontented and miserable as it is the thought that we can't have them; and that's the way my diamond comforts me.'

"Where did you get it?' I asked with curiosity.

"Ma' looked across the blooming flower beds, across the dusty street to where the blue hills rose on the far horizon, and her keen, sharp eyes grew dim with memories. 'A long time ago,' she said, 'when I was first married and come here to live, and—and—when I wasn't used to things like I am now, and—and—they seemed harder, there was a poor, sickly fellow come here one day and asked to stay all night. He had nothing but a little bundle of clothes, and "they"—Ma' referred to her husband by this euphonious term—"they" told me that I better not take him, but I dunno how 'twas—something in his eyes that was kind of lonesome and homesick and forlorn, and I was lonesome and homesick, too, made me open the door and give him the best I had. That night he was taken sick and he lingered on and lingered on and I nursed him all the summer and way into the fall before he died. Of course, I didn't expect no kind of pay, but just before he died he called me to him and give me a diamond that he said was worth more than a thousand dollars. He made me first promise that I wouldn't never tell anybody, not even "they" and the children, and that I wouldn't never part with it unless I had got to the very bottom. And I've kept my word. Many and many's the day I have been tempted to sell it. Times have been hard with us and sometimes I haven't known where to find the money to pay on the mortgage or to buy things to eat, but I've clung to my diamond and always, just at the last, something happened, and we got over the hard place, and I still had it. Nobody has ever seen it but me, but if you want to I'll let you look at it.'

"Ma' arose, and went into the darkened parlor. She carefully examined the windows and locked the door, to be secure against robbers, and then, with hands that actually trembled with excitement, she drew out her treasure. I took it in my palm and knew not whether to laugh or cry, for one glance was enough to show it to be nothing but a bit of glass, without lustre or sparkle, the clumsiest, cheapest possible imitation, not worth a single, solitary sou. I smothered the exclamation that rushed to my lips, and 'Ma' took it for an inarticulate expression of wonder and babbled happily on about it. 'Isn't it wonderful!' she said, and I regained presence of mind enough to say, 'Wonderful, indeed,' and she hid it once more in the front of her gown and went back to her work.

"After that we had many conversations about the diamond, but I could never make out from what she told me about the man who had given it to her, whether he was deceived about it, too, or whether, even in his death, he had perpetrated this grim jest upon the ignorant and unsophisticated woman who had befriended him. One thing at least was sure, and that was, as long as she believed the stone genuine, it was just

The Magic Gas Lamp

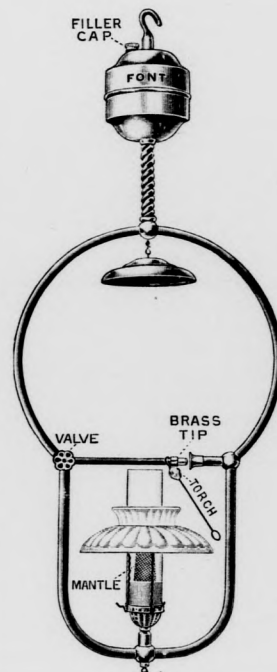
Approved by the Board of Fire Insurance Underwriters.

The Simple, Satisfactory, Successful Lamp

One gallon of common stove gasoline burns **72 hours, giving 90 to 100 candle power of bright, white light**, cheaper than kerosene oil light. So simple a child can operate it.

Lamp made of best seamless drawn Brass Tubing. Can not leak or wear out. No smoke, no odor, no trouble.

The Magic Lamp cannot clog or stop up, as it has no



small holes or grooves to convey the gasoline and will burn low grade gasoline.

Every lamp tested at the factory and fully guaranteed. Order the Magic and you will get the best.

NET \$5.00 CASH

Sent on receipt of price. No charge for box or cartage. Thousands in use and all giving perfect satisfaction.

The Magic Light Company,

Chicago, U. S. A.

Factory 9-11-13-15 River Street, Salesroom 170 East Adams Street.

E. W. GILLET, President.

as good to her as if it were. Before I left her I added my earnest entreaties to his, begging her under no circumstances to part with it, and the last I saw of her she was standing in the doorway, a shabby, pathetic figure, with her hand laid significantly upon the place where her diamond was concealed."

"But didn't you tell her it was no account?" demanded Elise. "Did you come away leaving her still believing that bauble of value? Why didn't you tell her the truth?"

"My dear girl," said the woman of the world, "the truth in the mouth of a fool is like a loaded weapon in the hands of a child. It is always liable to go off and mortally wound somebody. No one should be permitted to handle it until they arrive at years of discretion. As for me, heaven defend me from telling unpleasant truths, except upon compulsion! If I had convinced that poor woman that her diamond was nothing but worthless glass, I should have robbed her of an illusion that makes her rich and happy and left her poor, indeed. For that matter she does not stand alone. All of us are cherishing paste jewels—faiths and hopes and beliefs that our neighbors know for the worthless things they are, but that to our ignorant eyes shine with all the splendor of Golconda. Should we be happier for being wiser and knowing them base imitations?"

"I often go to see my friend, Mrs. A., for example, and am charmed and delighted at the spectacle of domestic bliss I am permitted to contemplate. Everything is so exactly as it should be. Mrs. A. believes Mr. A. to be an oracle, and never makes an assertion without backing it up with 'John says so and so,' as if that settled the question. She esteems him as a wit and is firmly convinced that he could pose as an understudy for Apollo—in short, she is happy cherishing the fond fancy that she has become possessed of a jewel that any other woman would snatch from her if she could. Do you suppose, for an instant, that I would be guilty of the cruelty of telling her that to me he looks about the cheapest pinchbeck ornament in the shop; that I think his opinions narrow and stupid, his wit a bore, and see nothing in his looks but a commonplace, middle-aged man beginning to get a little bald? Not I! Let her enjoy her paste jewel, and heaven defend her from ever finding out it isn't worth cherishing."

"It is the same way with one's children. There isn't a day in the week I am not called on to burn incense before some budding Paderewski or listen to some coming Booth or admire a purple cow in a pink pasture of some embryo Millais or marvel at the bon mots of future wits and humorists. Not for worlds would I disturb the simple and artless faith of these doting parents in their paste jewels. On the contrary, it has always seemed to me a merciful dispensation of Providence that fathers and mothers are not connoisseurs in gems, so that the dullest and ugliest child that is ever born is just as liable to be adored and admired and mistaken for a genius as any other. What a blessing that the Smiths can't see how we writhe under their little Alexander's tin-pan piano playing; that the Robinsons don't know that we think their Susie's drawings the veriest daubs ever perpetrated and that the Browns can't realize we would go miles to avoid hearing the parrot-like recitations of their gifted Reginald. Paste jewels, madame, of

course, and worn with an ostentatious pride that would be ludicrous if it were not also pathetic.

"But do any of us escape?" asked the woman of the world, and her voice dropped to almost a whisper in the dusk. "I think not. I know that I have worn the jewel of a love above my heart that I found in time to be but a pretense and a base imitation. I have cherished friendships that under the test proved false and valueless. I have believed in hopes and faiths whose false glitter faded and left nothing but a worthless thing in my hand. Yet we know that somewhere in the world there is love that is true and steadfast; friendships that do not falter; faiths and hopes to keep the heart sweet—real jewels—and perhaps it is in the fullness of God's mercy that we each believe that we possess the priceless gem, and only our neighbor, poor fool, is cherishing the paste jewel." Dorothy Dix.

Must Pass Through the Period of Blight.
From the New York Commercial.

The passing of Harper Brothers is referred to by one of our contemporaries as a business tragedy. The firm's tremendous losses during the past few years were undoubtedly due to unwise conservatism. Younger and more energetic publishers who had no respect for tradition crowded to the front and jostled them aside. A lesson has been taught, but it is a lesson which will most assuredly be thrown away. Ever since the invention of commerce this law has been over and over again proclaimed. Business firms, as well as the individual members thereof, have their vigorous young manhood, their prime, their hearty middle age and their decline. With one or two exceptions the old magazines of a generation ago have given way to newer publications of grander print and more unwholesome text. Bonner's Ledger, a gold mine only the other day, so to speak, has become a monthly publication and no longer leads the procession. Robert Bonner and the Harpers were contemporaries, and they grew rich together. In old age all became victims of the same conservatism which they held in contempt as young men while laying the foundations of their gigantic fortunes. No firm is wealthy enough to pull against the current; no man's personality is so forceful that competition calling to its aid all the resources of modern times, advertising itself hourly and looking after its interests with sleepless vigilance, may not supplant it. Tallow candle methods will not do in an electric age.

Phone 432

Geo. E. Ellis

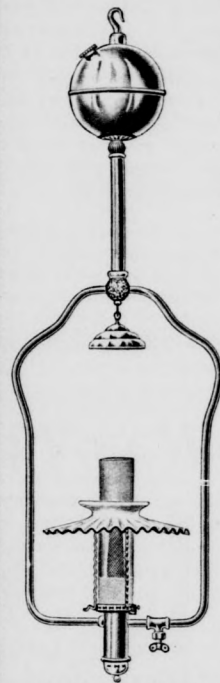
98 Monroe Street

**Stocks
Bonds
Grain
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Our office being connected by private wires enables us to execute orders for investment or on margin promptly on the following exchanges:

CHICAGO BOARD OF TRADE.
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NEW YORK STOCK EXCHANGE.
Correspondents—Lamson Bros. & Co.,
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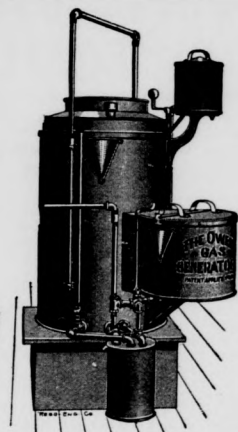
No. 101. Price \$4.50.

Fully covered by United States patents. The Imperial Gas Lamp is approved by Insurance Companies, burns common stove gasoline and gives a 100 candle power light at a cost of one cent per day. The Imperial is admittedly the most perfect light on the market. The fixtures are made of the best polished brass, the workmanship is first class and every part is the best obtainable. Every lamp is thoroughly tested and full directions go with each lamp. Considering the brilliancy and beauty of the light and the quality and finish of the fixture the No. 101 Imperial is the best value on the market at the price of

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complete with shade, chimney and mantle. Sent securely boxed on receipt of price. Send for catalogue.

The Imperial Gas Lamp Co.,
132 and 134 Lake Street,
Chicago, Ill.



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.

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

Shoes and Leather

Pertinent Suggestions for Christmas Show Windows.

Window display for Christmas may be crowded too much for the eye to take in every shoe in the window at a glance. Simplicity in window dressing being that which makes some one shoe stand out strongly, the window should be trimmed so that people will know all about one simple shoe and not have just a suspicion of what it is like, as they surely will if the window is a jumbling mass.

It is not difficult to point out a great common fault among retailers at this time of the year in the dressing of their shoe windows. The indiscriminate use of mirrors is referred to. Many good displays are now spoiled on account of bad judgment in placing mirrors. For what will throw a display into confusion more surely than an injudicious arrangement of mirrors? Nor is there any rule which can govern the placing of these. It depends on the retailer's judgment. Certain it is that after his mirrors are placed in the window the retailer should step outside and see for himself whether or not they will spoil the display.

Eighth and Chestnut (Philadelphia) seems to be a rendezvous for ingenious dressers of shoe windows. One of the most attractive to be seen there now has a background of dressed Russian calfskins, which line the back of the window solidly from top to bottom. On the bottom of the window, alternate strips of orange and white cheese cloth, plaited and pinched into puffs, are conspicuous. Orange colored crepe tissue paper is cut into strips about three inches wide and six feet long, each strip twisted six or eight times until it assumes the shape of a corkscrew, and then it is tacked at top and bottom, the strips being in a perpendicular position and placed close together at the sides of the window.

