

## A Merry Christmas to One and All

...

We sell to

dealers only

*Burley & Tyrrell*

42-44 Lake Street

Chicago



### Some Facts About Stumps

The stump of the biggest tree that ever reared its colossal form on the face of the earth stands within twelve miles of San Francisco.

The stump of the best cigar ever produced by man lies at the feet of the man who has just finished smoking one of PHELPS, BRACE & Co.'s ROYAL TIGERS or TIGERETTES.



## Walsh-DeRoo Milling Co.

Holland, Michigan

Before buying Ground Feed and Meal write us for delivered prices. We put it up either in your sacks or in 100 pound sacks as required. Prompt shipments is our rule.

WALSH-DEROO MILLING CO.

## YOU NEED THEM

**S**HOES 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.

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

## 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.

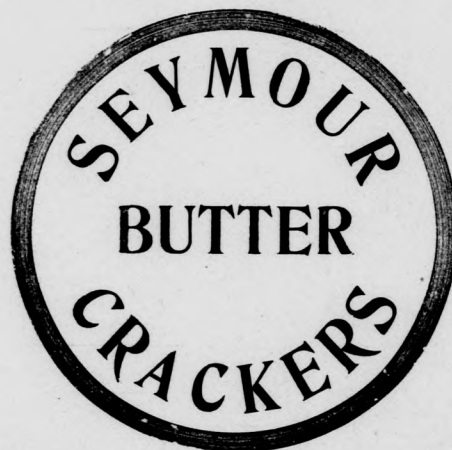
Detroit Agency, 111 West Larned St.

## 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

## 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.



# MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, DECEMBER 20, 1899.

Number 848

**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.**

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

**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.

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.**  
 Private Credit Advances  
 Collections and Commercial Litigation  
 WIDDICOMB BLDG.  
 GRAND RAPIDS, MICH.  
 419 Widdicomb Bldg., Grand Rapids.  
 Detroit office, 817 Hammond Bldg.  
 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,**  
 B'odgett Building,  
 Grand Rapids.

**Tradesman Coupons** Save Trouble. Save Money. Save Time.

## IMPORTANT FEATURES.

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## THE SACRIFICE OF THE PRESENT.

Benjamin Franklin, who possessed in a pre-eminent degree the genius of common sense, taught only one side of this truth when he uttered that famous saying, "Time is money." He would have proclaimed a dictum more profound and comprehensive if he had said simply that time is opportunity. As a rule, wealth is founded in small savings and fostered by careful investments. It is the common observation of capitalists that the first thousand is the hardest to make. That money is saved when the temptation to spend is strongest and when the average man is least able to appreciate the value of time as an element of power. The sense of time is, in itself, a kind of genius. It is very near to wisdom not only to know, but actually to feel, how much is wasted when time is lost or thrown away. Whatever else a man may take away he may return, but the stolen hour can never be restored.

There is, nevertheless, another side to this question of time and destiny. The man who lives exclusively in the future can hardly be said to live at all. He tastes nothing; he enjoys nothing, unless it be anticipation, and, in the minds of those practical men who turn their air-castles into solid rock, anticipation is so closely associated with preparation that there is scant room for the enjoyment of a dream. When someone asked Napoleon Bonaparte whether he was not happy in the midst of the victories that crowned his first campaign in Italy, he replied that he had in those days no time to think of fame. And so it was perhaps throughout his active career. There was always another move to be made on his chess-board and he achieved no victory which he regarded as final. But, it may be asked, if existence is to be passed wholly in preparation, when may one expect to realize life itself? This is a question that deserves to be seriously considered. The utilitarians easily make out a seemingly strong statement of their view of existence. Hunger and frost, they observe, are the world's great taskmasters. The pinch of the one and the sting of the other stimulate men to labor and lay the foundation of all the

great industries. It is where Nature wears her sternest aspect that she teaches them her most valuable secrets, and it has become a proverb that Necessity is the mother of invention. This iron rule of life, moreover, extends far beyond the primitive demands of existence, food, clothing and the other simple claims of mere physical comfort. It prescribes the essential discipline of culture. To labor and to wait, to suffer and be strong, are the inexorable requirements of success in every department of noble endeavor, and are as necessary to growth as to accumulation. The student begins in the depths of ignorance, and that, as he conceives it, is poverty. He very soon discovers that if he would acquire a wealth of learning, he must depend upon a process of slow accumulation. He must add fact to fact and principle to principle, and meanwhile he must turn his back upon all the beguilements of fleeting Pleasure, counting as lost the day that adds nothing to his store of knowledge. And even in his learning he must exercise an unflinching power of self-denial. He has to understand at the outset that if he would learn anything thoroughly there are a great many things of which he must remain in ignorance. There is allurements in all history and science, in every language and literature; but the student who has become an authority in any department is one who has resolutely refused himself the pleasures of a various but superficial learning. Further, the strenuous and persistent labor required for the attainment of thoroughness in any branch of knowledge is equally essential in the development of the intellect itself and in the culture of character.

When school days and college days are over, and the graduate addresses himself to the tasks of his chosen trade or profession, the dominant idea is preparation still, and he finds himself, as before, sacrificing the present to the future. He strives now not only to master the business in which he is engaged, but also to make of every success in its pursuit a stepping-stone on which to rise to wealth, to professional distinction, to political popularity and power, or to social advancement. Herbert Spencer and other intelligent visitors from the Old World have remarked that this tendency is one of the most striking characteristics of society in the United States, where each class is striving to attain the level of the one just above it. The consequence is general unrest, and only too often a feeling of embittering discontent. It is pleasant to reflect that there is a career here for talent, and that the children of the poorest and obscurest people may some day win the highest honors that an admiring public can confer; but, for all that, there is something to be said for the social repose of some long-established communities in another quarter of the globe where men still follow their fathers' trades as they take their fathers' names, and where the people generally are not working themselves to death in a desperate effort to outshine each other,

or to grow richer and wiser than their ancestors were. Democratic institutions bring certain benefits, no doubt, to the masses; but they have "the defects of their qualities." In this country there is, perhaps, a widely prevalent feeling, or impression, that everything that has been accomplished in the world so far must be regarded as provisional. It may be that this idea puts a premium on originality and leads to all sorts of inventions and discoveries; but one may, nevertheless, prefer to regard some things as absolutely settled, and it is not altogether pleasant to be reminded by flippancy and self-complacent young critics that one is "not up to date" because he still unblushingly proclaims his devotion to some old-fashioned ideals.

But the present, here at least, might be well enough if there were only a more general disposition to accept it restfully. The annihilation of time and space is one of the proudest boasts of the practical science and mechanical genius of our times; but if that achievement has entailed as an inevitable consequence the annihilation of repose also, one may hesitate to congratulate himself on having been born not too soon to witness it. Those who are old enough to remember it have some kindly things to say of the old-time stage coach, and cherish, even yet, a vain regret for the days when it supplied the fastest mode of travel and people were satisfied. One likes to recall those long days of unalloyed leisure now gone forever, with the wayside inn and its old-fashioned landlord. They belong to memory and romance, and this restless, hurrying, prosaic age has no time to think of them. But what opportunity is there for memory and romance, for art and deep philosophy, where every thought is bent on making "better time," doing faster work, and turning the nimble penny over just one time more?

A man at Lawrenceville, Ill., is advertising for 1,000,000 pounds of sunflower seed. He has bought three-fourths of a million pounds of sunflower seed and expects to ship 5,000,000 pounds. Practically all of this crop raised in the world goes out of Lawrence county, Ill.

Queen Victoria, who expends every year about \$1,500 on toys for her numerous juvenile descendants and the children of her leading court officials, has given explicit instructions that no war toys are to be included in these gifts this year.

Miss Edith J. Griswold, of New York, is the only woman at present to be found in the ranks of the patent lawyers. She has practiced patent law for several years, and is said to have met with a very fair measure of success.

Never step on a banana skin when it is down. It looks humble; but it may throw the greatest man who walks.

Santa Claus comes down a poor man's chimney as easily as down the chimney of the rich man's home.

## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—Staple cottons have for the past week been generally rather quiet and there are few features of importance to record. Already supplies are very short and sellers are making no efforts to do business in advance. Heavy brown sheetings command the top price when anything for spot delivery can be found. Fine brown sheetings are greater than last week, but firm in every instance. Perhaps the most important feature of the staple cotton market is the advanced price placed on Lonsdales. Other advances are expected to follow, perhaps before this goes to press. Wide sheetings show an upward tendency, and several advances we have reported. Many of the coarse grades of cotton are decidedly scarce. Among them are denims of various weights, and the tendency of the price is towards hardening.

**Linings**—There has been a fair amount of business transacted in cotton linings, although the total amount has been somewhat less than last week. The tone of the market is very strong, and several advances have been made. Kid finished cambrics have advanced  $\frac{1}{8}$ c and this has moderated the demand to some extent. Silesias show advances of  $\frac{1}{4}$ c in several grades, and business has been transacted at that figure.

**Dress Goods**—The characteristics of the dress goods market are the same as for some time past. Strength is the foremost one, due to the general well sold position of the average line, the attitude of buyers and the raw material situation. The galaxy of strong governing conditions that surround the dress goods market has made itself felt, with the result that the tone of the market is better than in a long series of years. The pressure of business, both on fall and spring orders, shows how close the demand is to the looms. A market practically devoid of desirable stock goods, and facing the largest outlet for goods of home manufacture that has been seen in a decade or more, could not be otherwise than a strong one. On many lines of goods it is impossible to place orders for spring goods except for very late delivery, and many of the mills are so well supplied with orders as to call forth their best efforts in the endeavor to weave out the same in time to turn over on fall goods again. Shipments of spring and fall goods are being made from the same mills in a number of instances.

**Knit Goods**—Every advance that has been made in knit goods is substantial and well backed up by all conditions in the market, and it is not too strong a statement to make that the advances are nowhere near what they ought to be or what they probably will be in the near future. In January it is freely stated that fleeced goods will be 50@60c higher than they are at present, and it is therefore policy for those needing goods to place orders as quickly as possible. Certainly there is no chance of any fall in prices.

**Hosiery**—Winter hosiery business still shows some signs of activity and business is continuing far later than usual. The importers say that they expect one or two more weeks at least of good sales before they will have time to calculate their profits and losses. The stocks are all very low now, and the prices show decided signs of hardening. Fancies are important items in the middle and

finer grades, but there is very little that is desirable to be found.

**Carpets**—The situation in carpets remains steady. Prices are firm and inclined toward an advance. Manufacturers are receiving more orders than they can handle with ease. Those who have agents on the road report large orders coming in, and the country in general very receptive. A great number of the manufacturers are still so taxed with orders on hand that their salesmen have not yet left the salesrooms, yet there will be plenty for them to do when they take to the road, according to all indications and reports from those who are now traveling with sample goods. The tendency is still toward the better grades, which is in a large measure due to the prosperous condition existing throughout the country. Manufacturers of tapestries and velvets report business in very good condition, and every indication points to continued prosperity. The Western trade at present is sending in large orders for ingrain carpets as well as art squares. Ingrain carpet manufacturers continue to do a large amount of business in the way of filling orders, but for the great increase in business their profits so far amount to very little more, as the price in raw material and yarn was advanced to such an extent as to compel the manufacturers to advance their carpets  $2\frac{1}{2}$ c, as we reported for Nov. 1. This advance, however, merely offsets the advance in stock, and a further advance of  $2\frac{1}{2}$ c will have to be made before the manufacturer can feel that he is deriving any benefit from the increase in business. It is reported that there has been an advance aggregating  $2\frac{1}{2}$ c on some lines of ingrain, but this advance is not general as yet. The buyers who came to the East did not go back without placing some good orders with Philadelphia's ingrain carpet manufacturers.

**Straw Matting**—Retailers of this line are taking in stock for their spring trade. Some very pretty patterns in Japanese and Chinese mattings are on hand for buyers of this line. The market for Chinese straw matting is firm. Orders recently settled were at very high prices. It is reported that the last clip of straw which was cut is very short, and is not in as good condition as was expected. When this year's contracts are finished, there will not be much straw left over, and therefore it is expected that dealers will ask high prices for next year's goods.

"Not in the Trust" is a popular slogan just now. Right or wrong, the people have a deep-seated distrust of trusts.

## Manufacturers, Attention!

FOR SALE:

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

Cincinnati, Ohio.

219 feet front by 70 feet deep on Eggleston Ave., Sixth and Lock Sts., on Pennsylvania R.R. tracks, with splendid six-story brick and stone building. The largest and most completely equipped Manufacturing Property now offered in Cincinnati. For Plans, Description and Full Details address

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



## 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.

## 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.

## 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.



## Getting the People

### Sensible Suggestions Regarding January Advertising.

S. Maudlin & Co., of Bridgman, send me another of their large circulars, in which can be seen a great improvement over the one previously submitted. The reading matter is all clean, well-worded and interesting, there are plenty of prices, the display is well balanced and the whole effect is decidedly good. The portion reproduced herewith will show how great an advance has been made in this firm's advertising by a little careful attention to wording and display:

We have just added to our line the celebrated

### Whang Leather Shoes

for men and boys. This leather is a species of rawhide tannage, and for wearing qualities it has no equal. It is as near water and crack proof as a leather can be made, and commends itself easily to those who want extra durability and style at the right price.

We have them in standard screw, full double sole, extension edge, lace, plain or cap toe, canvas lined, at **\$1.75 to \$2.**

Same shoe, full leather lined, **\$2.25 to \$2.50.**

Same shoe, in boys', **\$1.50.**

Just the shoe for this kind of weather. Every pair guaranteed.

Ladies' pebble grain shoe, medium weight, **\$1.25.**

Ladies' extra fine Kangaroo calf, **\$1.50.**

From Big Rapids comes an exceptionally good advertisement—thoughtfully written, interesting and forcible. It illustrates a branch of advertising that is usually very poor—drug advertising. The average druggist either considers it beneath his dignity to advertise or else advertises in a semi-humorous style that hurts his business instead of

The store that made  
and keeps prices low.

### The Fires of Life

Five-sixths of the food we eat goes to keep us warm. Death by starvation is really death by cold. If the nutrition of the body is insufficient, the body itself is consumed. Growing thin and wasting away is a process of burning up. Stop the process; increase nutrition.

#### SUPPLY FUEL!

Emulsion of Cod Liver Oil is the remedy needed in all chronic and wasting diseases. It affords material for fuel, for growth, for increasing strength and energy. Always the right remedy for throat and lung troubles. Our Emulsion is always fresh, which is important, and you get a full pint for 50 cents.

Money back if you want it.

**Fairman's Drug Store,  
Big Rapids.**

helps it. When a man is sick, he doesn't feel like joking—he doesn't appreciate humor. What he wants is a dignified talk about his trouble and the means that will cure or relieve it. Mr. Fairman has done this, and has done it well.

\* \* \*

Shiller Bros., of Reese, have sent for review a circular which is too large for reproduction. It is, however, decidedly effective, and should bring a large attendance to their store. The heading, which is shown below, has the ring of

honesty and carries conviction—two essential features of a special sale announcement.

## The Reese Fair Store

**A forced sale!**

**A clear case of must!**

**We are stuck and have the moral courage to admit it.**

The plain truth and only reason is—too much merchandise and too little winter. We all too wisely anticipated the wholesale advance in merchandise; encouraged by our continued success and confident of the future, we laid in a storeful of cold weather wearables, and the cold weather didn't come. We have waited long enough—we have waited and hoped for Jack Frost's arrival until it is dangerous to wait any longer; but now, like liberal and broad-minded merchants should do, we are going to take our medicine, and in no half-hearted way! The price-pruning knife has done its work well, so that now you can buy your winter clothing—your winter furnishing goods—hats, shoes, capes, jackets, etc., at prices that less enterprising merchants will ask for them three months from now (when you don't need them any more). You want these goods now—we want your cash now—and remember that this mid-season Unloading Sale will last only nine days.

**Commencing Friday, Dec. 15 and  
Ending Saturday, Dec. 24, 1899**

nouncement. An abundance of prices helps toward the general effectiveness of the circular.

\* \* \*

A couple of weeks ago, I had occasion to speak of the necessity of giving a good reason for a special sale. Since then I have received new proof that a special sale can not reach its greatest success unless a good reason be given. A firm I know of announced a special sale on—let us say hats—and gave as its reason the fact of an overstock and delayed selling on account of the late winter, which was exactly the truth. The sale was a wonderful success—far beyond expectations. Competitors of this firm came out with a similar special sale, but announced no reasons therefor—and their sales fell pretty flat. The moral is obvious.

\* \* \*

What are you going to do after Christmas? Probably you have advertised more heavily than usual during December and feel as if you must hold back on January's advertising. Don't do it. Common sense teaches a bicycle rider to work harder on an up grade than he does on the level or going down hill—and it's just the same in business. January is an up-grade month—if you want to keep the business moving, pedal harder—keep your advertising going full blast. If you have advertised heavily during December, you have doubtless sold goods in proportion—and lots of people know you now for the first time. Don't let them forget you—keep your store and your goods before them even more strongly than ever. You'll want their trade again at Easter—and if you advertise steadily from New Years on, you'll get them. January is a good month to sell broken lots and old stock. Do you inventory in January? Don't do it. Put it off until February and run off all the goods you can during January in a "pre-inventory" sale or whatever you choose to call it. Clip the prices as low as you feel that you can—advertise that you want to reduce your stock before stock-taking—talk prices and see that your talk is backed up by the goods themselves. You'll have a banner January, and a great deal less work when you come to take stock. The idea isn't original—it's better. It has been tried and found successful—you can make a success of it, too. Genuine reductions and liberal, truthful, forcible advertising will do it.

Merry Christmas to all of you!

W. S. Hamburger.

## Crockery and Glassware

### AKRON STONEWARE.

#### Butters

½ gal., per doz.	40
1 to 6 gal., per gal.	5
8 gal. each	48
10 gal. each	60
12 gal. each	72
15 gal. meat-tubs, each	1 05
20 gal. meat-tubs, each	1 40
25 gal. meat-tubs, each	2 00
30 gal. meat-tubs, each	2 40

#### Churns

2 to 6 gal., per gal.	5
Churn Dashers, per doz.	84

#### Milkpans

½ gal. flat or rd. bot., per doz.	40
1 gal. flat or rd. bot., each	43½

#### Fine Glazed Milkpans

½ gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	5½

#### Stewpans

½ gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10

#### Jugs

½ gal., per doz.	40
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
----------------------------	---

#### 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.	60
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. Tiltling cans.	7 25
5 gal. galv. iron Nacefas	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

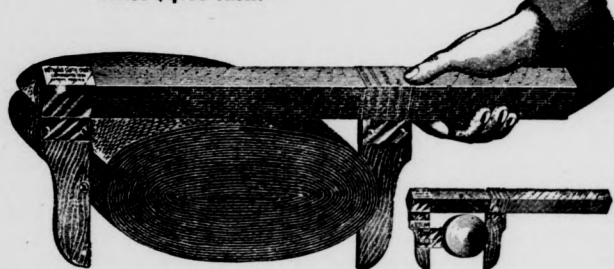
No. 0 Tub., cases 1 doz. each, box, 10c.	45
No. 0 Tub., cases 2 doz. each, box, 15c.	45
No. 0 Tub., bbls 5 doz. each, per bbl.	1 78
No. 0 Tub., bull's eye, cases 1 doz. each	1 25

## 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-Frazier Dry Goods Co.  
KANSAS CITY—Burnham, Hanna, Munger & Co. Swofford Bros. Dry Goods Co.  
OMAHA—M. E. Smith & Co.  
ST. PAUL—Lindeke, Warner & Schurmeier. Powers Dry Goods Co. Finch, VanSlyck, Young & Co.  
MINNEAPOLIS—Wyman, Partridge & Co.  
DETROIT—Strong, Lee & Co. Burnham, Stoepel & Co. Edson, Moore & Co.  
TOLEDO—Davis Bros. Shaw & Sassaman Co. L. S. Baumgardner & Co.  
CINCINNATI—The Jno. H. Hibben Dry Goods Co.  
INDIANAPOLIS—D. P. Erwin & Co.

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

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



## Around the State

### Movements of Merchants.

Manchester—John Braun has sold his harness stock to Geo. D. Pardee.

Alto—Wm. Harris has purchased the hardware stock of B. F. Palmer.

Albion—James L. Miller has re-engaged in the grocery business at this place.

Mayville—C. A. Merwin continues the grocery and bazaar business of Thayer & Merwin.

Ovid—Putnam & Eames have leased a store building and engaged in the furniture business.

Carsonville—Farewell & Son have purchased the grain and lumber business of Chas. J. Walker.

Holly—The Nicholson Hardware Co. has purchased the shelf and heavy hardware stock of Jones & Burnham.

Charlotte—Fred Miller has purchased the interest of his partner, Charles Allen, in the agricultural implement firm of Miller & Allen.

Bay City—L. E. Oppenheim will succeed A. Oppenheim & Son Jan. 1 in the clothing, boot and shoe and merchant tailoring business.

Marshall—A. L. Hindenach has uttered a bill of sale of his drug stock to Geo. H. Southworth, securing creditors to the amount of \$1,100.

Flint—Geo. E. Mundy has purchased an interest in the flour and feed business of W. D. Rosecrans. The new firm is styled Rosecrans & Mundy.

Benton Harbor—E. L. Krieger and W. F. Seel have purchased the grocery stock of Chas. Antes and will continue the business at the same location.

Sherwood—Clinton G. Powers has filed a petition in bankruptcy and asked to be adjudicated a bankrupt. His liabilities are stated to be \$9,137.83, with no assets.

Benton Harbor—F. J. Crisp and E. S. McCullough have purchased the meat market of Rowe Bros. and will continue the business under the style of Crisp & McCullough.