On Market street, near Twelfth street, may be seen a display of white and yellow hoops, used as auxiliaries in drawing attention of passersby to the very neat display of shoes in the window. The hoops are about a dozen in number and each is about twelve inches in diameter, made of heavy wire, covered with crepe paper, half in orange, half in white, the paper being tied around the hoops in puffs. The hoops are suspended from the ceiling at various heights by means of white cords. A shoe is fastened by the strap to the top of the hoop, thus allowing the shoe to swing to the center. Each shoe has an illustrated price card—a picture of some hero of Manila or Santiago, cut from the newspaper, on the left, and large type printed matter in the center.

Not an unattractive display is that of a retailer who has infants' shoes around the edge of his window, mirrors three feet square on the right and left sides of the windows, and between them, at the rear, a third mirror, 3 feet wide and 4½ feet high. On either side of the large mirror stand two pillars, 4½ and 3½ feet high, respectively; from the top of each side mirror light frame-work runs to the top of the large mirror, and over this frame is hung white cheese-cloth in heavy puffs, trimmed with smilax and flowers. White streamers trimmed with smilax run from the top

of the window to the edge of the mirrors.

Mark every pair of shoes you have in your window this month in plain numerals and have but one price. The plan of penny change is a good one. For instance, you buy a pair of shoes for \$2.25 that should retail at \$3, but instead of marking it \$3, you mark it \$2.98 and give the purchaser the exact change. This is an excellent idea, for to the average purchaser \$2.98 sounds much cheaper than \$3, and your profits are lessened insignificantly.

Is it "faking" to mark \$3 shoes \$2.98? Hardly. Department stores, reliable ones at that, do it, and while they thrive on a profit on which the regular shoe dealer would starve, it does not alter the fact. Take a retailer doing \$10,000 worth of business a year. His profits will hardly exceed 10 per cent., which is less than he would receive as a manager in a big shoe department. Take the department store next. It gets at the outset a trade discount for cash of from 4 to 7 per cent. Wanamaker is doing a retail business of \$11,000,000 or \$12,000,000 a year. See what 5 per cent. on that would be, and yet 5 per cent. would not allow a regular shoe dealer to live.

On Ridge avenue, Philadelphia, last week, a good idea was observed in a retailer's store where it is presumed there are many young customers. It was a platform raised about six inches, in front of a counter where goods were wrapped up and where the candy show case was kept. Children with pennies to invest in confectionery wanted every time to look over the whole stock before making a choice, and their mammas were pleased rather than otherwise at the children's curiosity. The platform scheme must be popular with the youngsters in that neighborhood, because they are not obliged to "rubber neck" when selecting what they want to buy.—Shoe and Leather Facts.

The Man Who Never Was a Boy.

Of all the men the world has seen
Since Time his rounds began,
There's one I pity every day—
Earth's first and foremost man;
Just think of all the fun he missed
By failing to enjoy
The dear delights of youthtime,
For—he never was a boy.

He never stubbed his naked toe
Against a root or stone,
He never with a pin-hook fished
For minnows all alone.
He never sought the bumblebee,
Among the daisies coy,
Nor felt its business end,
Because—he never was a boy.

He never hookey played, nor tied
A bright and shining pail,
Down in the alley all alone,
To a trusting poodle's tail,
And when he home from swimmin' came,
His pleasure to destroy,
No slipper interfered,
Because—he never was a boy.

He might remember splendid times
In Eden's bowers—yet
He never acted Romeo
To a six-year Juliet.
He never sent a valentine
Intended to annoy
His good but maiden aunt,
Because—he never was a boy.

He never cut a kite string, no,
Nor hid an Easter egg;
He never spoiled his pantaloons
A playin' mumble-peg.
He never from the attic stole
A coon hunt to enjoy,
Nor found the "old man" waitin',
For—he never was a boy.

I pity him, why should I not?
I even drop a tear;
He never knew how much he missed—
He never will, I fear.
And always when those dear old days
My memories employ,
I pity him, Earth's only man
Who—never was a boy.

He that any good would win
Must have a stock of ready tin.
And this is also good to know:
You can't get bread without the dough.

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.

DRIVING SHOES



Made in all styles and of four different kinds of stock which have a national reputation and are sold from New Orleans to the Pacific Coast. They are manufactured by

Snedicor & Hathaway Co

We have added to our line of their shoes a long felt need of very fine goods made of Colt Skin which is very soft and fine and the very best to wear. These are made in men's on four different style lasts; also in boys', youths', women's and misses'.

We want an agent for this line of goods in every town in the State. Write for samples and prices.

**Geo. H. Reeder & Co.,
Grand Rapids, Mich.**

Some of the Requirements of a Successful Salesman.

To my mind there are five requirements which the successful salesman must possess, as follows:

1. Thorough knowledge of the article to be sold.
2. Discretion or judgment.
3. Application and adaptability.
4. Fair treatment in all things and to all people.
5. Confidence between the house and the salesman.

Under these headings I would discuss the subject as follows:

1. A thorough knowledge of the article sold requires that the salesman should know what the article should do to fulfill its duties to aid or benefit mankind; he should be able to tell its origin or of what it is composed, or how it is constructed, in a clear and intelligent manner.

2. Discretion or judgment enables him to compare with those of his competitors the articles he has for sale, and show their superior points of merit. He should be able to judge whether a merchant could use his wares to advantage, and also to decide if the merchant whom he hopes to sell would be of an advantage or benefit to his goods; for it is a fact that men whom we say are "wide awake" or "hustlers" will take an article of little or no merit and make a success of it, while others without energy or push will make no progress with an article of decided merit, but, in many cases, a failure of it.

3. By application and adaptability is meant that the salesman should apply his efforts steadily, daily and hourly. In no walk of life is the man successful who works part of the time and loiters the remainder, or who works one day and neglects his business the next.

Then, also, he must adapt himself to circumstances and conditions. Sometimes he finds the merchant has given a competitor an order, and, therefore, needs nothing in his line at that time. Then a salesman gets angry and tries to make the merchant "sorry of his bargain" by traducing his competitor or his house, or by quoting him prices as baits that are below market price or value, and such as his house would not authorize or accept; this is bad practice and bad policy. When such an emergency arises he should make the best of the situation gracefully and hope for better results next time.

4. Fair treatment in all things and to all people implies that a salesman should fairly and honestly represent his line and his house at all times and in all places. Too many men fail to realize, from their appearance or actions, what value or reliance the merchant or public places in them or their houses. If a man is found untruthful, deceitful, negligent or careless in business, people are very apt to say, "Well, that house is not reliable, or they would not employ such a man."

A salesman should not promise a merchant an extra price, extra terms, or an inducement of any kind, no matter how small, without intending to fulfill it. If a merchant, friend or brother traveler is promised anything, the agreement should be carried out to the letter; or, if any change is made, it should exceed, but in no case prove less than was promised.

A salesman should be honest with himself and his house. I remember meeting a new man, a competitor of mine, particularly. He was selling goods manufactured in a town in Iowa. It

was his second season out, and he was a successful salesman, and his house exceedingly prosperous, because where he had sold the merchant an article the previous year he was this year selling him two, three, or even ten of the articles. From this point of view he was a success, but from other points he was a failure. First, because he was selling an article, claimed to be equal by none, at a cut price. Second, when he was selling these merchants two, three and ten times as many goods as the previous year, he was only selling them from 25 to 50 per cent. of the goods they needed of like kinds to supply their trade. Third, his factory made eight different kinds of machines, and this self-supposed successful man was only selling two, or not to exceed three, of the kinds of goods manufactured by his house. A man who is a success as a salesman for a house must sell all of the different goods handled by that house, and must be able to supply the merchant with all, or the larger per cent. of them needed in his trade.

5. Confidence between the house and salesman. A house should employ no man whom they can not trust, and feel that he is working for them as well when he is out of sight (so to speak) as if he was in sight all of the time in their office. Also, a traveler should never be out of sight of his house, or, in other words, the house should know where he is each day. He should communicate with the house often and freely, and if to secure an order it becomes necessary to exceed instructions from the house, they should be told all of the reasons; and the house should grant them, if there is any profit in the order, for often small orders taken under adverse circumstances lead to good and profitable trade.

Then the salesman who looks after the small order with care and attention, as well as the large one, is generally the man who, at the end of the year, will foot up his sales in large numbers, and will also find a goodly per cent. of profit in his work—both for himself and the house.

Along this line of thought might also be placed the individuality of the house, the credit man and the salesman. Oftentimes you will find a salesman who thinks that he, and he alone, is responsible for big trade and good results. Then the credit man throws himself a bouquet, and says it is all his work that has made the house a success. And then sometimes the house or manager says, "We sell the goods, and we can send any salesman out and get our usual business." Success depends on the confidence each one has in the other, and all should work together as though members of one family and put the earnings in the large "Jack Pot," and in the end all are justly proud and can say, "We are successful, and each tried to do his share."

W. H. Fuller.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

YOU NEED THEM

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

WE MAKE THEM

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

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.

JUST 18 PIECES LEFT

**SANTA CLAUS
SHOW WINDOW DISPLAY BUST**

The
greatest
attraction

you
can
put
in
your
show
window



Eyes move
automatically
from side
to side.
Runs
by
clockwork,
requiring
only
one winding
every 6 to 8
hours.

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

REGENT M'F'G CO.

219 MARKET ST.,

CHICAGO, ILL.

The Meat Market

How the Department Stores Cut Into the Butcher.

The butchers tell me that the trade in turkeys, the Thanksgiving just passed, was not up to what it has been in previous years, but offer no explanation to account for the falling off in the demand. The papers and business men generally tell us that the country is exceedingly prosperous; that everyone has money now and is spending it. People who have money to spend would not fail to invest a portion of it in a good Thanksgiving day meal, and turkey being the principal article of food on that day, the statement of the butchers and the statement of the big business men seem to be at variance. Either the prosperity cry is a hoax or the butchers are not telling the truth. Such is the conclusion one would naturally come to, did he not know differently; but I know differently. I know that the prosperity of which we hear is real, that the consumption of turkey in New York last Thursday was as great as, if not greater than it ever was, and that the butchers did not receive their usual share of this trade. The big department stores did the bulk of the business.

No other result could have been expected. Every day for a full week before Thanksgiving Day the department stores used spaces of advertising space in the newspapers to boom their turkey orders. One store would sell only one turkey to each customer. Another offered an eight-pound turkey free to every purchaser of \$5 worth of groceries. Another firm gave one to every person who bought an overcoat. And the public that heretofore went to the regular butcher flocked to the department and clothing stores. In the City of New York not less than 500,000 turkeys were eaten last Thursday and, of this number, stores other than regular meat markets sold and gave away 125,000. Had the 2,500 retail butchers of New York City sold all of the 500,000 turkeys, it would have meant an average of 200 turkeys for each, at an average profit on each of 30 cents, or \$60 profit on the 200. Instead of which their profit amounted to only \$45, and that of the department stores to \$50,000 or more, because they charged 14c per pound instead of 12c.

I don't know that the above is of very great interest to the butchers, many of whom pool at talk against department stores and declare they don't do the retail butchers ten cents' worth of harm. But I should like to convince those who have that opinion that they are far from right. The department stores took away \$15 from every butcher in New York City last week. That is a good many times more than ten cents. There may be some butchers who are accumulating wealth so rapidly that the loss of \$15 does not count for anything; but there are hundreds who can not afford to lose that amount, and who had counted on a larger profit from the Thanksgiving Day trade than they realized. To those butchers I am now talking. They are the ones who must, some day, start a gigantic movement against department stores. The rich butchers, who don't mind a \$15 loss, will not awaken to the department store danger until their losses go into the hundreds. That day will come, too, unless more interest is taken than is now manifest.

I happened to be present at an anti-

department store bill hearing in the City Hall about a year ago, expecting that a numerous delegation of butchers would be present to speak—or have a representative to do it for them—in favor of the anti bill. I was surprised to find only half a dozen butchers there and they were all from one association, the west side one. The other associations did not consider the matter of enough importance to send a single delegate. That hearing was a big fizzle. To three who spoke for the department stores one spoke against them. The gentleman who had been led to believe that the retail merchants of the city were opposed to the big stores and on that ground had introduced the bill was disgusted at the showing made, and for aught I know, tore his bill up. At any rate nothing has been heard about it since. Those butchers who made \$45 on turkeys where they expected \$60 last week will probably attend the next anti-department store bill hearing, if one is ever held.