Saginaw—The proposed organization of the Saginaw Business Men's Association, west side, has been postponed for the present and may not be perfected before Jan. 4.

Petoskey—W. S. Spencer, shoe dealer, sent out artistic souvenirs to his trade announcing facts pertinent to the holiday season. The souvenirs were designed and executed by Mrs. Spencer.

Port Huron—D. W. McNutt, formerly conductor on the F. & P. M. Railway, has resigned his position and engaged in the grocery business, having purchased the grocery stock of Geo. Brown.

Hastings—Harry A. Walldorf has opened a shoe store in the Nevins building, one door east of the grocery store of Hans & Van Arman. Bert Fairchild, for many years a clerk at this place, has been engaged by him.

East Jordan—The business houses of this place will be considerably increased about Jan. 1. Doerr & Goodman, hardware dealers, and F. H. Bennett, grocer, will remove their stocks from South Arm to this side of the Lake and locate in the store building recently vacated by the East Jordan Lumber Co.

Menominee—The general stock of the Pauli Mercantile Co. was sold by the sheriff to Louis Dobeas, of Ingalls, the consideration being \$9,500. The claims aggregate \$22,300, which leads to the belief that the creditors will receive about 40 cents on the dollar. Henry A. Brown has been engaged by the owner as manager of the business.

Bessemer—Four creditors of the general merchandise firm of K. S. Markstrum & Co. have filed a petition for involuntary bankruptcy. An injunction restraining the suits now pending was also served. The claims filed to date aggregate about \$11,000, while the assets are estimated at about \$10,000 stock and \$2,500 in book accounts.

Midland—This town is experiencing a building boom. B. H. Carter & Co. have recently moved into a new brick store, with plate glass front, at the corner of Main and Ashman streets, and carry a stock of general merchandise. Will G. Barbour, the baldheaded druggist, will soon be ready to doff his hat to all who enter his new store, which has a stone front, the only one of its kind in town. In a few days John Beamish will move his millinery stock into the store formerly occupied by Mr. Barbour, and will add a full line of bazaar goods. Several other blocks are being erected and will soon be ready for occupancy.

### Manufacturing Matters.

Holly—G. Edgerton is closing out his bicycle repair business in order to take charge of the mechanical department of the Holly Handle Factory.

Benton Harbor—The Michigan Dairy Butter Co. has purchased the outfit and stock of E. S. McCullough & Co., wholesale dealers in butter, eggs and cheese and will conduct a retail business only.

Holly—The Holly Handle Factory is the name of a new manufacturing industry at this place. The building is nearly enclosed. Handles and spokes will be manufactured at once and other novelties will be turned out later on.

Detroit—Secretary Campbell, of the Merchants & Manufacturers' Exchange, is endeavoring to secure capital to organize a company in Detroit to manufacture a patent refrigerator owned by Dr. G. C. Perkins, formerly in business at Belding.

Port Huron—A. S. and S. G. Martin have retired from the flour mill machinery manufacturing firm of the Davidson-Martin Manufacturing Co. The business will be continued by G. C. Meisel, Chas. B. Stockwell and other Port Huron stockholders.

Mt. Pleasant—The Isabella County Co-operative Creamery Co. has been re-incorporated with a capital stock of \$1,500, the old charter having expired. The past year has been a very successful one for the company, as evidenced by the 10 per cent. cash dividend recently declared. Over 76,000 pounds of butter have been marketed the past season and the creamery will continue operations during January.

Parma—The Parma Butter Co. has been organized at this place for the manufacture of butter and cheese with a capital stock of \$3,000, half of which is paid in. The stockholders are Samuel Foster, three shares; Geo. Eggleston, five shares; S. H. Godfrey, five shares; George B. King, five shares; Aaron C. Stevens, three shares; Jasper R. Godfrey, five shares; E. G. Knapp, three shares; Theodore A. King, five shares; Fenner Corwin, as trustee, 261 shares, and Fenner Corwin, five shares.

Saginaw—The Independent Chemical Co., which has secured a portion of the old Green, Ring & Co.'s site, will put up a substantial factory building, and will invest \$50,000 or \$60,000 in a plant. The company will manufacture wood alcohol in large quantities and utilize refuse from several factories. A superior quality of charcoal is also among the products that the factory will turn out.

Ypsilanti—The annual report of the Ypsilanti Creamery Association shows the institution to be in a most satisfactory condition as to the amount of business done and the returns of the same. The report shows that during the year the creamery consumed 5,256,032 pounds of milk and that the average test was 4.22. The number of pounds of butter fat obtained from this milk was 219,656.6. The average price received for the butter manufactured was 20 5-6 cents per pound. The amount paid out to the patrons for milk by Creamery Association during the year footed up \$44,991.18. During the same time the expenses were \$5,771.72. The total amount received for butter during the year was \$51,629.15, showing a neat profit over and above all expenses.

### Saginaw Merchants in Line For Effective Work.

Saginaw, Dec. 19.—At the last meeting of the Retail Merchants' Association there was a goodly attendance, and several matters of importance were discussed and acted upon. President Tanner reported the action of the committee appointed to confer with the Board of Trade relative to occupying the rooms of that organization in the Eddy building. It was decided to pay one dollar per member up to 100 for the use of the rooms.

On motion it was decided to issue cards certifying to membership in the Association, which will be given to all members, to be displayed in their place of business, such cards to be the property of the Association.

E. H. McPherson, editor of the Storekeeper, was elected Secretary. A condensed review of the work of the Association will be prepared by him, and presented at the first meeting of the new year. The record of the Association has been one to be proud of, and its career will, no doubt, continue as successful as in the past.

The advisability of presenting the good roads proposition at the coming spring election was discussed, but no action was taken, as it was deemed preferable to await the decision of the market question.

### Bay City Grocers Not Frightened by Adverse Weather.

Bay City, Dec. 19.—The Retail Grocers' Association appears to strike a hard streak of weather whenever an attempt is made to have a social session. At the first banquet several months ago Jupiter Pluvius let loose a few barrels of water, but still failed to dampen the ardor of the grocers. This time a snow storm was set going on the wings of a brisk northeaster, but it failed to have any effect upon the second gathering of the Association members, their families and friends. The Odd Fellows' temple was crowded with a jolly lot of people during the evening. There was a general good time, story telling, a few speeches, some music and a feast that was satisfying and plentiful. Outside the weather was bad, but inside the hall there was no thought of the storm to be faced on the way home, and merriment reigned supreme until a late hour. The session was enjoyable and profitable and the entertainment committee was tendered several hundred votes of thanks for its able management of the affair.

### Posting Up Gift Scheme Resolutions.

Port Huron, Dec. 19.—Thomas Percival, Secretary of the Merchants & Manufacturers' Association, has been distributing cards on which are printed the resolutions adopted by the Association some time ago regarding gift schemes and denouncing them. Since the recent discussion over the piano matter it has been taken up vigorously and cards calling attention to the fact are being tacked up in every member's store. From present indications, however, the merchants who entered into contract with the Piano Advertising Co. will carry out their agreement.

### Annual Convention of the Michigan Retail Grocers' Association.

Grand Rapids, Dec. 20.—The annual convention of the Michigan Retail Grocers' Association will be held at Grand Rapids, Thursday and Friday, Jan. 25 and 26, convening at 9 o'clock on the day first named. Every grocer doing business in Michigan is invited to attend the meeting and participate in the proceedings of the convention, as matters of great importance to the trade will come up for discussion and action.

It is proposed to hold business sessions Thursday forenoon and afternoon and Friday forenoon. An entertainment feature will be provided for Thursday evening in the shape of a complimentary banquet, tendered by the Michigan Tradesman, to which representatives of the wholesale grocery and allied interests of the State will also be invited.

Among the special topics already assigned for presentation at the convention are the following:

Mutual relations of grocer and fruit grower—Hon. Chas. W. Garfield, Grand Rapids.

Co-operative buying among grocers. What steps should be taken to secure the re-enactment of the township peddling law?

My experience in shipping produce outside of Michigan—E. E. Hewitt, Rockford.

Is the basket branding law a desirable one?—John W. Densmore, Reed City.

Is it desirable to pay cash for produce instead of store trade?—J. H. Schilling, Petoskey.

Some rules which egg shippers should always observe—C. H. Libby, Grand Rapids.

The dead-beat—New thoughts on an old subject.

The proper method of handling fruit—Wm. K. Munson, Grand Rapids.

Should the sale of butterine be prohibited?—B. S. Harris, Grand Rapids.

Should the retail grocer favor the enactment of a law creating inspectors of weights and measures?—F. A. Sweeney, Mt. Pleasant.

What effect has the sale of butterine on the price of dairy butter?—J. Mason, Clare.

Mutual relation of wholesale and retail grocers—Wm. Judson, Grand Rapids.

Value of equality to the retail grocer—H. P. Sanger, Secretary Michigan Wholesale Grocers' Association.

Some requisites to success as a grocer—O. P. DeWitt, St. Johns.

Effect of city competition on country towns—E. W. Pickett, Wayland.

Catalogue house competition.

Believing that our Association is destined to accomplish much good for the grocers of Michigan and confident that you will feel like doing your share to assist in the good work, we earnestly invite you to be present on the occasion of our next convention. Come one, come all! E. A. Stowe (Grand Rapids), Sec'y.

Jess Wisler (Mancelona), President.

### The Boys Behind the Counter.

Alma—D. R. Moore has resigned his position in the grocery department at Vermeulen's Department Store and gone to Chicago, where he has secured a position with the American Publishing Co.

Montague—Thomas Larson will succeed Ed. Phelan as clerk in the Phelan Clothing house. He will enter upon his duties the first of the year.

Elk Rapids—A. C. Barkhuff, an experienced furniture salesman from Tingley, Iowa, has taken a position in the furniture store of J. D. Slater.

Holly—James B. Shaughnessy, who has been in the employ of the Nicholson Hardware Co., leaves his present employer Jan. 1 to accept a similar position with Morley Bros., Saginaw. His place will be taken by Fred Perry, of Groveland.

When he comes, Santa Claus will make his presents felt.



# Grand Rapids Gossip

## The Grocery Market.

**Sugar**—The raw sugar market is practically the same as at last reports, the price of 96 deg. test centrifugals still being 4¼c. The market is quiet, with but few sales. Refined sugar is unchanged, with fair demand, most of the sales locally being of beet sugar from the Michigan factories. The total beet sugar crop of the United States in 1898-99 was 31,871 tons, and 95,000 tons this year. Under favorable conditions next season the factories established and building will have a capacity for producing 200,000 tons sugar. The total stock of sugar in the United States is 209,897 tons, against 90,731 tons last year at this time.

**Canned Goods**—It is a well-known fact that the market on canned goods, as a rule, is lower at this season of the year than at any other time, on account of trade being at a standstill—more or less—during this month; and yet prices have held their own. All varieties of vegetables are in active request and prices are tending upward, although no quotable advances have been made. The exhaustion of stocks in packers' hands and the close control exercised by second hands create the strongest position on everything except tomatoes known in years. A feature has entered the market which will have considerable weight and help the movement not only in tomatoes, but all lines of canned goods, and that is the advance in freight rates to all points and the changing of the classification of canned goods. These changes will take effect on the first of January and it is expected will cause a very active movement in all lines. Tomatoes are firmer and, while quotations have not changed, there is more firmness and holders think an advance will come within two weeks. Everyone is now watching the future tomato market with interest. On account of the increased cost of tinplate and other material used in the manufacture of this line of goods, it is expected that prices on future goods will be considerably higher than the prices now ruling and if the packers do name higher prices, many buyers will undoubtedly secure spot stocks of tomatoes in large quantities and this will cause an increase in price. A material change in conditions is expected soon after the first of January. The market for canned corn is unchanged, but corn is growing more difficult to get every day. Peas are in fair demand at previous prices. California fruits are practically unobtainable from first hands, all varieties being very scarce. All stocks will be exhausted before the next season's pack can possibly be ready for delivery. Owing to the partial failure of the peach crop, the trade has bought very largely of Maryland pears. It looks as if this article will occupy a large share of the attention of the jobber and consumer hereafter. There is a good demand for gallon apples at unchanged prices. The volume of business done in apples during the past year was surprising and, in spite of the large crop in some sections of the country, stocks of canned apples have been reduced to a minimum. There is no change in salmon or sardines. The market is firm on both lines with prices unchanged.

**Dried Fruit**—Raisins are dull. Very little is doing in California loose Muscates, but there is some demand for seeded goods. Trade in foreign vari-

eties is moderately active, but the bulk of the buying is over for the holidays and dealers are not stocking up beyond immediate requirements. The Raisin Growers' Association reports shipments to date of 1,800 carloads of raisins and about 300 by outside packers, making a total of nearly 2,200 out of the pack of 2,400 carloads. The market for prunes is very quiet, and prices are a shade lower. There are plenty of prunes to be had, but the scarcity of certain sizes that the trade want and are unable to get curtails business. Peaches are quiet, but prices are unchanged. Practically all available supplies are closely controlled, and even although the output this year was unusually heavy, there is little possibility of a break in prices, at least not until much larger stocks are thrown on the market. It is supposed that the bulk of the 1,300 cars has passed from first hands, but the majority of the supply seems to be closely controlled. There has been a good demand for apricots, which are probably in lighter supply than they have been during the month of December for a number of years. There is no doubt whatever that apricots will show a marked advance with the opening of the spring demand. Figs are easy and distribution slow. There is comparatively little demand at present. Currants are quiet, but prices are unchanged. There is a fairly active business stirring, principally in small lots. Sales average higher than last season and the prospect is that they will continue during the remainder of the month. Dates are active and a trifle firmer. The market is practically bare of everything. Consumption has scarcely ever been as heavy as now and there are no indications of a falling off.

**Nuts**—Trade in nuts is still active, but the bulk of buying for the holiday trade is over. No large stocks of any sort are on hand. Tarragona almonds are active. Stocks are small, and dealers find difficulty in replenishing. Ivicars are in better supply now than they were a few weeks ago. Jordan shelled are more freely offered and prices are lower. Valencias are neglected and prices are largely nominal. There is a good demand for filberts, but supplies are short, and there is a prospect of a further advance. Peanuts are more active. Confectioners are substituting peanuts for walnuts and other scarce nuts in confectionery.

**Green Fruits**—Lemons are weak and the demand is small. The quality of the lemons arriving during the past week was unsatisfactory and prices went off 25@35c on all grades. Bananas are unchanged, but appear to be slightly firmer than last week because of an enlarged distribution near Christmas.

**Rice**—The rice market is firm, with good demand, buyers showing a better disposition to make purchases.

**Tea**—The tea market is quiet and but little business is being done at present. Jobbers are well supplied for the present and no change in conditions is expected until after the holidays.

**Molasses**—The market is very firm, with an upward tendency. The trade is beginning to buy molasses more freely, as dealers appear to see that the longer they wait, the more they will have to pay.

**Fish**—The market on salt mackerel is quiet, but prices remain firm. The demand for codfish has fallen off some and prices of some grades are a little easier.

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

## 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.

**Beans**—The market is steady, no change of importance having occurred during the past week.

**Beets**—\$1 per 3 bushel bbl.

**Butter**—Factory creamery is steady at 25c, local dealers being unable to secure sufficient supplies to meet their requirements. 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. Most of the receipts are inferior in quality and appearance.

**Cabbage**—60@75c per doz.

**Carrots**—\$1 per 3 bu. bbl.

**Celery**—15c per doz. bunches.

**Cranberries**—Jerseys are in fair demand at \$6.50@6.75 per bbl. Wisconsin Bell and Bugle command \$7 for standard and \$7.25 for fancy.

**Dressed Poultry**—Spring chickens are in fair demand at 9c. Fowls are in demand at 8c. Ducks command 10c for spring and 8c for old. Geese find a market on the basis of 8c 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**—Cold storage stock has the call, holders having so little confidence in a higher range of values later on that they are closing out their stocks at 14@17c, case count. This has given the market on fresh stock a black eye, in consequence of which local dealers are not encouraging shipments to any great extent, because it is impossible to obtain over 18c for candled stock. This enables the retailer to sell at 20c and experience has demonstrated that whenever the price goes above 20c consumption is very materially curtailed. Notwithstanding the fact that he can obtain candled stock at 18c, delivered at his store, E. B. McDonald, proprietor of the Wykes Market Co., is sending out quotations offering to pay 10@20c on track for case count stock. If Mr. McDonald were financially able to pay 1@2c above the market, the Tradesman would say nothing to discourage the trade in shipping to him, but as he is chattel mortgaged and declines to furnish a statement of his assets to the mercantile agencies, the Tradesman advises its readers to use due caution in shipping to him and not to be influenced by his quotations to the extent of paying more for eggs than the market justifies. Mr. McDonald purchased the stock at 100 Monroe street for \$600, paying \$250 down and giving a mortgage back for \$350, on which no cash payment has yet been made. He claims to hail from Milwaukee and to possess valuable assets, but diligent enquiry at Milwaukee has failed to elicit any satisfactory information concerning Mr. McDonald or his financial investments.

**Game**—Rabbits are in strong demand at \$1.20 per doz. Squirrels are scarce and hard to get at \$1.25 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. Butter-nuts and walnuts are in fair demand at 75c.

**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.

**Parsnips**—\$1.25 for 3 bu. bbl.

**Potatoes**—The market is a little easier, due to improved transportation conditions and at some points the price has dropped off 1@3c per bushel. Buying continues active at the principal buying

points in Michigan on the basis of 30@35c.

**Squash**—Hubbard commands 1½c per pound.

**Sweet Potatoes**—Kiln dried Jerseys are in good demand at \$4.25@4.50 per bbl.

**Turnips**—\$1 per bbl.

## Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Tuesday evening, Dec. 19, President Dyk presided.

The Committee on Banquet reported progress and stated that enough funds had been pledged to insure the success of the event. It was decided not to include the ladies in the banquet entertainment this year, which will be held at Sweet's Hotel either on the evening of Jan. 22 or Jan. 29. The report was accepted.

A communication was read from Edward H. Holmes, Secretary of the Flint Business Men's Association, as follows:

The business men of this city deem the trading stamp system an unmitigated nuisance and are desirous of stamping this system out of the State. To this end, they believe it would be a good idea to follow in the footsteps of some of our sister states in the East and ask our Legislature to pass a law prohibiting the carrying on of this system in this State. To accomplish this grand result, they ask for your co-operation in order that this law may be passed. It might be possible to work in this direction during the coming special session, but if not, it can be brought up at the next session of the Legislature.

Please give your views upon this subject on an early date.

H. C. Wendorff moved that the Association endorse the movement and co-operate with the Flint organization in every way possible. Adopted.

The following letter was read from the Commercial Credit Co., Limited:

We are in receipt of your favor of Dec. 8, enclosing copy of a resolution adopted by your Association at its last regular meeting, and wish to thank you most heartily for the expression in our behalf.

We fully appreciate that it will be a great advantage to us in becoming acquainted with the members of the Grocers' Association, as well as all other dealers in Detroit, where we can already see the benefit of the co-operation of our many friends in this city in establishing our office in Detroit, which we feel will not only give Detroit merchants the advantage of our experience here, but serve as a valuable adjunct to our office in this city.

The Secretary called attention to the established holiday closing system, but, on account of two closing days coming in succession, it was decided that those who desired to do so might remain open Christmas morning until 10 o'clock, and until noon on New Years day.

The Secretary suggested that a committee be appointed to confer with the Grand Rapids Retail Clerks' Association in regard to the enforced closing of all grocery stores on Sunday, which was adopted, and Messrs. Gray, Gaskill and the Secretary were named as such committee.

There being no further business, the meeting adjourned.

## Oyster Headquarters.

F. J. Dettenthaler requests the Tradesman to announce that he is in a position to pay special attention to mail, telegraph and telephone orders for oysters for the Christmas trade. Although the weather so far this season has not been favorable for the oyster business, he predicts a large trade during the Christmas holidays and has laid in a stock which will be equal to any emergency.

The lawyer who knows his business knows the business of a great many other people.

Philosophy must shut up when the heart is doing the talking.

To remember a thing, try to forget it.



## Woman's World

### Rational Way Out of the Christmas Gift Difficulty.

The blessed Christmastide is almost upon us—that season of peace on earth when we get nervous prostration trying to finish off the penwipers and pin-cushions we started in July and when we add to the good will among men by giving people things they don't want and we can't afford. Inasmuch as Christmas has a way of repeating itself about once a year—thank heaven it can't come any oftener—it looks as if we ought to be prepared for it, but we never are, either in spirit or purse. I know it always catches me when I have a stitch in my back and a pocketbook as flat as a pancake, while the question of Christmas gifts threatens to bring on softening of the brain every time I am called on to wrestle with it.

Goodness knows if there is one thing under the sun that stands in urgent need of reforming it is the way we celebrate Christmas. We can never resist pushing a good thing along until we push it off of the earth. The idea of a Christmas spirit—a time when one put away the thoughts of care and worries and feasted and made merry; a time when friends exchanged simple gifts in token of love and good will—was one of the loveliest thoughts that has ever come to the world, but we have expanded it and expanded it until it has burst like an over-blown bubble. What does it all mean now? The feasting has come to mean that the average housekeeper makes a burnt offering of herself over the kitchen stove; the merrymaking that we overeat and overdrink until we are as stuffed and stupid as a Strasburg goose, while as for the general Christmas gift it has degenerated into a barter, where we trust to luck to break even—a kind of you-give-me-a-Delft-plaque-and-I'll-send-you-a-Wedgwood-jar business that has no more real sentiment in it than a horse trade.