The flocking of the dear public to the department stores for its turkey is another big chunk of proof that the people like to be humbugged. Take as an instance the big place on Third avenue that advertised: "Only one turkey to a person. Our price 14 cents per pound." People came from Jersey City and the suburban towns to take advantage of this "bargain," and carried home with them the burden. They could have gone to their nearest butcher and bought just as good a bird for 12 cents a pound and had it sent home.

While on the subject of Thanksgiving and turkeys I will take advantage of the opportunity to say something of advertising the same. The department stores were not alone in going after the public in the newspapers. In one paper I find this:

What a pleasant reminder of a day when joy and good fellowship abound. Visions of the table loaded down with tempting viands and the noble turkey as "lord of the feast." To procure a fine, juicy turkey, come and see us, as we have purchased five carloads of live poultry from the neighborhood country farms which we will dispose of at a very small profit. Come early and take your choice. Fancy turkeys, 10c; geese, ducks, chickens, 8c to 10c.

Not so bad for a butcher's advertisement, is it? But imagine picking up 5,000 turkeys from "the neighboring country farms!"—Stroller in Butchers' Advocate.

A busy man's time is valuable. If you take such a man's time without good reason you are obtaining money under false pretenses.

Michigan Fire and Marine Insurance Co.

Organized 1881.
Detroit, Michigan.

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

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

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

..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.

ONE OF THE MANY

Rice & Matheson,

Hastings, Mich., Dec. 8, 1899.

Gentlemen: We got your oysters again this morning with the usual promptness and quality as fine as ever. I must say that in all my experience, covering seventeen years, I never saw oysters run as nice and good in quality or so uniform in size as the oysters we have been getting from you this year. We trust that we will be able to handle even larger lots from now on than in the past. No doubt, judging from the recommendations of the goods, we will be able to break the record of our town. Yours respt'y, Stirling, Crawford & Co., per Smith.

RICE & MATHESON.

GRAND RAPIDS.

DEALERS IN OYSTERS, FRUITS, NUTS, ETC.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

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.

Fruits and Produce.

Why Michigan Leads in Sugar Beet Culture.

From the Sugar Beet.

As has been previously pointed out, the laboratory for the sugar elaboration of the beet is in the leaves; the quantity of sugar the beet contains is almost in direct ratio to the area of the leaf development. So that the requisite transformation may occur, which is the utilization of the carbonic acid of the air, and its series of subsequent transformations, there must be ample sunshine. Evidently the further north one goes the longer the days; the reverse is true when moving south. When we consider that at the center of the sugar beet cultivation of Germany (we refer to Magdeburg) the duration of sunshine is nearly two hours greater than at Richmond, Va., for example, do what we may, of the beets cultivated in the vicinity of the two cities, the German beet will contain the more sugar for the reason that the longer period of light in that country allows greater changes during the physiological plant processes. Years ago, during the agitation for sugar beet cultivation in Canada, we urged that the subject receive serious attention, for the days there are in length more like those found in Continental Europe than exist in most parts of the United States.

If one examines the map of this country it will be readily seen that Michigan, from its northern geographical position, can claim advantages for hours of sunshine or daylight that few other states where the sugar beet is cultivated can offer. All facts considered, when building up hopes for the future of the American sugar beet industry, we should always take into consideration the disadvantages of latitude we labor under as compared with Europe; our beets may, for the time being, show sugar percentages equal if not greater than those of Germany, France or Austro-Hungary, but will such conditions continue? If one takes an average of the hours of daylight for any area they may select in the United States they can, for themselves, make a comparison with those of Northern Germany and Russia and realize what the true conditions are.

How a Country Bank Is Formed.

The man who begins his career carrying around drafts for a bank in a big city and becomes gray-headed or bald-headed at forty from working ten or twelve hours a day as cashier knows little about the life of a country banker. Nowadays many of the banks in the larger villages have "put on airs" and put up buildings of brick and stone, with plate-glass windows, steam heat, and gorgeously decorated railings and counters, while the president and cashier sit in their leather-seated, swing-back chairs. But the company which has such a home constructed out of the surplus may not be half as solid financially as the little one-story affair across the way, where a part of a store has been fitted up with an old-fashioned safe and cast-iron railings, and where one man acts as cashier and book-keeper and runs about town at the noon hour to collect drafts.

One can find the old-fashioned banks in many of the smaller towns yet, and some of them are a study to the city people accustomed to stand in rows before the teller's window and to draw out money or have their accounts credited at the rate of a thousand dollars a minute. A great many of the country banks are formed in this way: Half a dozen merchants happen to get together, perhaps down at the village hotel, with a lawyer or so, possibly a doctor and occasionally some of the factory people, if the town has any such industry. The talk turns from politics, the weather and the crops to business, then some one says the town is big enough to have a bank; that there is no reason for going ten miles over to Smithtown and giving all the business into that place, and some one else asks the lawyer to explain the legal proceedings necessary to get up an account. They figure on how much stock Peter

Jones will take, how much stock John Smith will take, and some one says that he believes Old Man Brown, who does most of the "note shaving," can be induced to put a little money into the concern if he sees to per cent. profit in it. A committee goes to see Brown, who is generally the closest and richest man in town, while the lawyer draws up formation papers, with the understanding that he is to be the bank attorney. In a day or two the bank is one of the topics of conversation around the stove of every store in the town, and at all the cross-roads for a dozen miles around. Old Man Brown puts his name down for a dozen shares and everybody says it must be a good thing. In this way the bank is formed. Part of one of the stores is rented, fenced around with an iron railing with a hole for receiving and paying out money, and business begins, usually with one man. It is a rare thing if the bank does not earn a dividend of 6 per cent. at least during the first year, but the shrewd farmers and tradespeople save this up for a "rainy day" when money is scarce and a surplus fund may come in handy in case of a "run." The new building may come a little later, but there is no hurry about it just yet.

The agents for burglar-proof vaults and safes and a hundred other contrivances swarm into the town and leave without getting an order, and things go on smoothly until after a few years it is announced at the annual meeting that the capital stock had better be doubled, as business has increased so that it is necessary. The books often show a surplus as large as the capital. And so it goes until the little group of merchants and farmers, the manufacturer, and the lawyer, possibly the town doctor, find their shares can be sold at double what they paid for them. When the cashier goes to the city he is surprised at the deference with which the president of the corresponding bank addresses him. He may not be aware that this institution, with all its elegance and massiveness as far as the offices and building are concerned, has really less money on its surplus account than his own modest concern.

Important Decision About Oleo in New York.

The Supreme Court of the State of New York, Appellate Division, Second Department, in the case of the People vs. Meyer, has just decided that a seller of oleomargarine is liable to the statutory penalties whether he knows that it is oleomargarine or not. Meyer is a Brooklyn grocer who sold the butter substance as butter. He escaped the consequence of the law because it was not shown that he had in any way changed the appearance or the body of the original substance. On this particular point the court, in handing down its decision, said:

It is settled that the Legislature can not constitutionally prohibit the sale of oleomargarine, except so far as the produce is made to simulate some other substance, and thereby deceive the people. In order, therefore, that the express prohibition against the manufacture and sale of oleomargarine * * * shall be deemed constitutional it is essential to construe that prohibition with the remainder of the section, as forbidding only the manufacture and sale of oleomargarine when it is manufactured in imitation or semblance of natural butter.

Canned Shrimp a Coming Specialty.

Canned shrimp is said to be growing in popular favor, partly because of the great scarcity of lobster, for which they have been largely substituted in salads, thus bringing them to the notice of people who had never before used them. The demand of late has been large and has caused a considerable advance in prices, while the tendency is still upward.

It is no trouble at all to sell goods that the public wants, but it requires genius to coax people to buy unsalable merchandise.

J. W. LANSING, WHOLESALE DEALER IN BUTTER AND EGGS

BUFFALO, N. Y.

I want all the roll butter I can get. The market is firm at from seventeen to twenty cents, according to quality. Send me your shipments, for I can sell your goods.

REFERENCES:

Buffalo Cold Storage Co., Buffalo, N. Y.
Peoples Bank, Buffalo, N. Y.

Dun or Bradstreet.
Michigan Tradesman.

BEANS

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

MOSELEY BROS.

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

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

If you wish to buy or sell correspond with us.

ALFRED J. BROWN SEED CO.,

GRAND RAPIDS, MICH.

GROWERS. MERCHANTS. IMPORTERS.

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 size 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.

"Not How Cheap But How Good."

Ask for the "V. C." brand of pure Apple Jelly, flavored with lemon, for a fine relish. Watch for our Orange Marmalade. We cater to the fine trade.

Valley City Syrup Co.

Grand Rapids, Mich.

THE DEMANDS

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

MUSKEGON MILLING CO.

MUSKEGON, MICH.

GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.

Special Correspondence.

New York, Dec. 9.—The cargoes of "plague" coffee are still a disturbing feature of the market, but it seems likely that in the end the Health Board will yield to the many petitions and let the coffee be landed if everything is done "decently and in order." The idea of all this coffee going to some other port is not at all pleasant and, if such a precedent is established, lots of other coffee will likely be taken to other ports. Meantime, as developments are awaited in the matter, the market is unsettled; not perceptibly stronger—possibly a little weaker than on last Saturday. Foreign advices have not been of a character to strengthen this market and the immediate outlook is for a slightly lower range. In store and afloat the stock aggregates 1,225,174 bags, against 1,066,027 bags at the same time last year. At the close Rio No. 7 is about steady at 6½c. For mild sorts there is a steady trade and the general condition shows almost daily improvement. Good Cucuta has advanced to 9½c, a higher quotation than has been made for some time. East India growths have been in about the usual demand and quotations remain practically unchanged.

For a long time there have been rumors of dissension within the Sugar Trust, but nothing definite came to light until Friday, when it developed that F. O. Matthiessen would withdraw from the Board of Directors. It is said that others may follow suit, but the disturbance seems to be beyond control and everybody waits to see what the next move will be. Matthiessen himself gives no idea of what he will do in the future. His resignation created great astonishment, as he is credited with being the largest inside holder of common stock and his relations with the Havemeyer family appear to have been very friendly. Rumor has it that he will now become the head of another huge sugar manufactory, but, of course, such reports can not be confirmed. Mr. Matthiessen has had a wide experience in sugar refining and probably knows more about it than any other man save Havemeyer. Sugar stock took a tumble from 152 to 147.

During the latter part of the week a fairly firm tone has developed and quite a fair volume of business in refined has been transacted. A good share of the business is still in withdrawing under old contracts, but new orders have come at quite a satisfactory rate from all parts. List prices are still maintained.

While tea buyers show no anxiety to take more than everyday supplies, the sellers show no anxiety to part with their holdings save at quotations which they firmly believe will be held from now on, if, indeed, there be no advance. Invoice trading is dull.

While the rice market has ruled quiet during the week, the indications are very favorable, it is said, for a very good trade a little later, as it is thought dealers generally have light supplies on hand. Foreign grades are generally in light supply and the market is decidedly firm all around. Prime to choice domestic is worth 5½@5¾c. Japan is worth 4¾@5c. Domestic Japan is in light supply.

In spices little of importance has taken place during the week. The general condition rather favors sellers and they seem disinclined to make any concession. Pepper is especially well held and quotations on Singapore of 12@12½c are about correct.

Stocks of desirable grades of molasses are light, but the demand is very moderate and the situation during the week has been dull and featureless. Good to prime centrifugals are quotable at 18@25c; open kettle, 40@50c. Syrups are meeting with rather better enquiry from exporters and the home trade, too, is showing greater interest. Prime to fancy sugar syrup is quotable at 17@25c.