All of us are alike, too. When I see a woman rushing around with a hysterical air and a distraught look in her eye I know she is going through the awful annual ordeal of buying Christmas presents and is feeling her brain give way under the strain. Of course, it looks as if it ought to be the easiest thing in the world. Given a store full of pretty and useful articles and John and Mamie and Sadie to buy for, it seems as if it ought not to be any trick at all to find something that will fill their souls with joy and gratitude. It is only after you have agonized over the situation, and find out you have bought a painted gauze fan for your uncle Thomas Hayseed and a meerscham pipe for Dottie Dimple Debutante that you realize how totally unequal your intellect is to grapple with the Christmas gift problem.

It is my firm opinion, based on many Christmas experiences, that there is no sure guide to buying presents and that it is simply blind luck if you happen to hit the right thing. I've tried the absolutely practical present theory with disaster and the utterly ornamental gift idea with rout and slaughter. I've given Somebody's Sure Cure for Rheumatism to the afflicted and plaster casts to people who boarded and had no place to put 'em, and nobody yet has sung paeons of gratitude in my listening ear. There isn't any use in considering suitability in a present either. A blind man is just as liable to be pleased with a water color as he is with anything else. Last

Christmas I knew a young man who presented his aged and decrepit grandmother with a silver heart bracelet, and it was the most appreciated gift and the most enjoyed I ever knew.

But if it takes tact to buy a suitable Christmas present for a grown person, it takes nothing short of absolute inspiration to know what to buy for the modern, up-to-date, sophisticated child. Of course, we feel that Christmas is particularly the children's season, and we want to do something to make them happy. When we think of our own youth, and how enraptured we were over the possession of a wooden-faced, beady-eyed doll, or a little red wagon, we feel that it ought to be easy enough, but the child of to-day is just as far from that state of sweet simplicity as the automobile is away from the stage coach. They have had everything and are blasé little creatures to whom you couldn't give a sensation to save your life, short of blowing them up with dynamite. What can you give them? Dolls? Every little girl of your acquaintance is suffering from the cares of a too numerous family of doll babies. Besides, she would turn up her nose at anything less than a bisque creature with a wardrobe as elaborate as a bride's and a conversational repertoire large enough to start a debutante out in society. Toys? They have every mechanical device that the ingenuity of man can suggest, walking and speaking animals enough to start a menagerie, and more doll furniture than would furnish out a young housekeeper. Sweets? Horrors, think of how their hygienic mothers would shudder at the mere idea. Books? It takes a bold person in these days of educational and kindergarten fads to tamper with juvenile literature, when the very babes in their cradles are nourished on "Emerson Made Easy" and "Carlyle in Words of One Syllable."

I don't know, but sometimes it seems to me that we have done our children a deadly wrong that we can never make good to them by surfeiting them too soon with the good things of life. We can give them the costliest toys that money can buy, but we can't give them the thrill, the rapture that many a poor child will have on Christmas morning over a trumpery two-bit toy. They will be pleased with their things, of course, and interested in them—for an hour—but they won't go to bed hugging a woolly lamb, or a tawdry doll dressed in tinsel. They have had too much. There's a world of difference between the way a dinner tastes to the sated club man—particular about the exact temperature of his wines, critical of the sauces—and the way it tastes to the half-famished poor wretch who has dreamed of it for half a year and will remember it another half.

There's one thing, however, if we women groan under the Christmas present problem we don't meanly sneak out of it as men do. We brace up and do the best we can. We may give our particular Dick a box of cigars that he has to hire the office boy to smoke or a necktie he wouldn't wear in the dark on a rainy night, but we give him something that shows we were willing to suffer for his sake in the bargain-counter rush. We don't say as he does, "Here, Mary, here's a check in honor of this happy and auspicious occasion; I didn't know what you wanted." Of course, that is awfully practical and sensible, and you can take your money and go down town and buy what you

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PURE, HIGH GRADE

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Trade-Mark. No Chemicals are used in their manufactures.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

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want, if you don't have to take it to finish paying for the Christmas presents you remembered you had to have at the last moment, but it's as cold-blooded as a clam. No woman can be really grateful or pleased at receiving a present like that. She'd be more than mortal if she didn't remember that in the days of courtship he would never have dreamed of shoving a \$10 or \$20 bill at her and telling her to get what she wanted. On the contrary, she recalls very distinctly that he ransacked half the stores in town until he found something quaint and dainty, "just like you," he told her, and that it came to her enveloped in an aroma of sentiment that doubled and trebled its value in her eyes, and she wonders, with a little hurt feeling about her heart, if she isn't as worth thinking about and taking a little trouble for now as she was then. You can't be romantic over a check and, besides, a woman always feels morally bound to go and buy something useful if the money is given her that way. It always makes me think of a friend of mine whose husband gave her a thousand dollar Government bond for a Christmas gift. She looked it over and then remarked, "Say, John, would you mind taking this back and giving me a box of chocolate creams instead? I'd enjoy them more and get more real good out of them. I don't seem to see that I would get any particular amusement out of pacing down to the bank and putting this bond back in your safety deposit box."

It seems to me that the most rational way out of the Christmas gift difficulty is to inaugurate a kind of system of self-selected Christmas presents that would combine all the pleasure of possessing the thing we want, with the good will and remembrance of the season. As the time approaches we might drop little notes to our friends saying, "Dear X, or Y, or Z, I apprehend that on this delightful occasion you are going to send me some slight token of remembrance and good will. I also entertain the same intentions in regard to you. Will you, therefore, kindly take the money you intended to invest in a present for me and buy something you wished for yourself? I will present myself in memory of you with a gauze fan or a silver pomade jar." Thus an exchange of presents and good will will, in effect, be carried out, and we both shall have the thing we wanted, instead of being provoked every time we look at it to think that good money should have been wasted in sending us an expensive illustrated copy of the Inferno, when we were dying for a palm and a jardiniere that wouldn't have cost half as much. Of course, one is appreciative of the thought that prompted a gift, and all that sort of thing, but it's lots easier to be grateful for the thing we want than it is for the thing we don't want.

After all, though, and despite its worries and its harassments, the old Christmas spirit is not quite dead. It wakes again in every human soul and we go back along the path of the years to the days when we, too, were little children, when Santa Claus and all beautiful tales were true, when we had not been saddened by sorrows and disappointments, and between sleeping and waking there came the patter of reindeer hoofs bringing to us joys beyond the power of imagination to picture. Old memories lay their softening touch upon us, instinctively we draw closer together and touch hands with a kindlier grasp with those about us, and there steals upon us some

of that peace on earth and good will towards men of which the herald angel sang on that first Christmas morning.  
Dorothy Dix.

#### Plain Speaking.

There are few subjects about which a more erroneous impression prevails than about what we call plain speaking. Most people seem not to regard it as synonymous with boorishness, but justify their lack of grace of address, or the license they take in saying disagreeable things in a disagreeable way, by calling it plain speaking. As a general thing, it will be found that those addicted to this pernicious habit are spiteful and revengeful, and they make their plain speaking a cover for their unpardonable rudeness. "I am perfectly plain and candid," they assert self-righteously, when they mean to wound you with their tongue, "and can not use fine words as others do to disguise the truth."

In reality, while it is never excusable to say insincere things, even by way of compliment, and, indeed, none of us care for the praise that comes merely from the lips, it is equally an offense against good breeding and good taste to indulge in harsh criticism. We may consider our friend's house a model of bad architecture, but there is no use in telling her so and dissatisfying her with the thing she has and is bound to keep. We may think a young girl's choice of a hat silly and inappropriate, but it is a needless cruelty to point out its defects and destroy her pleasure in it.

These omissions the plain speaking person never considers, and all of us number among our bete noires some individual whose sharpness of eye is sure to discover our weakness, and whose relentless tongue lets none escape. Have you been sick—she tells you how thin and broken you look. Is your heart torn with anxiety about some wayward son or brother—she feels it her duty to tell you all of the harsh things people say about him. Are you indulging in some little thing by way of a treat—she warns you that everybody knows you can't afford it. She is like an evil agency that gathers up all the unpleasantness and bitterness of life and presses the cup to your lips and forces you to drink.

In society, as well as in diplomacy, one of the most important things to understand is when to be silent. It is never, under any circumstances, necessary to carry plainness of speech to the verge of rudeness, and we have a sacred obligation not to hurt the feelings of those with whom we are thrown in contact. It is not often necessary to tell unpleasant truths, but even then it is possible to do so with a delicacy and tact that rob them of half their sting.

There is an old saying that children and fools tell the truth, and in teaching young people the conventions of society nothing is more important than to impress upon them the art of mingling candor and sincerity. It is the very salt of speech. For our words we are always responsible, and the social teaching that inculcates plain speaking that is only combined with genuine kindness is an open sesame to all hearts.

Cora Stowell.

#### Light Bread.

"Have you any nice light bread?" asked a prospective customer in a bake shop.

"Yes'm," replied the new boy, "we have some nice pound loaves that weigh only ten ounces."

#### The Drug Market.

Opium—The market is quiet but firm. Morphine—Is unchanged. Quinine—Is very firm at the advanced price, although the demand is not active.

Carbolic Acid—May be called excited. Manufacturers are called upon for large amounts and there is no doubt of extreme prices for next season. The advance so far has been 6c per pound and it is difficult to place orders for large quantities.

Salicylic Acid—On account of higher price for carbolic, has been advanced. Prices are 5c higher.

Salicylate Soda—Has also advanced, on account of higher prices of salicylic acid.

Cocaine—Stocks are light. Leaves are in strong position, and a further advance is looked for.

Cocoa Butter—Is in limited supply and has again advanced.

Cuttle Fish Bone—Is somewhat lower. Glycerine—Is firmer, on account of demand, which is large at this season of the year.

Menthol—Is very firm and tending higher.

Naphthaline Balls—Have again advanced.

Lycopodium—Is still advancing in price.

Balsam Peru—Has declined.

Gum Camphor—Is unchanged, but is in a very strong position.

Essential Oils—Anise is a trifle lower. Cassia has declined, on account of competition among holders, but it is believed to be only temporary.

Golden Seal Root—Has advanced and is tending higher.

Russian Hemp Seed—Has declined, on account of larger stocks.

German Quince Seed—Has advanced.

Linseed Oil—Advanced 4c on the 13th. It is very firm, on account of the high price for seed.

Ground Flax Seed—Has advanced.

## 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.

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1899 is almost a thing of the past and the time is nearing when your customers expect some kind of a souvenir from you, Mr. Merchant. What could be more pleasing to them or, as an advertisement, more profitable to you than a handsome

## Calendar

with your name and business printed upon it? A constant reminder of you and your store for 366 days. We print calendars of every description. Samples and prices cheerfully given upon application.

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Grand Rapids, Mich.





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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.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - DECEMBER 20, 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. 13, 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 sixteenth day of December, 1899.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

#### THE VAUNTING TRUE.

The United States is the country of brag, and Chicago is its capital! A land of travelers, the inhabitants thereof are the prototypes of omnipresence. If we take the wings of the morning and dwell in the uttermost parts of the sea, they are there; and if we ascend into heaven—or make up our bed somewhere else—there is strong evidence that they are there and are stating "in good terms, in good set terms," the unsurpassed advantages of their native land. This country is the biggest thing on earth. Call that a mountain? Come over and look at one of the Rocky Mountain humps. Yes, the Danube and the Volga are fair as European rivers go, but for the real thing you want to start up in the Northwest sometime and float down to the Gulf of Mexico. That's the Black Sea, is it? Well, you might pour every drop of it into Lake Superior and the only way you could tell what you had done would be by the dirt in the water. And the only waterfall in the world is Niagara.