The canned goods market is irregular, with practically all stock in second hands. Offerings are liberal one day and seemingly very restricted the next. Prices are firm and concessions are not

made except as a "matter of necessity," the general tendency being to higher quotations. The most uncertain thing on the list is the tomato. Neither buyer nor seller seems to care much about it and it is hard to tell whether the future will see lower or higher rates. Just now they are selling from 77½ to 80c for No. 3 Jersey packing. Maryland, 70c here.

The dried fruit market appears to have gone to pieces. Hardly a spark of interest is shown by buyers save for some little call for nice stock for the holidays. The one exception is dates. For some reason there is a great demand for them and the market has made several advances and stock of any kind is hard to find.

Lemons are firmer and the bidding at auction has been very spirited. Fancy oranges are selling at good figures, but ordinary stock lacks animation and quite a good deal of rot shows in arrivals of Floridas.

The butter market closes with the supply of fancy creamery at a very low ebb. The demand is not especially active, but the undertone of the market remains firm and the outlook favors sellers. For best grades 27c seems to be readily obtained; thirds to firsts, 23@26c; imitation creamery, 18@22c; factory, Junes, 16@18c.

Cheese is in moderate movement, but the demand is not one large enough to cause higher quotations. Small fancy full cream of September make will bring 12¾@13c, with large size ¼c less.

Western fresh gathered eggs are worth from 23@24c. The market is active for goods that will stand the test and there is a decided scarcity of really desirable stock.

The widow of the late Governor Atkinson, of Georgia, who, owing to her straitened circumstances, recently became state agent for certain fire and life insurance companies, is reported thus far to have proven the most capable and successful person to hold that position.

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.

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.

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.

To Succeed in Business

1. Adopt a system, then enforce it.
2. Run your business on strictly business principles.
3. Purchase only such goods as you would be satisfied to have served in your own household.
4. Buy as nearly for cash as practical and make this apply to your selling as well.
5. Pay your bills when due; this is quite essential.
6. Sell only the "N. R. & C." brand SPICES; this is most important to you.

NORTHROP, ROBERTSON & CARRIER,
LANSING, MICH.

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,

Panionas,

Organs,

Sheet Music,

Music Books,

Viol ns,

Mandolins

Guitars, Banjos,

Graphophones,

Symphonion Music

Boxes, Regina Music

Boxes, Cornets, Clarinets, Accordions, 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.



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.

H. E. Stebbins, furniture dealer at Mears, has purchased the Mears Hotel and refitted and refurbished the same.

Dr. D. S. Hatfield has signed for the fourth year to represent Hecht & Zumbach, paint and glass manufacturers of Milwaukee.

R. M. Dively, formerly with the Proctor & Gamble Co., succeeds Peter Fox as traveling representative for the Musselman Grocer Co.

Owosso Times: Fletcher Connor, salesman for the Acme White Lead Works, of Detroit, is in the city to remain until after the holidays.

W. D. Downey, who has covered Southwestern Michigan for several years for E. B. Millar & Co., of Chicago, has engaged in the tea, coffee and spice business at Benton Harbor under the style of the Michigan Tea and Coffee Co.

Buchanan Record: Landlord J. M. Doty, of Hotel Lee has disposed of his interests to Mr. Geo. F. Noble, of Battle Creek, who assumed charge of the hotel on Monday morning. Mr. and Mrs. Doty, who have made many friends here during their residence in Buchanan will go to Buffalo, N. Y., where he will engage in business.

Shoe and Leather Facts: It is the consensus of opinion among shoe salesmen that the retailers of the country have, because of the rise in leather, bought more goods than they want and while they are having a good trade, they will be very apt to pick flaws in goods which would not be essential if they were not overloaded. There will undoubtedly be many goods returned.

L'Anse Sentinel: Harry Work, the popular salesman for Woodward & Stone of Watertown, Wis., will be a Benedict the next time he calls on his customers here, so he has quietly informed a few of his intimate friends. The bride-to-be is a young lady of Illinois. Owing to family affairs the wedding is to be very quiet. Harry has many friends in this section, who will wish him and his bride a happy and prosperous wedded life.

Owosso Times: H. L. Kendrick, of St. Johns, who had charge of the Black & Son stock of dry goods for several weeks, has accepted a position with Wilson, Larrabee & Co., of Boston, wholesale dealers in dry goods, and will go on the road for them in January. His territory will be in this State. Mr. Kendrick added to the number of his Owosso friends while here looking after the Black stock, and all of his friends unite in wishing him success in his new position.

Detroit Tribune: Commercial travelers of Detroit, at a meeting held at the Hotel Cadillac Saturday evening, Dec. 2, arranged preliminaries for the organization of a new fraternal benefit association.

Samuel Rosenfield was chairman and W. J. Booth secretary. A committee consisting of J. W. Dean, William Baier, John McLean and E. R. Wills, appointed to investigate the plan of insurance to be adopted, reported in favor of what is known as the Ben Hur system. Policies will be issued for \$2,000 and \$1,000, payable to beneficiary at death. A. S. Degolia is the first honorary member. The society will be known as the Detroit Traveling Men's Association and will hold its next meeting Dec. 16.

The most agreeable personage to be found on the road is an intelligent and obliging hotel clerk. A clerk that is successful is the one that can answer accurately and with full knowledge of the correctness of the statement, whether the northbound train leaves at 9:30 o'clock or at a later or earlier hour; whether the bus comes twenty or thirty minutes before train time; whether the street car runs by the depot and at what intervals the cars run; whether a certain competitor has been in town within the last ten days; whether baggage can be checked from the hotel; whether any one has called up over the telephone or any telegrams have been received; whether a negro minstrel performance or an opera holds the boards at the theater; whether the mail is delivered within two hours after arrival of train in the city, and 10,000 other questions which help to make him agreeable if he has such a desire. It certainly ought to be a clerk's most earnest desire to be able to impart all information possible to the guest, and at the same time be sure of giving correct replies to every piece of information sought. Not long ago a prominent traveling man who was stopping at a hotel in Central Texas enquired whether there was a night train to a certain town and the clerk replied that there was and that it left at 9:30. The traveling man did not take the train, thinking he would have sufficient time by going at night. When time for departure of night train came it was discovered that this train had been discontinued for ten days. Now the clerk was solely responsible for this man losing a day and the hotel should have paid his expenses for the day lost at least—but instead the clerk claimed that it was not his business to give information about trains and that the traveling man should have secured the information direct from the railroad, and, strange to say, the hotel proprietor when appealed to sustained the clerk in his stand. A hotel proprietor or clerk who deliberately misinforms a traveler in regard to the departure of trains ought not only to pay his expenses but damages besides, as it is the duty of clerks to secure such information for the benefit of the guests.

Make No Prices on Future Tomatoes.

At a meeting of the Indiana Packers' Association in Indianapolis recently, the price which the Western packers should name on futures was discussed. The general opinion was that about 87½ cents delivered was about the proper minimum figure for next season's three-pound standard tomatoes, and some of the prominent packers leaned to the opinion that a minimum price should be named and offered a resolution setting forth that the advance in the cost of materials necessitated a price on tomatoes of not less than 85 cents per dozen. The majority of the packers thought it safer, however, to make no future prices, and adopted a resolution to that effect.

Beginning of the Twentieth Century.

From the New York Sun.

The Sun has received so many evidences of confused minds regarding the beginning of the Twentieth Century that it will present a proof that the Twentieth Century begins after the year 1900 is ended, in the shape of a little conversation:

Question—What is a year?
Answer—Three hundred and sixty-five days.

What is a century?
One hundred years.
When did the year No. 1 end?
December 31 of the year 1.
When did the year No. 2 begin?
January 1, of the year 2.
When did the year 99 end?
December 31, A. D. 99.
Did that complete a century?
No.

When was the century completed?
At the close of the year following 99, or at the close of the year 100.

When did the second century begin?
January 1 of the year 1 of the second century, that is, January 1, A. D. 101.
When did the 10th century end?

At the close of the nineteenth hundredth year, or at the close of 1900.

Q. When does the 20th century begin?

A. It begins on day No. 1 of year No. 1 of the 20th hundred years—that is, on Jan. 1, A. D. 1901.

We must still see two Christmases before the twentieth century dawns.

The Man Milliner.

The success of Mr. Worth and other more recent noted men dressmakers and milliners has stimulated masculine interests in the desires and tastes of the world feminine.

In New York City alone there are three men who have deserted the ordinary vocations of their sex to make bewitching millinery and are doing so well that they threaten to outrival all their feminine competitors. One of these men is a house-to-house milliner—that is he takes engagements to trim hats by the day in his patrons' homes, and his start in life was made as a book-keeper. Finding only poor pay and unhealthy confinement in this profession, and feeling an innate decorator's talent, he worked all day at his books and practiced alone in his room every evening, with the aid of a dummy head and a few plumes, scarfs and felt frames, at hatmaking.

When he felt himself proficient in his art he solicited patronage and proved so satisfactory to the women who gave him a chance that he now possesses as large a clientele as he can handle. His charges are \$4 a day and his special achievement is the clever renovation of hats. In a small satchel he carries his sewing materials and in a sewing-room or a quiet corner he snips, fits, ties bows, poises plumes, refaces, steams, presses and generally does over, to the complete satisfaction of those who employ him.

Another man milliner, but with larger ideals, opened a tiny shop near Sixth avenue, displayed his models in the

window, raised a sign and signified his readiness to take orders. Apparently there was a back workroom to the shop, where assistants sat and toiled, but in reality the proprietor of the establishment was his own shopper, trimmer, finisher and salesman. A little custom drifted his way and, finding his hats modest in price and of excellent quality, brought in a larger patronage, and the clever proprietor has now a large corps of assistants and his prices are as high as anybody's. For all that, the women acknowledge in him a true exponent of the highest in his art, because he is an almost infallible judge of the becomingness of a hat and because he will put a difficult customer before a mirror and in a trice design the hat over a dozen times right on her own head.

Mr. Nixon Gracefully Retires.

Kalamazoo, Dec. 11—Two weeks ago to-day I called at the Tradesman office and informed you that, under certain conditions, I might be inclined to enter the field as a candidate for Secretary of the Michigan Knights of the Grip, subject to the approval of the Bay City convention. Since that time, I have learned that John W. Schram, of Detroit, proposes to stand as a candidate and, in view of the fact that Mr. Schram has had more experience in the duties pertaining to the work of Secretary than I have, and also considering that Detroit has not been represented in the capacity of Secretary for ten or twelve years, I am disposed to smother my ambition and take off my hat to Mr. Schram, because I believe that his election as Secretary will be for the best interests of the association and that, as a loyal member of the organization, I can do it no more yeoman service than to give way to a man who is so well qualified in every way to discharge the difficult duties devolving upon the office.

F. L. Nixon.

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

 **SEALS, STAMPS, TENCILS, IGN MARKERS**
Enameled Letters, Rubber Type, etc.
THORPE MANUFACTURING CO.
50 Woodward Ave., Detroit.
Please mention Tradesman.

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 car lots.

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

PRICES GUARANTEED.

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

We make a specialty of mail orders.

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

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

Drugs==Chemicals

Michigan State Board of Pharmacy

	Term expires
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1899
GEO. GUNDRUM, Ionia	Dec. 31, 1900
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902
WIRT P. DOTY, Detroit	Dec. 31, 1903

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

Examination Sessions

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

State Pharmaceutical Association

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

How To Build Up a Trade in Perfumes.

With the powerful competition to which the pharmacist is now exposed he finds it necessary to take advantage of every opportunity for making even a small profit. Many lines that in former times we could afford to neglect we are now obliged to foster. There are many such lines, but in this article perfumes only will receive attention.

Just why the pharmacist does not give more of his attention to his perfumery department it is very difficult to understand. It is almost the only department in which the old prices obtain, and which promise a continuance at the same favorable figures. More than this, the perfumery business is constantly growing. The demand for the perfumer's products to-day far exceeds that of a few years ago.