When people is the subject there we are. Deeds, not words, although, when pushed to the wall, we can speak for ourselves. The United States is the richest nation on the face of the earth and its money, its brain and its muscle are doing the most work. See here; when the year ended last June we had traded with the rest of the earth enough to amount to \$1,227,106,535. We bought from them \$697,116,584, leaving us \$529,989,951 to tuck away into our vest pocket.

During the year the iron and steel manufacturers have sold more than \$100,000,000 worth of products, which is at the rate of \$20,000,000 worth a year more than they have sold abroad in any year before. In spite of their fuss with Theodore Thomas because he wouldn't beat time with a hambone, the packers of Cincinnati have nearly doubled their

business since 1889, rising in ten years from \$12,365,000 to \$25,355,000. The Railway Gazette blossoms with the fact that last month orders for 11,281 cars of all kinds and for 396 locomotives were recorded. Four States have sent in their reports and Missouri has raised almost 200,000,000 bushels of corn, Nebraska 360,000,000, Iowa 250,000,000, Kansas 225,000,000, and as a windup to this part of the story the Internal Revenue Bureau states that the receipts from all sources for the year ending in June amount to \$273,484,573, which is an increase of \$102,617,000 over the preceding year.

With these facts, and others there is no time to present, to make the vaunting true, the provoking thing about the whole affair is that both country and people are so astonished at these unquestioned figures that they act as if during all these years they had been stretching the truth. For half a century the yarning Yankee has been the laughingstock of the universe. Curiosity finally prompted a few adventurous spirits of the Old World to test a few of his statements. The laughing stopped. There was brag, but there was something to brag of, especially in the matter of scenery and size. Then they began to find out that this country knew how to make things better than anybody else. It dawned upon the same people that in buying and selling the Yankee could hold his own. Given a jack-knife and a pine stick, he would whittle himself into Kingdom Come while the rest of mankind was trying to guess what he was driving at. Finally, after he had knocked the bottom out of the Spanish navy, and threatened to perform the same office for a friendly power if it got between him and his mark—and it was evident that he would do what he threatened—all at once it was conceded that the Western Continent was really amounting to something. The men can fight, for a fact. They have a bank account that is enormous. They are discounting their bills and are, as they claim to be, a billion dollar nation.

That is not the worst of it. They have been contented to stay at home and grow up with the country. They have accomplished their purpose, and now they are taking a hand in what is going on around them. Big and stout, they are not hesitating to say, "Hold on there!" if matters are not carried on according to their peculiar notions. There was a little trouble about moving a fence down in Venezuela—it wasn't moved. A gold mine was found by a neighbor to be on the wrong side of the line—it stayed there. A group of islands on the other side of the Pacific got lost—somebody found them and kept them.

So things have gone on until the fun-makers of the Yankee are convinced that it wasn't brag but fact; that this country is the biggest thing on earth; that this people is the greatest people; that this Government is the greatest Government; that the Great Powers are no longer great, and that the little insignificant handful of men who knocked off Charles's head, and his crown with it, and at the same time declared that they could wear the bauble as well as he, in something over a hundred years have proved the vaunting true and, what is better still, are receiving every acknowledgment of the fact from every nation under the sun.

There are times and places where a man shows his ignorance when he shows his money.

#### WASTED EFFORTS.

To a person of an economical turn of mind nothing is more distressing than the amount of waste we see going on continually around us. It is a common statement that an average American family wastes more than it consumes, and might live in luxury on what goes in leaks from the kitchen. All of us know rich people who, with any prudence, might have been rich to the end of the chapter; but who came to dire poverty simply through sheer wastefulness. Business enterprises that should be successful are sapped and weakened by waste, and finally collapse; nor are its disastrous effects confined to the material affairs of life. Who of us is so fortunate as not to have to mourn over wasted opportunities? The tide was at the flood for us once, and we might have sailed out with it to fortune and fame and our heart's desire, but we wasted the chance, and it never came to us again. Every now and then we come upon a pitiful case of wasted self-sacrifice, where some noble but mistaken soul turned away from its own path in life to take up a heavy burden that crushed out the sweetness and the joy of the springtime for them, yet did nobody any real good. There are touching and pathetic cases all about us of wasted love. Sometimes it is a mother's unflinching love for the wayward son who bruises and tramples on her heart. Other people turn from him in his disgrace and degradation. She clings but the closer. He gives her but blows for her kisses and curses for her faith. Often it is a woman who breaks the alabaster jar of her love at the feet of some man who is too coarse and dull of soul to either care or appreciate its fragrance. And so it goes through life—waste, waste—everywhere waste. Bores and loafers waste the time of busy people. We waste the happiness of to-day worrying over things we can't help and borrowing trouble that never happens. We waste our tears in suffering over the vicarious woes of the heroine of the melodrama or the novel and we waste our pity and our alms on able-bodied tramps who ought to work instead of beg. It is even discouraging to know that some of the finest and most heroic deeds are wasted, and a curious instance of this was given in New York the other day when a fire broke out in a store occupied by a fireworks company. There was consternation among the people in the adjacent buildings and the firemen worked as they had never worked before to stop the conflagration and prevent an explosion. Men heroically seized boxes containing Roman candles, rockets, wheels and bombs and mines and torpedoes and dashed with them through the flames, while others deluged everything with water. The fire was finally extinguished and the crowd wildly cheered the intrepid firemen who, at the risk of their lives, had prevented a terrible explosion. Everyone was aghast at the mere thought of what would have happened but for the devotion of these self-sacrificing men. Unfortunately, just while the enthusiasm was at its height, the superintendent of the fireworks company arrived, and everyone hastened to tell him of what a catastrophe had been averted, and of how the heroic firemen had carried the explosives out of the house. "Heroic nothing!" said he; "they were nothing but dummies made of wood and covered with paper, to use as samples. There isn't a piece of fireworks or an ounce of powder in this building. Heroic! Stuff!" The crowd

changed its cheers to laughter—so close is the sublime to the ridiculous—and as the firemen went sadly back to their stations they were wondering whether they were heroes or fools.

#### GENERAL TRADE REVIEW.

The long continued money stringency which has been a serious factor in the Eastern markets for several months culminated, Monday, in a flurry which at one time threatened to develop into a veritable panic. One or two serious failures in Boston on account of copper speculation the last of the week created a feeling of uneasiness; then the English reverses in Africa, nearly creating a panic in London, causing an undue selling of American securities and a demand for gold which took \$2,500,000 from our market at a time when it should normally flow the other way, furnish sufficient cause for the disturbance. It is to be observed that in the liquidation only the purely speculative stocks suffered, standard securities and dividend payers being but slightly affected.

A feature of the incipient panic was the rallying to the support of legitimate houses likely to suffer, by offers of loans sufficient to meet the emergencies. This manifestation of the spirit of co-operation, with its demonstration of the possibility of organized aid in such emergencies, without doubt stayed the tide of panic, and demonstrated a condition which will go far to prevent such catastrophes in the future. These tenders of assistance had so far relieved the situation that the market opened yesterday with improved strength and although the day was feverish there was no time when a return to panicky conditions seemed likely.

The general tide of business activity throughout the country flows on undisturbed in the slightest degree by these troubles. Indeed, so far from there being a danger of the bottom falling out of things, just at this time the cotton mills in the East have many of them advanced wages 10 per cent.

The output of pig iron December 1 was 296,969 tons weekly, against 288,522 November 1, and the increase for a week much exceeds the decrease in unsold stocks for the month, only 5,020 tons, so that while apparent consumption was 1,273,560 tons in November, slightly less than in October, the output toward the end of the month was much greater. Besides many small furnaces that are hastening to get into operation, "The Iron Age" mentions three promising 12,000 tons weekly which will be at work before April. Prices yield only where a few of the mills have filled their orders and are bidding for more, and they represent very little of the business.

Leather did not advance, nor boots and shoes, last week, both having made considerable advances already, and with a great quantity of business yet to be filled. Shipments of boots and shoes were 186,421 cases in two weeks this month, against 152,668 last year and 138,063 in 1892. Sales of wool continue far beyond consumption, 22,677,500 pounds in two weeks, but have not lifted prices further, although in some heavy goods for the fall advances of 10 to 15 per cent. are noted, and the mills are reported doing more work than ever. The cotton mills are also crowded to the utmost, and some further advances were made in prices last week, and the general rise of 10 per cent. in wages removes the prospect of strikes in Eastern mills.

Wheat has yielded a fraction, with exports still falling much behind last year's.



## OPENING UP.

A great many sighs and tears are wasted by non-sympathizers over the reckless expenditure of the public money in buying good-for-nothing real estate. It began before the country could stand on its feet without staggering and has kept it up ever since. "Fifteen millions of dollars for a wilderness!" wailed the poor little seven-by-nine fault-finder of a century ago; and the world west of the Mississippi to-day, descendants of the wailer, are, and of right ought to be, ashamed of their parentage. "Seven and one-fifth million dollars for Alaska, a northwest corner of ice and snow!" groaned the enemies of Secretary of State Seward when the deal was made with Russia for that vast territory. "What was this \$20,000,000 paid to Spain for?" is the modern question for the same idea; and so it will probably be to the end of time with every acquisition of territory.

With the political side of the question the Tradesman has nothing to do, but the commercial aspect has features which it may be well enough to consider. Whether the fifteen million dollar deal with France for Louisiana has been a profitable one needs no consideration. There is not a state in that territory which is not worth several times over the entire purchase price. The newspapers for the last year have been crowding their columns with the commercial side of the Philippines, every statement showing that twice the amount paid would not have been a bad bargain. Alaska has drifted out of the public mind and after thirty-two years of possession it may not be a bad idea to see if the land is worth the price.

In the first place this peninsula, supposed to be bought for the benefit of the iceman, with soil so frozen as to be amenable only to the pick, is producing all the ordinary grains and vegetables which are raised in other parts of the United States. There are to-day in Washington, D. C., samples from Alaska of wheat, rye, barley, oats, flax, buckwheat, potatoes, onions, carrots, parsnips and turnips which do not suffer from a comparison with those grown elsewhere; and it is found, too, that the general idea that Alaska is too cold to produce food for any considerable number of inhabitants is false.

With that to start with the rest is easy. Somebody found gold there. Has gold mining paid? Those who have followed the gold yield need not be told whether \$7,200,000, the price paid for the country, has been realized; and the man who should affirm that all the gold has been mined would be considered a freak. The country, then, during the thirty years has at least paid for itself by a single industry. Anything else will be financial gain.