By way of furnishing a reason for the small sales which generally obtain in this department, it may be stated that it is probably due to one or more of three causes: The line may be undesirable—too poor, too cheap, too expensive, unattractive, etc.; or it may be too small; or, being satisfactory in these particulars, the stock may be in a position unfavorable for display purposes. Any one of these faults would diminish the sales.

One of the first requirements in building up a trade on perfumery is a stock adapted to the particular class of trade for which it is intended. People who are accustomed to have the best of everything will not care to purchase an inferior line of goods, nor will poor people care to buy high-priced, imported perfumes. Of course, the ideal method is to carry a line to meet the demands of each class—usually three in number. But in some cases it will be found desirable to try to strike a medium—thus in some measure pleasing all; and in other cases it will be necessary to decide which class is the most profitable to cater to.

The class that wants the best at any price, together with those who might be termed fastidious, will call for imported perfumes. That some French products are superior to any marketed by American houses no one will deny; but French perfumes as produced by some houses are just as poor as the poorest American product. If the pharmacist intends to deal in imported perfumes let him be guided by the motto, "The best is none too good."

Many—I think, most—will find the most profitable class of trade to be what may be described as the middle class. These people want a good article, and they are usually willing to pay a fair price. The best domestic perfumes will meet the needs here. In domestic perfumes we find the highest quality compatible with their extremely reasonable

price. The French may make better perfumes than we do in America, but if they do, then their prices are more than proportionately higher.

For the poorer class, such as may be found in factory towns and cities, a grade of perfumes combining a fairly good quality with a reasonably low price may be easily obtained.

When the quality or qualities have been decided upon, a little experiment must be made to determine the most popular odors. This is always somewhat uncertain, as it is influenced by the seasons and by certain fads or fashions. Every one, however, will find that some odors seem to retain the popular favor for a longer time than others. In this matter the most that one can do is to carry a stock that will nearly—if not quite—supply the demand for variety. Of course, the larger the assortment the better; but this must of necessity be limited both by the space to be given and the amount of money to be invested.

As bulk perfumes offer a larger margin than package goods, the pharmacist will always endeavor to sell more of the first. But for gifts and other purposes a pretty package is often called for, and to meet this demand a certain stock of package goods must be carried. In this, too, the French can do better work than American manufacturers; but recently many American houses have issued packages that are excelled but little, if any, by those of their foreign competitors.

Having now decided upon the quality and quantity of your stock, the next step is to effectively display it. Perfumes deserve a prominent position, not alone for the large profits to be obtained from their sale, but because of the attractiveness of an intelligently displayed line of perfumes.

In choosing a position suitable for the effective display of his goods, the pharmacist must have a mind for more than mere appearance. Perfumes are susceptible to the influences of light and heat, and for this reason care should be taken in the position given them that it be favorable to the goods in this respect. Bright, direct sunlight causes the color to fade and changes or destroys the odor of perfumes. The change in odor is produced by its effect upon the resinous substances in the perfumes. Heat causes the odoriferous principles to volatilize, allowing them to escape if the stopper be removed while the perfume is yet warm. Extreme cold, on the other hand, causes in some perfumes, notably rose and heliotrope, the precipitation of certain of the ingredients rendered insoluble by the cold. Perfumes should never be exposed to the direct rays of the sun, but as to the temperature, no concern need be felt if that is kept between 50 and 80 deg. Fahrenheit.

Within the limits of this article it will be impossible to treat of window displays of perfumery, but I may say in passing, if the pharmacist has a closed window, from which he can exclude dust and dirt, that a window dressed with perfumes makes an exceedingly attractive display, and is usually very gratifying in the trade that it draws.

For ease of access and purposes of display it will usually be found most satisfactory to place the package perfumes, toilet waters, etc., in a tall combination display case, with the bulk perfumes immediately behind in a wall show-case. In this way the goods most affected by dust are protected from it, and goods to which access is most often

desired can be reached with the minimum amount of trouble. The fancy bottles of perfumes can be attractively arranged in the lower compartment of the show-case, while the larger bottles of cologne, Florida, and other toilet waters may be displayed in the upper part. With care and an effort at tasteful arrangement the display can be made to have a very pretty effect.

When the pharmacist has a line of perfumes suited to the needs of his customers, including the odors for which there is most demand, and with the whole tastefully displayed, he has done nearly all in his power to make the department a success. Aside from this, the sales may be helped by the sampling cases supplied by many manufacturers with their goods. Another method of interesting customers is by mixing special odors for them. By practice a considerable expertness may be acquired in combining perfumes to make new and delightful odors.

The perfumery department is worthy the pharmacist's best efforts. The line is clean and dainty, and it does much to elevate the tone of the store. But, more than all else in their favor, perfumes pay a large profit.—Geo. L. Kelly in American Druggist.

Need For An Official Medicine Dropper.

Mr. Seward W. Williams thinks that the uniformity of strength which we are gradually gaining in galenical preparations, through the application of standardization processes of manufacture, warrants, if indeed it does not demand, some practical provision for more accurate dosage than that secured when a certain number of "drops" of a prescription are ordered taken at each dose. He cites an article by Dr. Payne, in which it was declared that "it is easy to obtain drops of water, under ordinary circumstances, varying from 33 to 120 to the fluidrachm." Mr. Williams suggests (Druggists Circular), by way of overcoming this source of error, that an official medicine dropper of definite internal and external diameter and standard size and shape at the point of delivery, if held vertically, could be made to overcome the present marked variation in the size of drops or at least confine variation to such narrow limits as to secure practical uniformity. On being asked for his opinion, Dr. Payne approved of the notion, and suggested that the dropper take the form of a graduated pipette, thus admitting of measuring in minims, drachms, or cubic centimeters, and tenths thereof. Mr. Williams thinks that other standard measures somewhat similar to those now in use might also well be adopted, which would do away with present variation in doses, due to lack of uniformity in the size of teaspoons, tablespoons, and wine-glasses. Moreover, if these standard measuring glasses were graduated on one side in the old system and on the other in metric measures, they would afford an easy method of familiarizing the user with metric equivalents and help to popularize the latter.

Too Many Missing Articles.

From the Michigan School Moderator.

A janitor in a Northern Michigan school threw up his job the other day. When asked what was the trouble he answered: "I'm honest and I won't stand being slurred. If I find a pencil or handkerchief about the school, I hang it up. Every little while the teachers or someone that is too cowardly to face me gives me a slur. Why, a little while ago I saw written on the board, 'Find the common multiple.' Well, I looked from cellar to garret and I would not know the thing if I met it on the street. What made me quit the job? Last night in big writin' on the blackboard it said, 'Find the greatest common divisor.' Well, I says to myself, both them darned things are gone now, and I'll be blamed for swipin' 'em, so I'll quit."

The Drug Market.

Opium—On account of higher primary markets, opium has advanced and is tending higher.

Morphine—Is unchanged.

Quinine—Has been advanced by all manufacturers and is very firm. The advance in German brands is 3c and in Powers & Weightman 2c.

Carbolic Acid—Has again advanced abroad, but is as yet unchanged here, but higher prices will rule later on.

Cocoa Butter—Has again advanced, on account of scarcity.

Lycopodium—Is active and has again advanced. As large quantities will be consumed during the coming presidential year, much higher prices are looked for.

Mercury and Mercurial Preparations—Have been advanced.

Strychnine—Has been advanced by the manufacturers 5c per ounce.

Rochelle Salts—Has declined 1c per pound.

Balsam Peru—Has again declined, on account of large stocks.

Balsam Tolu—Has also declined.

Linseed Oil—Is very firm at the advance noted last week.

Origin of a Term Now Frequently Used.

Henry Clews asserts that Daniel Drew invented the significant term "watering stock." Before coming to the Street to make and lose thirteen million dollars, Uncle Daniel had been a drover, and fed his cattle an unusual amount of salt in order to create in them an abnormal thirst that would cause them to drink great quantities of water, thus making them appear bigger and fatter when taken to market. After "watering stock" in this way, it was natural that he would make use of a trick or two of his own in disposing of stock of a different kind in Wall Street.

Paid \$13 and Promised to Do Better.

Ann Arbor, Dec. 11—Charles McCarger, druggist at Mulliken, pleaded guilty last week to a charge of failing to keep a registered clerk in charge of his store and was fined \$10 and \$3 costs, which he paid. This was the second offense. McCarger promised to employ a registered pharmacist at once.

A. C. Schumacher, Sec'y.

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

**Do you sell
Wall Paper?**

Have you placed your order for next season?
If not we should be pleased to have you see our line, which is the best on the market to-day.

Twenty-six leading factories represented. Prices, Terms, etc., Fully Guaranteed. We can save you money.

Write us and we will tell you all about it.

Keystek & Canfield Co.,

Grand Rapids, Mich.

The Michigan Wall Paper Jobbers.

WHOLESALE PRICE CURRENT.

[illegible]

GROCERY PRICE CURRENT.

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

AXLE GREASE

Aurora	doz.	gross
Castor Oil	60	7 00
Diamond	50	4 00
Frazier'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 lb. cans doz.	45	
1 lb. cans doz.	85	
1 lb. cans doz.	1 50	
Aeme		
1 lb. cans 3 doz.	45	
1 lb. cans 3 doz.	75	
1 lb. cans 1 doz.	1 00	
Bulk	10	

Arctie		
6 oz. Eng. Tumblers	85	
El Purity		
1 lb. cans per doz.	75	
1 lb. cans per doz.	1 20	
1 lb. cans per doz.	2 00	

Home		
1 lb. cans, 4 doz. case.	35	
1 lb. cans, 4 doz. case.	55	
1 lb. cans, 2 doz. case.	90	

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 lb. cans	45	
1 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	85	
Electric Light, 168	10	
Paraffine, 68	11 1/2	
Paraffine, 128	12	
Wicking	20	

CANNED GOODS		
Apples		
3 lb. Standards	90	
Gallons, standards	2 65	

Beans		
Baked	75	
Red Kidney	75	
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	
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Lobster		
Star, 1 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.	1 55	

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		
Aeme	@14	
Amboy	@13 1/2	
Elsie	@15	
Emblem	@14	
Gem	@14 1/2	
Gold Medal	@13 1/2	
Ideal	@14	
Jersey	@13 1/2	
Riverside	@14	
Briek	@12	
Edam	@17	
Leiden	@17	
Limbinger	@13	
Pineapple	50	
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."	55 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 Bouquet	60 00	
Green Seal Regalia	65 00	
Maceo's Dream	35 00	
Dispatch	33 00	
No Name	32 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.	35 00	
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Phelps, Brace & Co.'s Brands		
Royal Tigers	55@80 00	
Royal Tigerettes	35	
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.	10@35 00	
Brown Bros.	15@70 00	
Banner Stahl Co.	35@90 00	
Banner Cigar Co.	10@35 00	
Seidenberg & Co.	55@125 00	
E. M. Schwarz & Co.	35@175 00	
A. B. Ballard & Co.	35@110 00	
San Telmo	35@70 00	
Havana Cigar Co.	18@35 00	
C. Costello & Co.	35@70 00	
LaGora-Fee Co.	35@70 00	
S. I. Davis & Co.	35@185 00	
Hene & Co.	35@90 00	
Benedict & Co.	75@70 00	
Hemmett Cigar Co.	35@70 00	
G. J. Johnson Cigar Co.	35@70 00	
Maui Sanborn	50@175 00	
Boek & Co.	45@300 00	
Manuel Garcia	80@375 00	
Neuva Mundo	85@175 00	
Henry Clay	85@550 00	
La Carolina	96@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		
A. I. C.		
HIGH GRADE		
COFFEES		

Special Combination	20	
French Breakfast	25	
Lenox	30	
Vienna	35	
Private Estate	38	
Supreme	40	
Less 33 1/2 per cent. delivered.		