Here is where history will repeat itself. California has a story to tell. Everybody knows what followed Sutter's finding gold in his millrace. The forty-niner who traversed the country in a prairie schooner had the same experience in getting to the gold country, and the same suffering after he got there, that the Klondiker goes through to-day. Mining first, but something else followed, and the traveler in the Golden State on the Pacific can see what that something else is. Michigan has had the same experience. Henry Clay, somewhat remembered for his statesmanship, declared that nobody beyond a few trappers would ever occupy the mining section of this State; but for all that they do. So it will be with

Alaska. Men will go there from everywhere. The real miner will mine and the rest will give their attention to something else. Men must eat and, since the soil there can feed them, it will. Just now food must be brought long distances, and this makes living costly. The opening up of the territory has already begun. Plows, not pick-axes, are already used for turning up the soil. Wheat and the other grains will soon bring down the price of breadstuffs. Manufactories one after another will creep in. Already the commerce of the Pacific is at work and this will increase as the months go by. Not far off are Japan and China and the brotherhood of trade in both countries will in due time be exchanging civilities. Then the opening up will have begun in earnest and then we shall be hearing more and more of the resources of that vast track of country.

There can be but one result. Michigan has realized it, California has realized it. The western banks of the Mississippi have realized it and, peopled by the same race, nourished by the same food and impelled by the same impulses, in the future—and that not necessarily far away—we may look for a development as rapid and as remarkable as that which in the other localities mentioned has astonished the world. Much has been done to verify the certainty of this. When it has been completely verified the \$7,200,000 paid for the purchase will, in comparison with the outcome, be important only as a means for determining the enormous returns realized financially from the amount invested.

Hartford, Conn., has had a man with a marble heart. The heart was partially covered with a deposit of calcium salts, of which marble is composed. It felt like stone, and when struck gave out a sound as of stone. It offered the same resistance a piece of stone or marble would. Calcareous deposits about the heart are common, but no case is known where so much of the heart was turned into a substance resembling stone. The man who had this marble heart died in the Hartford hospital. He would not tell when he was in pain. Little is known of the history of his case. He was a tailor, 50 years old.

A Toledo inventor has succeeded in casting aluminum with the sand process, a result that inventors all over the country have been endeavoring to effect for years. It is claimed that this will revolutionize the manufacture of articles from this metal, as it will greatly reduce the cost. The results by this new process have been exhibited to the Toledo Chamber of Commerce, and a factory will be built there. The name of the inventor is withheld for the present. It is claimed that a bonus of \$75,000 is held by the Scientific American for the successful working of the metal in this manner.

Already the annual wagon loads of Christmas gifts are beginning to flow into the White House. They come from all sections of the country and the majority are from persons personally unknown to both the President and Mrs. McKinley. Each gift that bears the name of the person sending it is acknowledged by one or other of President McKinley's private secretaries.

It is useless to talk to a man who can not tell the truth, even when he hears it.

## THE GRINDING HEEL.

It is an old story, and began with fact in the days, distant and dim, when that tyrant of his time compelled the making of bricks without straw. Deathless as immortality, it has dogged the steps of industry on its toilsome journey along the centuries, bawling its lot when fed upon manna and quails and howling its senseless wrath when reproved for its ingratitude and wickedness. Sunshine and storm, prosperity and disaster, toils and tears, have come and gone, but through all these, in season and out of season, the grinding heel of the oppressor has crushed the prostrate form of the helpless and the hopeless into the dust. Age can not wither it nor custom stale its infinite variety and that same howl of protest which the Nile first heard is heard to-day, intensified by the centuries, against him who has kept the howlers at work and in spite of them has brought the world from barbarism and heathendom to civilization and Christianity—the man with brains and money.

His cruelty, and above all his selfishness, the centuries have tried in vain to tell. The Dark Ages are darker for his living and the black spots on the pages of modern times are due to his cunning and deceit. When times are prosperous into his coffers are poured the ill-gotten gains wrung from the sweat-streaming foreheads of the poor. When times are hard he still extorts his profits and the grinding heel again comes down and plies its merciless task until his selfish heart is satisfied. Ishmael-like his hand is against every workman and every workman's hand is against him. His shadow is the one threatening forecast of the evil that tempest-like is gathering in the shining sky of prosperity. In him are centered all the evils that to-day are darkening the world. Against him should be arrayed, heart and hand, the countless hosts of labor to crush once and forever that tyrant whose greed is crushing the world.

And the tyrant, he of the grinding heel? We are hearing of him and from him with no uncertain sound. A breath, a rumble, a roar—the broad breast of the Great Republic is throbbing with his tyranny. Through the agency of "a judicial hireling he has perpetrated another outrage. He struck down his victim with a bludgeon called an injunction. Strange as it may seem to a Zulu, the victim lies in jail, while the assassin walks the streets a free man. \* \* \* That a contemptible judge, the degenerate tool of a corporation, dare spit in their (the workmen of America) faces is proof overwhelming of their abject slavery."

But in the meantime the workmen of America are altogether too busy to hear or heed. The grinding heel has come down in New England with a thud, the mill owners in that hotbed of oppression having made without solicitation a second advance of 10 per cent. in wages, a hardhearted heel-grinding which at the least calculation in that densely populated section will affect materially 1,000,000 persons. A similar "outrage" comes from the iron foundries of the Keystone State. An imperious corporation there, in the deliberations of their star chamber council, without a word to the parties most interested, decided to advance the wages of their powerless workmen and impudently and defiantly flaunted the fact in their faces upon the office bulletin. The contagion has spread. The whole of that

murmuring hive of industry with sledge and triphammer and roaring furnace fires are trying to tell in vigorous action the thoughts they can not find words to express. What is heard from other parts of the country but the same monotonous story? Everywhere the same grinding heel is busy. The very earth, under that instrument of oppression, from the coal beds of the East to the gold-packed mines of the Pacific, jars with the intense exertions going on at the dictation of the tyrant at wages before unheard of in the annals of toil. The very landscape has been changed by the handicraft of these bludgeon-struck victims. They have been forced to build workshops. Villages have sprung up. School houses have arisen and churches have lifted their spires. City and town and hamlet have taken a new lease of life and it seems as if there is to be no end to this startling activity of the grinding heel.

Is this condition of things to go on forever? Must this abject slavery always last? "Can anything be done?" Yes; and after several whereas a resolution of the Ohio Confederation of Labor advises "that we call upon all American citizens who are rightfully alarmed at the gigantic encroachments of corporate power and monopolistic greed to sever connection with the two old capitalistic parties and unite with the socialistic movement of the world, which proposes taking the initiatory steps to a full realization of its clearly-defined purpose, the collective ownership by the whole people of all the instruments of production and the agencies of distribution;" and afar off, from the prophetic pen of the mighty man who found it hard to kick against the pricks of the United States bayonets on the riotous streets of Chicago comes the hearty response: "You can vote for socialism and take possession of the mines in which you work, and that will end the wage slavery."

It will, indeed. When that end is reached the mines will no longer jar with the hidden workman. He will be above ground in the genial sunshine. The forge will be still. The school-house and the church will stop climbing towards the sky and the once victim of the grinding heel, free as the air he breathes, will sit, with nothing to do, on the threshold of his crumbling home and reflect upon the freedom which covers his children with rags and starves them to death in the midst of a land of plenty.

Business is not all a matter of barter. There is more that goes out to a customer at each transaction than the goods and invoice, and more is received from him than the orders and payment; and this incorporeal reasoning of personality that permeates trade is what gives to it its savor and lifts it above the drudgery of mere money grubbing.

It is the common experience of us all that the bigger the man, in a business way, the more easily he is approached and business transacted with him. No good business man, to say nothing of a gentleman, will keep another waiting for hours in his ante-room while he dictates scores of letters.

Among the many new industries which are opening to wage earners is a factory for soft soap in Denver. It is being established under the direction of the Charity Organization Society. The promoters can soft-soap the generous.

### Use and Abuse of Our National Holidays. Written for the Tradesman.

We have holidays and holidays, and the events they commemorate are far-reaching and important in their results; but the significance of these days as related to these events is almost lost sight of by old and young alike. For how should the young celebrate a day for what it represents if the older ones do not? So that to us all, both young and old, the days called holidays mean little more than days upon which the ordinary duties are laid aside and recreation and festivities substituted. And perhaps this is not very far wrong, nor at all unnatural; for the mind can not hold abstract thoughts, such as that of a nation's independence commemorated on our Fourth of July, or our obligation to thankfulness for general prosperity, expressed, or supposed to be expressed, upon Thanksgiving Day, or the great value to the world of the life of Jesus, whose birth we celebrate upon our Christmas. And just as a man loves his wife, but manifests it in other ways than by telling her he does, and is not even conscious of the fact when interested in the pursuits and duties of life, so we do not keep up any sustained interest in these holidays as days of history, but rather use them as times for pleasure and relaxation. Thus the Fourth of July means to us, in theory, a day upon which to celebrate our country's freedom, but in practice it means a day of noise and danger, and of idleness with its accompanying evils. To many a parent it means a day of dread and anxiety; to children it means freedom from work, a day out of school, with pockets full of firecrackers and toy pistols. To us as a people it means a day upon which is expended annually a sufficient sum for fireworks and noise to clothe every poor child in the land.

And after we have recovered from the Fourth of July's dissipation and casualties we come, in time, to another holiday. A Thanksgiving proclamation is issued first by the President, and then by every governor of every state, giving us a list in detail of the many blessings we should be thankful for. We straightway, however, begin to plan for a Thanksgiving dinner and to wonder whether it is our turn to entertain or be entertained. And while we are eating our turkey dinners the poor Hindoo, to whom we send missionaries to make him more civilized, is praying for us—praying for a people so inhuman as to kill animals and eat them. To be sure, besides a Thanksgiving dinner, we have a Thanksgiving sermon; but even with a union of all the churches and meeting for one service the house is not often very crowded.

Then in a little while comes Christmas, that day of all days, when no sor-did thought ought to enter our minds. But, alas, how much envy and bitterness and disappointment there is on that same sweet Christmas day. We almost lose sight of the blessed meaning of the day in our mad haste to purchase gifts. If only these gifts were always an expression of sincere regard, but too often they are the paying of a debt, the returning an equivalent for that which we have received or are expecting to receive. I do not mean that this is a universal or perhaps even a general motive, but it is true that to many Christmas has become the most dreaded of all the days in the year, on account, partly, of the business phase of it and partly on account of pecuniary inability to meet the requirements that custom im-

poses. If we could but remember that because that simple yet commanding life of Jesus was lived we celebrate its beginning we would make the thought of "good will to men" a more prominent feature of the day. Sincere and unselfish love is of more value than gifts.

Merchants begin about six weeks before Christmas to advertise their wares, and everything is quoted as especially suitable, from candy toys to pianos and bedroom suites. All the furniture that is manufactured, dry goods, silverware, jewels, china, pictures, books and the infinite list of articles of less value are urged upon us through the advertising columns. It is a great pleasure to give—far greater than to receive—if only the giving were not so much in the nature of a commercial transaction. The gifts seem to carry with them the spirit of traffic; the odor of the store and the factory is upon them. Better some simple gift made by loving hands than a costly thing that represents only dollars and cents.