Rio		
Fair	9	
Good	10	
Prime	10	
Golden	12	
Peaberry	13	

Santos		
Fair	14	
Good	15	
Prime	16	
Peaberry	18	

Maracaibo		
Prime	15	
Milled	17	

Java		
Interior	26	
Private Growth	30	
Mandehling	35	

Mocha		
Imitation	22	
Arabian	28	

Package		
Arbuckle	11 00	
Jersey	11 00	

McLaughlin's XXXX		
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		
4 doz in case.		
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

Tradesman Grade		
50 books, any denom.	1 50	
100 books, any denom.	2 50	
500 books, any denom.	11 50	
1,000 books, any denom.	20 00	

Economic Grade		
50 books, any denom.	1 50	
100 books, any denom.	2 50	
500 books, any denom.	11 50	
1,000 books, any denom.	20 00	

Superior Grade		
50 books, any denom.	1 50	
100 books, any denom.	2 50	
500 books, any denom.	11 50	
1,000 books, any denom.	20 00	

Universal Grade		
50 books, any denom.	1 50	
100 books, any denom.	2 50	
500 books, any denom.	11 50	
1,000 books, any denom.	20 00	

Credit Checks		
500, any one denom.	2 00	
1,000, any one denom.	3 00	
2,000, any one denom.	5 00	
Steel punch.	75	

Coupon Pass Books		
Can be made to represent any		
denomination from \$10 down.		
20 books	1 00	
50 books	2 00	
100 books	3 00	
250 books	6 25	
500 books	10 00	
1,000 books	17 50	

CREAM TARTAR		
5 and 10 lb. wooden boxes.	30	
Bulk in sacks	29	

DRIED FRUITS—Domestic		
Apples		
Sundried	@ 6 1/2	
Evaporated, 50 lb. boxes	8 @ 8 1/2	

California Fruits		
Apricots	@ 15	
Blackberries	@ 15	
Nectarines	@ 10	
Peaches	@ 11	
Pears	@ 10	
Pitted Cherries	7 1/2	
Raspberries	7 1/2	

California Prunes		
100-120 25 lb. boxes	@ 4	
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	</

Herring	
Holland white hoops, bbl.	6 50
Holland white hoops, keg.	8 50
Holland white hoop mchs.	95
Norwegian	
Round 100 lbs.	3 60
Round 40 lbs.	1 75
Sealed	15

Mackerel	
Mess 100 lbs.	15 00
Mess 40 lbs.	6 30
Mess 10 lbs.	1 65
Mess 8 lbs.	1 35
No. 1 100 lbs.	13 25
No. 1 40 lbs.	5 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 60
40 lbs.	3 30 2 90 1 35
10 lbs.	90 80 41
8 lbs.	75 66 36

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

SOUFFE	
Scotch, in bladders	37
Maccaboy, in jars	35
French Kappie, in jars	43

SOAP

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

AS. S. KIRK & CO.'S BRANDS.

American Family, wrp'd.	2 66
Domie	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 4 lb.	3 00
Kirkline	3 50
Eos	2 50

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

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

SPICES

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

Pure Ground in Bulk

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

STOVE POLISH

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



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

SYRUPS

Corn	
Barrels	16
Half bbls.	18
1 doz. 1 gallon cans.	2 90
1 doz. 1/2 gallon cans.	1 80
2 doz. 1/2 gallon cans.	1 80

Pure Cane

Fair	16
Good	20
Choice	25

Mixed

V. C. Syrup Co.'s Brands.	
Valley City	16 1/2
V. C. fancy flavored	18 1/2



Kingsford's Corn

40 1-lb. packages	6
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Kingsford's Silver Gloss

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

Diamond

64 10c packages	5 00
128 5c packages	5 00
30 10c and 64 5c	5 00

Common Corn

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

Common Gloss

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

SUGAR

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

Domino	5 44
Cut Leaf	5 56
Crushed	5 56
Cubes	5 31
Powdered	5 25
Coarse Powdered	5 25
XXXX Powdered	5 31
Standard Granulated	5 18
Fine Granulated	5 18
Coarse Granulated	5 31
Extra Fine Granulated	5 31
Conf. Granulated	5 44
2 lb. cartons Fine Gran.	5 25
2 lb. bags Fine Gran.	5 25
5 lb. cartons Fine Gran.	5 25
5 lb. bags Fine Gran.	5 25
Mould A	5 44
Diamond A	5 18
Confectioner's A	4 94
No. 1, Columbia A	4 69
No. 2, Windsor A	4 69
No. 3, Ridgewood A	4 69
No. 4, Phoenix A	4 69
No. 5, Empire A	4 69
No. 6	4 50
No. 7	4 44
No. 8	4 38
No. 9	4 31
No. 10	4 18
No. 11	4 06
No. 12	4 00
No. 13	4 00
No. 14	3 94
No. 15	3 94
No. 16	3 94

TABLE SAUCES

LEA & PERRINS' SAUCE

The Original and Genuine Worcestershire.	
--	--

Lea & Perrins', large	3 75
Lea & Perrins', small	2 50
Half doz. large	3 75
Half doz. small	2 25
Salad Dressing, large	4 55
Salad Dressing, small	2 75

MALT WINE

Malt White Wine, 40 grain.	7 1/2
Malt White Wine, 80 grain.	11
Pure Cider, Red Star	12
Pure Cider, Robinson	12
Pure Cider, Silver	11

WASHING POWDER

Kirk's Eos	2 00
Wisdom	3 75
Roseline	3 25
Nine O'clock	3 50
Babbitt's 1776	3 12
Gold Dust	4 25
Johnson's	3 50
Swift's	3 50
Rub-No-More	3 50
Pearline, 72 8 oz.	2 90
Pearline, 36 18	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	7 00
Willow Clothes, medium	6 50
Willow Clothes, small	5 50

Butter Plates

No. 1 Oval, 250 in crate	1 80
No. 2 Oval, 250 in crate	2 00
No. 3 Oval, 250 in crate	2 20
No. 5 Oval, 250 in crate	2 60

Clothes Pins

Trojan spring	9 00
Eclipse patent spring	9 00
No. 1 cotton mop holder	9 00
No. 2 cotton mop holder	9 00
12 lb. cotton mop heads	1 25

Mop Sticks

Trojan spring	9 00
Eclipse patent spring	9 00
No. 1 cotton mop holder	9 00
No. 2 cotton mop holder	9 00
12 lb. cotton mop heads	1 25

Oils

Barrels	
Eocene	13
Perfection	12
XXX W.W. Mich. Hdt	11 1/2
W. W. Michigan	11 1/2
Diamond White	10 1/2
D. S. Gas	12 1/2
Deo. Naptha	12 1/2
Mink	29
Engine	24
Black, winter	11

Pails

2-hoop Standard	1 50
3-hoop Standard	1 70
2-wire, Cable	1 60
3-wire, Cable	1 85
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	5 25
16-inch, Dowell, No. 3	4 25
No. 1 Fibre	9 00
No. 2 Fibre	7 50
No. 3 Fibre	6 75

Wash Boards

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

Wood Bowls

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

Provisions

Barreled Pork

Mess	@ 9 75
Back	@ 11 50
Clear back	@ 10 75
Short cut	@ 10 50
Pig	@ 15 00
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
Bacon, clear	@ 7
Shoulders (N. Y. cut)	@ 7
Parishian	7 1/2 @ 8 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
50 lb. Tubs, advance	3 1/2
50 lb. Tins, advance	3 1/2
20 lb. Pails, advance	3 1/2
10 lb. Pails, advance	3 1/2
5 lb. Pails, advance	1 1/2
3 lb. Pails, advance	1 1/2

Sausages

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

Beef

Extra Mess	10 00
Boneless	11 75
Rump	11 50

Pigs' Feet

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

Tripe

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

Casings

Pork	20
Beef rounds	3
Beef middles	10
Sheep	60

Butterine

Rolls, dairy	13 1/2
Solid, dairy	13
Rolls, creamery	19
Solid, creamery	18 1/2

Canned Meats

Corned beef, 2 lb.	2 35
Corned beef, 14 lb.	16 00
Roast beef, 2 lb.	2 25
Potted ham, 1/48	50
Potted ham, 1/48	90
Deviled ham, 1/48	50
Deviled ham, 1/48	90
Potted tongue, 1/48	50
Potted tongue, 1/48	90

Oils

Barrels	
Eocene	13
Perfection	12
XXX W.W. Mich. Hdt	11 1/2
W. W. Michigan	11 1/2
Diamond White	10 1/2
D. S. Gas	12 1/2
Deo. Naptha	12 1/2
Mink	29
Engine	24
Black, winter	11

Grains and Feedstuffs

Wheat	
Patents	4 20
Second Patent	3 70
Straight	3 50
Clear	3 00
Graham	3 50
Buckwheat	6 00
Rye	3 25
Subject to usual cash discount	
Flour in bbls., 25c per bbl. additional	
Ball-Barnhart-Putnam's Brand	
Diamond 1/28	3 60
Diamond 1/32	3 60
Diamond 1/36	3 60
Worden Grocer Co.'s Brand	
Quaker 1/28	3 60
Quaker 1/32	3 60
Quaker 1/36	3 60

Spring Wheat Flour

Hardware

How to Attract Trade to a Store.

Did it ever seem to you, Mr. Dealer, that other people may not always agree with your ideas about store management? You think that your ideas are all right simply because they are your own and you may even incline to the opinion that if people don't like your way of managing things they can go elsewhere with their objections and leave you to yourself and possibly with your loneliness as company. That's all right in one sense. It's independent and shows that you are a free-born American citizen who has the inalienable privilege of doing things in his own way and not being subject to what you may be pleased to call the whims and fancies of a lot of cranks.

* * *

All that kind of spirit is good enough, for its kind, but right here comes up a very pointed question: Does it pay? You may possibly be in business for the benefit of your health or your complexion, but I take it for granted that you're there for what's in it, for the profit, the success and the gradual building up of your store and the establishing of a name and reputation for yourself. This being so, do you think you can ignore the peculiarities of your neighbors or let them know more or less directly that you intend to do things just as you please and that you care not a little bit for their opinions about the way they look at your store and what is there for sale?

* * *

You have bought your goods with the one idea of selling them. They are not merely on exhibition, but on sale. Their arrangement about the store may please you, but does it please those who come in to buy? You may think that you know just how to treat your customers and that no one can improve on your methods. But it's a very important matter to find out if your customers have the same ideas as yourself, to know whether or not they are pleased with you and with your goods and to be assured that if there is any fault it is not of your making. If you can honestly assure me that you are perfect in all these respects, please send me your name and address and I'll take the first train and make a personal call at your store. I might learn enough in an hour's time to keep me talking a month for the benefit of those other dealers who don't know as much as you do.

* * *

The store makes either a favorable or unfavorable impression on the visitor. If he has seen better stores than yours, he will be very apt to determine that your goods are very much like their arrangement and your reception of him, or rather indifferent. He may not even stop to look at the goods, but turns away because he has seen enough or too much. If he has not seen better stores and doesn't know the difference between a poor and a good one, then he's likely to be a rather poor customer whose opinions and trade are not worth anything as compared with the other fellow's. It pays to care for the best trade, although not slighting the others, simply because that's the kind that has the most money.

* * *

But to get back to the impression part of my talk. People like to be pleased with their surroundings. Even a tramp has his own ideas about the soft side of a plank. First ideas generally

govern and in most cases they are correct. They may not be your ideas and there may be so many kinds that you can't meet every one of them, but you can at least make an effort to harmonize them all and by the use of tact—one of the rarest and yet most valuable accomplishments on earth—can make most people believe that you are really trying to please them individually. That isn't so much a matter of store arrangement as it is of personal treatment of your customers, yet I have noticed almost invariably that courteous treatment and good arrangement go together and that where one is lacking the other won't be found. Make your store speak for yourself and you won't have such very hard work in personally pleasing your customers.

* * *

There are plenty of people who will not go into certain stores because the proprietors or their clerks have not treated them right on some previous occasion. I know of one case in this town where a merchant was driven out of business because he played a shabby and undeserved trick on a good customer. The latter had numerous friends to whom he told the story—and they stayed away from the store on his account. Such tricks never pay. You wouldn't be guilty of such a thing, I know, but if you were you might find out how much injury a dealer can inflict on himself through his own indiscretion.

* * *

Many a merchant has laid the foundation of a good business by being talked about. Well pleased customers are walking advertisements. They talk of a purchase and how nicely they have been treated. Such talk spreads and bears fruit. Other people go to the same store, are well pleased with the result and do some more talking. The news spreads—it's curious, but good news does travel sometimes—and the merchant finds himself advertised in a satisfactory way without having spent a penny. But let him get talked about in the wrong way, let people tell each other that his store is ill-conditioned, that he himself is too well pleased with himself to care about pleasing others, and he'll find the boot on the other foot and pinching his corns like the mischief. I believe in treating everybody with equal courtesy, but I have a special fondness for old customers. They are almost a part of one's stock in trade. Still, it doesn't pay to treat them too much like friends. Let the friendship go to the social side of life, for fear that familiarity may lead to business breach and that the breach will widen and take in the others. For people will talk, and it's vastly better and just as easy to have this talk of the right kind.—Hustler in Stoves and Hardware Reporter.

An Electric Horsewhip.

One of the latest inventions is an electrical horsewhip, which is constructed so as to give a slight electric shock to the animal. As described by an electrical exchange, the handle, which is made of celluloid, contains a small induction coil and battery, the circuit being closed by means of a push button. The extremity of the whip consists of two small copper plates insulated from each other, each of which is provided with a tiny point. The plates are connected to the induction coil by means of a couple of fine insulated wires.

Get away from business occasionally. It is cheaper to take a voluntary vacation than to wait until the doctor orders it.



Air Tight Stoves

Write
for
Price
List.

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

Want Anything Quick?

This is the place to get it. Telegraph, telephone or write. If we have the goods they will go on the first train; if we have not, we will get them somewhere and they will go on the next one after that. Write for our Carriage, Harness, Sleigh, Robes and Blankets Catalogues.

BROWN & SEHLER, Grand Rapids, Michigan.

The Grand Rapids Paper Box Co.

Manufacture

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

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

Our line of

WORLD Bicycles for 1900



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

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

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

Rare Chance

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

Intending purchasers address
LOUIS LOWENTHAL, Mobile, Ala.

Take a Receipt for Everything

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

BARLOW BROS.,
GRAND RAPIDS, MICHIGAN.

Some Things To Avoid.

A man of the world wound up some good advice he was giving a young girl by the final admonition—"Don't be a cat. You needn't look offended," he went on, it is the besetting sin of your sex. Nature seems to have dowered old mother Eve with some of the feline instincts and characteristics, and every daughter of her since, from Eden down to the present time, has come in for a share of the inheritance.

"Begin by avoiding the temptation to be kittenish, which appears to be a universal mania among women. Neither age nor avoirdupois is a bar to their yearning to act cute, and assume little babyish ways and attitudes. To do this successfully requires the physique of a fairy, big eyes, fluffy hair, and an expression of artless innocence that amounts to positive genius. In all my life I have known only one woman who was effective in the kittenish role. All the others looked like performing elephants. Never attempt anything, my dear, where the percentage of failure is so enormously against you.

"Don't scratch. No other quality is so treacherous and so detestable. If you must fight, fight in the open. Don't give little sly scratches when you think no one is looking. I have heard a woman say to another: What a lovely brooch you have. I always think those little inexpensive diamonds almost as pretty as the fine ones. Every day I hear a girl say: 'Oh, yes, Lulu Brown is one of my dearest friends. She's very pretty, but her complexion is artificial.' There are girls who qualify every compliment about another girl with one of those little back-handed scratches. Don't do it; and never imagine for a moment that men don't understand it, when you do. They comprehend it perfectly, and set you down for a spiteful little cat every time. Even when others say rude and unkind things to you, let it pass. Don't scratch back. In the code of honor among men a gentleman can only fight with a gentleman. Those beneath him he ignores. A woman who insults you is not in your class. You can not fight her with even a woman's weapon—the tongue—without lowering yourself to her level.

"Don't get your back up every time somebody rubs the fur the wrong way. Life isn't going to be all compliments and chocolate creams for you. Don't be too quick to take offense, or get angry every time anybody crosses your plans and desires. Others have an equal right to their opinions and preferences. It is easy enough to be amiable when every one agrees with you, and admires you. The test of character is in keeping your temper sweet and reasonable when people differ with you and criticize you. You will have many opportunities of observing that the amiability of your sex bears a strong family likeness to that of the cat. In both cases it is hung on a hair trigger, and is likely to go off at any moment, if there is a change in the attitude of the hand that is stroking them. Rub puss the right way, and she is all that is complaisant amiability. Agree with madame in all that she thinks and does, and she has the temper of an angel. Reverse the process, and both are liable to put their backs up and spit fire at you.

"Don't be given to too much purring. In human beings that trait is gushing, and it is a pitfall into which many girls stumble. They want to be thought cordial, and so they assure every chance acquaintance that they are simply en-

chanted to meet them and that life is a howling wilderness without them. It is as insincere and meaningless as the purr that a cat gives under any hand, and that only comes from the throat and never touches the heart at all. Above all, my child, don't purr over men. Accept and enjoy their attentions, for that is your right, but don't make the fatal mistake of looking too pleased because some man happened to notice you. The purring girl is always held cheap. Don't scratch; don't purr, don't be a cat."

Cora Stowell.

Louisiana's Meanest Man.

From the New Orleans Times-Democrat.

"I think I have discovered the champion meanest man of New Orleans," said a lawyer who always has an eye for human curiosities. "I located him in a restaurant the other day, but must confess that I would never had done so at first glance. The truth is, he concealed his accomplishments under a rather bland and benevolent exterior and looked like an ordinary, good-natured, middle-aged person in some minor line of business, with nothing especially to distinguish him from thousands of others.

"While he was leisurely eating his dinner and I was leisurely ordering mine, a newsboy came in with a bundle of papers. The benevolent-looking gent beckoned him over, took a paper and began to peruse it. He went about the reading with care and deliberation and occasionally he laid down the sheet and took a few mouthfuls of dinner. Meanwhile the newsboy was fidgeting from one leg to another and shooting anxious glances at possible customers around the room, but the bland gentleman read on regardless. I was watching the pair out of the tail of my eye and kept track of the time by a clock that hung overhead. Five minutes elapsed, then ten, then fifteen, and the newsboy, who had collapsed wretchedly into a chair, began to drum the floor with his feet. 'What's the matter with you?' said the bland man, looking up, 'you're the most nervous child I ever saw in my life. But I've found what I wanted,' he added, 'and I'll just cut it out; it won't hurt your paper, for it's down here in one corner where nobody will notice.' With that he produced a penknife, cut out a paragraph, folded the paper and handed it back. 'Here you are,' he said; 'take it and run along!'

"The newsboy made a sort of inarticulate noise, took the sheet and shuffled out. He seemed to be stupefied by the man's transcendental gall, and the fact is, I felt a little that way myself. When I last saw him he was putting the clipping in his pocketbook. I am willing to back him at even money against any other man in Louisiana."

Hardware for the Holidays.

The hardware holiday trade has assumed very large proportions this year and ample preparations have been made by retailers to provide for it. The variety of goods now handled by hardwaremen is much greater than has been customary hitherto. In fact, the up-to-date store would hardly be recognized by the dealer of ten or even five years ago, so great has been the improvement in the carried lines, and this applies not only to the holiday stock but to the regular run of goods.

The Spirit of Change.

"Well," said the Kansas farmer, jovially, "I hear that you paid off your mortgage yesterday. I tell you, you are to be congratulated."

"Oh, I don't know," replied the other Kansas farmer with a sigh; "the old place'll never seem like home any more."

Settling a Score.

"Goodness! Where did the Joneses get that big silver loving cup that is in their parlor window?"

"Why, it was given to them by the neighbors that used their lawn mower and telephone all summer."

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	net	
Bolts			
Stove.....	60		
Carriage, new list.....	45		
Plow.....	50		
Buckets			
Well, plain.....	\$3 75		
Butts, Cast			
Cast Loose Pin, figured.....	65		
Wrought Narrow.....	60		
Cartridges			
Rim Fire.....	40&10		
Central Fire.....	20		
Chain			
Com.....	8 c.	7 c.	6 c.
BB.....	9	7½	6½
BBB.....	9½	8½	7½
Crowbars			
Cast Steel, per lb.....	6		
Caps			
Ely's 1-10, per m.....	65		
Hick's C. F., per m.....	55		
G. D., per m.....	45		
Musket, per m.....	75		
Chisels			
Socket Firmer.....	65		
Socket Framing.....	65		
Socket Corner.....	65		
Socket Slicks.....	65		
Elbows			
Com. 4 piece, 6 in., per doz.....	net 65		
Corrugated, per doz.....	1 25		
Adjustable.....	40&10		
Expansive Bits			
Clark's small, \$18; large, \$26.....	30&10		
Ives' 1, \$18; 2, \$24; 3, \$30.....	25		
Files—New List			
New American.....	70&10		
Nicholson's.....	70		
Heller's Horse Rasps.....	60&10		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28		
List 12 13 14 15 16.....	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.....	80		
Hammers			
Maydole & Co.'s, new list.....	dis 33½		
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.....	3½ 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.....	7½		
Per pound.....	8		
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 ¼ per pound extra.....			
Planes			
Ohio Tool Co.'s, fancy.....	50		
Sciota Bench.....	60		
Sandusky Tool Co.'s, fancy.....	50		
Bench, first quality.....	50		

Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base.....	3 25
Wire nails, base.....	3 40
20 to 60 advance.....	Base
10 to 16 advance.....	05
6 advance.....	10
4 advance.....	20
3 advance.....	30
2 advance.....	45
Fine 3 advance.....	70
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel ¾ 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, Alloway Grade.....	6 50
20x28 IC, Charcoal, Alloway Grade.....	11 00
20x28 IX, Charcoal, Alloway Grade.....	13 00
Ropes	
Sisal, ½ inch and larger.....	11½
Manilla.....	16
Sand Paper	
List acct. 19, '86.....	dis 50
Sash Weights	
Solid Eyes, per ton.....	22 50
Sheet Iron	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$3 20 \$3 00
Nos. 18 to 21.....	3 20 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
Soldier	
½ @ ¼.....	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—Alloway Grade	
10x14 IC, Charcoal.....	7 00
14x20 IC, Charcoal.....	7 00
10x14 IX, Charcoal.....	8 50
14x20 IX, Charcoal.....	8 50
Each additional X on this grade, \$1.50.	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	10
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game.....	75
Oneida Community, Newhouse's.....	40&10
Oneida Community, Hawley & Norton's.....	65&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, Nickeled.....	30
Co's Genuine.....	30&10
Coe's Patent Agricultural, Wrought.....	70&10

COUPON BOOKS

SUPPERCEDE

BOOK-KEEPING
DISPUTED ACCOUNTS
BAD DEBTS

ACCURACY
ASSURE
PROFIT
CONTENTMENT

We make four grades of books in the different denominations.

CIRCULARS
SAMPLES
ON INQUIRY

TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

Is Emerging From Darkness Into Light.

Standish, Dec. 11—I write you in regard to my new plan of business, thinking it might be beneficial to your readers. I am doing a strictly cash business and find it to be more satisfactory than I thought it would be when I started. I have done a credit business ever since I started, about seven years ago, and each year since that time I found the credit business more unsatisfactory. I had several times decided to start the cash system, but, being afraid of the result each time, backed down until Nov. 1 of this year, when I made up my mind that I would either run a cash store or none; and with a firm belief that I could and would master all difficulties arising from the change, I launched out, and I can assure you that I have not met with as many difficulties since I started this system as I did under the old credit system; in fact, all the trouble I have had has been in the settlement of some business transacted under the old system. Nothing could induce me to go back and transact business as I formerly did, and I would advise any merchant reading this article who finds the credit system annoying, as most merchants do, to stop at once and take the step that is sure to bring success. It is like stepping from darkness into light and I can definitely say from my own experience that you will find yourself relieved of a burden unnecessarily borne. I enclose a circular such as I sent to all my customers and, in fact, to every one far and near, before making the change so all were aware of the change, before it was adopted. In this way I avoided having to refuse credit in the store. I have had to refuse perhaps six or eight customers since Nov. 1. The next step I took was to cut the price on all articles through the store so as to make just a fair living profit. I make a profit on everything I sell, but do not sell for or below cost. My intention is to keep this policy right through. If my neighbor merchants cut prices to cost or below, it makes no difference to me. I will not drop from my standard price. If they get below me, they are not making any profits. They will have to sell so cheap that they will soon see that it is only folly to do this. It is not my intention to put up any fight on prices or to kick up any irritations with other merchants. I intend to do just as I state in my circular on this point—try to buy and sell so as to meet the appreciation and patronage of all.

The effect on my business has been an increase in trade and my bank account runs higher than it ever did last month, so I can say, in conclusion, that the cash business has proved itself to me to be the only way whereby a merchant can get on a safe footing and stay there. I will write again in the future and let my fellow merchants know how I progress as time passes. W. N. Honey.

Fell in the Trap Set by the Bell Company.

From Elkhart Daily Truth.

The sale of the South Bend independent telephone line to the Central Union (Bell) Company was a most disastrous thing for that city and telephone users will soon realize the practical workings of an absolute monopoly. The South Bend dailies have taken occasion, since the transfer, to assure telephone patrons that the consolidation would mean more satisfactory service, but as yet they have had not a word to say about the probable cost of that service.

Truth to-day is in a position to enlighten them on that subject and desires also to felicitate the people of Elkhart upon their peculiar good fortune in that there is no danger of a similar consolidation in this city.

Before the South Bend independent system sold out to the Central Union the rates of both companies were \$15 a year for residence 'phones and \$30 a year for business houses. These rates are considerably in excess of those charged by either of the competing lines in this city, but South Benders considered them moderate.

Since the consolidation the rates in South Bend have been advanced to \$30 for residences and \$48 for stores and

business places. These figures have not yet been made public in that city, but Truth has received them from a reliable source, and it will be but a few days before the company notifies its patrons of the advance in rates.

Twice within the past three years has the Central Union Company made an offer to buy the independent line in this city, but the management of the Home company would sell only on condition that no increase should ever be made in present rates, and to this condition the Bell company would not agree. In this transaction the independent company acted honorably with its patrons and its course is to be highly commended.

Elkhart people are fortunate and the helplessness of the South Bend public is truly pitiable.

Manistee Merchants at Variance on Early Closing.

Manistee, Dec. 9—The Business Men's Association held their regular bi-monthly meeting at the Council Rooms Wednesday night. There were about thirty present, and the topic of the evening was the early closing movement inaugurated by the clerks. The sentiment of the members present was not in favor of the early closing movement, except during January and February and perhaps March. A vote was taken and it was carried by a big majority. Still it is hard to determine the true status of the business men, as many representatives of the business firms were absent. The prevailing opinion is that the business men generally are willing to close at 6 or 7 o'clock during the winter months, except Saturday nights, but are bitterly opposed to the early closing during the remainder of the year. Quite a few who have signed the clerks' list claim that the matter had been misrepresented to them. That is, they claim they signed it with the understanding that their business places should be closed at 6 o'clock only during the winter months, whereas in reality it means for all time to come. It appears that those who have signed the list signed it with the proviso to keep closed if their neighbors did.

Geo. H. Davis, J. E. McEvoy and L. Wellman were appointed a committee to wait upon the business men with a view of ascertaining whether they are in favor of the early closing movement or not, with the exception of January and February and perhaps March.

The closing matter was thoroughly discussed, pro and con, but no action was taken on account of the business firms not being better represented, only to get the sense of those present.

The resignation of Secretary C. W. Lee was accepted and J. S. Madison was elected to fill the vacancy. Jacobsen & Hansen became members of the association.

Kalamazoo Shoe Dealers Touch Elbows.

Kalamazoo, Dec. 9—The boot and shoe merchants of Kalamazoo met at the Chamber of Commerce Wednesday evening and completed an organization to be called the Kalamazoo Retail Boot and Shoe Dealers' Social Association, for the purpose of inducing a more fraternal feeling among the representatives of this line of business. They will hold a banquet at the Burdick in a few weeks.

Another meeting will be held next Wednesday night and committees appointed on organization, by-laws and social events. The officers elected are as follows:

President—William Ware.
Vice-President—J. F. Muffley.
Secretary—L. T. Bennett.
Treasurer—P. B. Appeldoorn.

There has been talk among some of the shoe dealers of making a uniform price on rubber goods, doing away with "free shine" stands in their stores and charging 5 cents for every pair of shoe strings that is disposed of, but the proposition has not met with the approval of all the dealers.

All the world loves a lover; but not one of the Roberts kind.

Port Huron Merchants Chafe Under the Piano Scheme.

Port Huron, Dec. 11—There was a large attendance at the meeting of the Merchants and Manufacturers' Association last Friday night.

The Secretary reported that the merchants who went into the "piano scheme" are anxious to get out of it, if they can do so honorably. The Secretary said it was a violation of the rules of the Association for members to enter into such schemes. He advised all members to withdraw.

E. C. Boice, John Schwickert, W. B. Biddlecomb, Jacob Jacobi and others who had contracts with the Piano Advertising Co. made short speeches. All expressed regret at having entered into the agreement. John Schwickert stated that he had purchased tickets to the amount of \$16, while Jacob Jacobi and others said that they had paid \$28.

A short adjournment was taken to allow those having contracts to discuss the matter together.

On reassembling the statement was made that the "victims" had arrived at a conclusion, but did not want to make it public until after all who signed the agreement had been interviewed.

The Association voted to keep all stores open evenings during the week of December 18.

Speeches were made by A. S. Martin, Chas. Baer, W. R. Austin, A. G. Smith and others. Referring to gift enterprises Mr. Martin said if the gold brick men of New York should hear of the Port Huron Merchants and Manufacturers' Association, they would certainly have a snap.

Injurious Effect of Warm Weather on Upper Peninsula Trade.

Ishpeming, Dec. 11—Our business was not only set back a full month, but we sustained losses from the slackness in trading which we will never make up. The fall weather was unprecedentedly warm and people were able to wear clothing meant for early fall up to the first of this month without the slightest discomfort.

This killed the November business. While the weather permitted light clothing was worn, and there were only a few calls for heavy fall and winter goods in a month which generally is marked by a tremendous rush of business. Dealers in wearing apparel and footwear suffered most from the slow business, although the slackness in trading was so noticeable that business generally was not up to the usual standard.

It is hard to estimate the amount of money loss which the warm weather is responsible for. It does not follow that all will this month purchase articles which would have been bought in November had it been cold. Christmas is rapidly approaching and the necessity for unusual expenditures will cause a wave of economy which will be more or less general. We clothing and footwear men got a black eye in November and there is no denying it.

A Ready Answer.

"I am so ambitious," said the egotistical man, "that some day you may see me bringing the earth home."

"If you bring it on your feet," cautioned his meek wife, "don't forget that the door mat stands in the vestibule, and that the last time these halls were scrubbed I did it myself."

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—STOCK OF SHOES AND FIXTURES INVOICING \$2,000; good location in town of 6,000 inhabitants; will accept 50 cents on the dollar if taken quick. Address 118 South Michigan Ave., Big Rapids, Mich. 148

FOR SALE—ONE CARLOAD 25 FEET cedar poles, four inch top. Address J. J. Robbins, Boyne Falls, Mich. 149

FOR SALE—BAKERY AND LUNCH ROOM, cheap for cash. Sickness reason for selling. L. K. Koehlinger, Durand, Mich. 154

DRUG STOCK FOR SALE—RENT VERY cheap; good location in city of 9,000 inhabitants; resort town. Stock invoices \$2,000. Address No. 152, care Michigan Tradesman. 152

FOR SALE—MEAT MARKET, WITH FIXTURES, span of horses, wagons, sleighs and everything necessary for a first-class market. Good living rooms in upper story; terms easy; one market in operation; town of 1,800 population. Reason for selling, poor health. Address Levi S. Smith, Nashville, Mich. 151

FOR SALE—ALMOST NEW CALIGRAPH (No. 3) Typewriter at one-half price; terms \$5 cash with order, balance of \$45 C. O. D.; full examination privileges; first-class condition guaranteed. L. A. Ely, Alma, Mich. 150

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 CALIFORNIA and all points West at reduced rates. Trans-Continental Freight Co., 38 Market St., Chicago, Ill. 143

TO EXCHANGE FOR STOCK OF GENERAL Merchandise—160 acre farm near Jeddo, 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 REGISTERS, 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 meat 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

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

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

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

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

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—50 acre farm, part clear, architect house and barn; well watered. I also have two 40 acre farms and one 80 acre farm to exchange. Address No. 12, care Michigan Tradesman. 12

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

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

THE SHAFING, 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. 883

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

MISCELLANEOUS.

\$4 TO \$6 A DAY SURE ABOVE EXPENSES and a steady job to good agents selling our gasoline lamp. Everybody wants them. Brilliant Gas Lamp Co., M48 Clark St., Chicago. 153

WANTED—POSITION BY REGISTERED pharmacist; 10 years' experience; best of references. Address 332 West 10th St., Traverse City, Mich. 155

WANTED—REGISTERED PHARMACIST. State age, experience, references and salary expected. Address No. 156, care Michigan Tradesman. 156

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

President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.

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



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

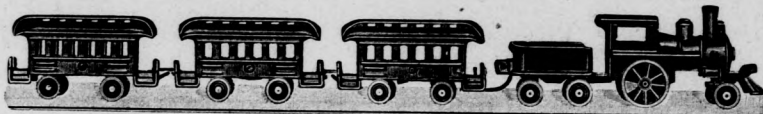
They all say

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

Who urges you to keep **Sapolio**? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.



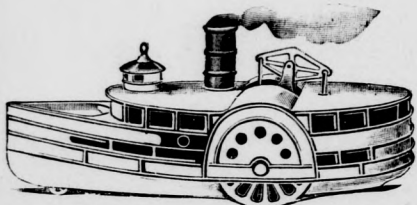
No. 2591 Freight Train—Engine, tender and steel flat car, nicely painted, revolving wheels. Length 11½ in. 1 doz. in box. Per doz.\$0 75



No. 2594 Passenger Train—Consists of locomotive, tender and three steel coaches. Length 23 in. Nicely painted. ½ doz. in box. Per doz.\$1 85
No. 2595 Full Nickeled Passenger Train—Engine, tender and three coaches. Length 22 in. ½ doz. in box. Per doz. 1 95



No. 2756 Southern or Plantation Cart, with mule and negro driver. Handsomely painted in bright appropriate colors. Entire length 11 inches. One-sixth dozen in box. Per doz.\$1 90



No. 2752 Iron Steamboat. Very nicely painted in attractive colors with gilt ornamentation. Length 5¼ inches. ½ doz. in box\$0 75

It's Not Too Late to Order

If you need anything, and need it quickly, send us your order. We will fill it promptly from the largest and best-assorted stock we have ever carried at this season. We planned our buying so carefully that even at this late date our unusually heavy trade has not broken our lines to any noticeable extent.

Our Catalogues, No. 150 (Holiday Goods) and No. 151 (Staples), are crowded to the fullest extent of their 256 pages with goods that you should have in stock.

The cuts on this page show only a small number of our leaders in Iron Toys alone. The prices are interestingly low.

H. Leonard & Sons

Importers

Jobbers

Manufacturers

Fulton and Commerce Streets

Grand Rapids, Mich.

He Dreamed It



This fellow is just like that merchant who tries to do business with old pound and ounce scales---when he wakes up he'll be disappointed. The Money Weight System is not a dream.

You will find money in your store if you use our System Scales. Remember our scales are sold on easy monthly payments.

The Computing Scale Co.,

Dayton, Ohio.