The bustle and rush upon the streets and in the stores at Christmas time suggests prosperity on the one side and good profit on the other. It would not be so sad if only some of the grownup people lost the deeper and better meaning of the day, which ought to be the feeling of brotherliness and unity with all mankind, but even the children are eager and restless, imbibing the spirit of greed. "How many presents did you get?" is coming to be the question too often asked by children when they meet after Christmas. The custom of much giving can not help but be pernicious to children. A wealthy gentleman once showed me seven expensive dolls that he had selected to give his motherless child on Christmas. Would it not have been better for the child if he had given her but one and together they had found six other little girls who would have none on that Christmas morning? At first a child knows nothing of values; but it soon learns to put a market value upon all its little gifts. If only the lovely spontaneity of childhood could be kept and their generous impulses not restrained. The other day two little tots met and were introduced to each other and told to shake hands, which they did very sweetly. In a moment one of them took off a little necklace and handed it to the other, which the latter took without the least reluctance. The child was at once told to give it back, and the other, who looked greatly pained, was told that her mother would not want her to give her necklace away. I witnessed the scene and, while my judgment told me that was the right thing to do, I could not help thinking that, after all, what was that little necklace worth compared with the beautiful, generous impulse which had thus sought expression? Thus repressed, although she may want to do similar generous acts again, and perhaps again, after a while she will not want to, but will take more pleasure in getting than in giving.

Another question of some importance is, What shall we give the children? We mothers have dressed so many dolls, and stumbled over so many rocking horses and doll carriages and drums and blocks, that we perhaps would like to suggest giving them something that can be hung up—and hung very high. But of course we love to give to children those things from which they will get most pleasure. Dolls that can be undressed and toys that can be taken apart and put together again are most

# The Magic Gas Lamp

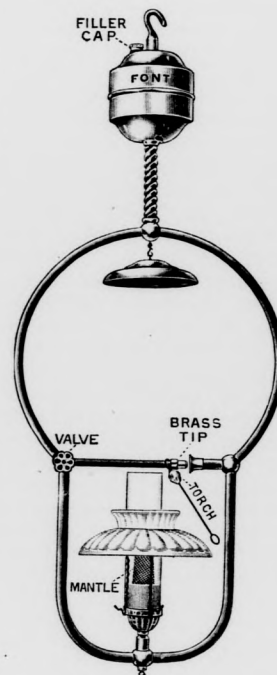
Approved by the Board of Fire Insurance Underwriters.

## 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.



acceptable. The American as a rule can not see anything unless he touches it, he sees largely through his fingers, and this is especially true of children. A wax doll that can only be looked at is of little value to a child. Many lessons can be taught children through wisely-selected playthings; many good traits can be developed through play.

Besides Christmas gifts there are birthdays to be celebrated and remembered with gifts, and in a family of seven or eight this is no small task and expense. Then there are the wedding presents; and how often are these sent merely as a formality? If only some flowers could be sent the bride, or a few words of love or good wishes, instead of what often can with difficulty be afforded and quite as often is little appreciated.

Let us glance at a partial summary of the days for gift-making: When the baby is born presents are in order. Each birthday a present is to be given. If the child be a girl, when she graduates presents are sent. Each Christmas of course there are numerous gifts. When the time comes for an engagement to be announced presents have become of late fashionable. Then there are the wedding presents, which are expected to be as choice as the occasion is important. Then come the wedding anniversaries—five years, ten years, fifteen years, twenty years, twenty-five years and then fifty years. Is it not all a little tiresome, and can we not think of something better? At least could not there be more heart put into it and less conformity to custom?

In appropriateness of gifts there is great need of education; so much is given with no thought of its utility to the receiver, and if it have not the element of utility the thought of appropriateness is an essential consideration. A lady once gave a set of dishes to her husband because she needed them for her table. A fond father presented on Christmas an axe to his son who did all the splitting of wood for the family. I know a man who never gives his wife as a gift anything that she needs. Her house is full of beautiful non-essentials, gifts of her husband, who supplies her bountifully with all she needs besides. The beautiful sentiment back of it is in striking contrast to the calculating spirit that so often appears when gifts are selected. A gift that suggests the individuality of the giver is to be prized. How often we hear it said, "That looks just like her," meaning that the little present has stamped upon it some distinguishing characteristic of the giver. This fact is eminently shown in the magnificent gifts to Dewey. The splendid sword, the unparalleled demonstration in New York, and last the expensive house and lot, all show that as a people we are eminent for enthusiasm, even although it be shortlived, and for generosity, even although we regret our generous deeds the next day.

#### The Curtain Kind.

Caller—Good morning, Johnny. Is your mother in?

Johnny—No'm, but she was up late last night givin' a lecture.

Caller—A lecture, eh? Did she have much of an audience?

Johnny—Only pa.

#### 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.

#### How the Bankrupt Paid His Last Debt.

He had been a prosperous man and the private office in which he sat, with its big safe set into the wall, its rows of files and handsome desk, bore mute evidence to the volume of business that had been transacted within its walls. For twenty years his name had been a prominent one in mercantile circles, a synonym for probity and honor. He was one of those habitually asked to serve on committees when the city received and banqueted distinguished guests, the newspapers always referred to him as "one of our leading citizens," and people were used to paying him that dearest tribute to success—of asking and deferring to his advice. All of this had been very sweet to him. He was utterly without mean vanity, yet he had begun life as a poor boy, alone and unfriended he had worked his way up, and every token of respect from his fellows still had the flavor of victory in it, and made him feel himself a conqueror. For so long everything that he touched seemed to prosper. People called him "lucky" and blindly followed his lead. Women—widows and orphans—came to him with their little money and thrust it into his hands for safe-keeping and investment. Estates were forced upon him for final settlement. He was so trusted and so trustworthy. Then came a day when the tide turned in his affairs. Investments that had seemed as solid as Gibraltar crumbled into nothing before his eyes. Stocks and bonds failed and he sat among the ruins of his fortune. Worse than that, he had pulled others down with him. For months and months he had gone about with his heart breaking under the load. Through weary days and sleepless nights he had agonized, planning, scheming some way to avert the coming disaster. At first no one suspected. Then there was a faint whisper that he was "shaky," and then the whole hungry brood came on him like ravening wolves. Men whom he had befriended in days of need turned their backs upon him; women, turned furies with their loss, goaded him with bitter speech and tears; of all whom he had helped not one stretched out a helping hand in his hour of need. He could not pay. He had committed the world's one unpardonable sin—he had failed—and the flatterers and fawners, those who had lived on his bounty and profited by his generous services, turned on him, hounding him and ready to tear him to pieces. At first it seemed to him he must go mad with the anxiety and misery of it all. There was not a dollar of others' money, God knows, that he would not have paid with his heart's blood, if he could. There was not a tear or reproach that did not stab him like a knife thrust; but he knew life too well to expect to escape. He had seen the tragedy happen too often to others, and so he only smiled a little sadly when now and then a kindly hand was held out to him and someone told him he would recover himself. He knew he was too old. The mainspring had snapped and he would never be a power again. At any rate, it would soon all be over. This afternoon there was to be a meeting of his creditors, and he would surrender everything and go out into the world, a gray-headed old man, as empty-handed as when he began it. He knew what they would all say—the cruel words, the averted looks. Well, he would rest a little before they came. He went over to the couch and laid down on it, and covered his hands with his face, and his mind went back to the days when he was a little boy, bare-footed, running the streets, and of how, when the night came on, he used to lay his head in his mother's lap and be comforted. Ah, for such a haven now. Ah, to go back, a child indeed, and rest on his mother's knee. A few tears, the bitter tears of an old man, trickled through his fingers, and all was still. The clock ticked on and on, and by and by a clerk knocked at the door, ushering in the first of the creditors. He went over and touched him on the shoulder, but the books were closed, the bankrupt had paid his last debt.



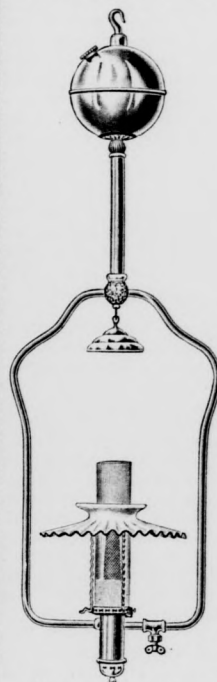
## The Owen Acetylene Gas Generator

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.

## Start Right A. D. 1900



No. 101. Price \$4.50.

Begin 1900 by lighting your store brilliantly. It will pay you well. Brightness will attract. It does in everything. Get a light so that shopping by artificial light will be as satisfactory as by daylight.

### The Imperial Gas Lamp

brings out all the true colors and gives you as near an ideal light as you ought to desire. You can invest in Imperial light of 100 candle power and at the same time save money. You will, by adopting the Imperial, have an attractive, beautiful light, with a handsome ornamental fixture, and the cost of the maintenance will be nominal. It burns gasoline; it is worth considering; worth investigating; worth a trial. The Imperial Lamp is not an experiment. It has been tested. Thousands are in use. It does satisfy that longing for better light so creditable to up-to-date merchants. The Imperial is a steady light. There is no leak. There is no danger. Neither smoke nor odor. Nothing objectionable, but every requisite of a perfect light. Every lamp is thoroughly tested, and full directions accompany each lamp. Sent securely packed, each lamp complete with shade, chimney and mantle, on receipt of price.

Wall Lamp, No. 113	\$ 3.75
Harp Lamp, No. 101	4.50
Two-Light Pendant, No. 121	7.50
Two-Light Pendant, ornamental, No. 131	11.25

### The Imperial Gas Lamp Co.,

132 and 134 Lake Street,  
Chicago, Ill.

## 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.



## Shoes and Leather

### Romance of a Christmas Window in a Shoe Store.

It was nearly midnight when Charles Martin, shoe merchant, closed his desk up with a bang and put on his overcoat preparatory to going home; midnight, and he had been sitting there idly since only a little after ten. Strange loitering, indeed, for one of Claremont's most successful business men to be guilty of in the midst of the holiday season. It had started with the window dressing, a theme that has caused more than one merchant to ponder deeply, but one that is not usually conducive to the impractical, pensive study into which Charles Martin had been thrown. Now it was all over, and the prosperous man of affairs was thoroughly awake again to the duties of the season as he dropped the keys into his pocket and turned down the street with the firm step of one who is not oppressed by any more indefinite thoughts than are inseparable from any business. His face, thoughtful and dreamy a few moments ago, had changed, one might almost say hardened, into the intensely practical expression of a man of affairs. In short, he was every inch a man of iron will and grim determination.

Yes, it all started with the window dressing, but how came a prosaic subject like that to bring up poetic dreams of youth and beauty and flowers and feminine graces and all that sort of thing that it is fashionable to designate as tommy-rot and then go into reveries about in secret? His head clerk, on whose artistic skill he depended so much for the window display for which his establishment was famous, had been called suddenly out of town and left him dependent on his own resources and some unfinished designs on which said clerk had been at work. Surely there was nothing very romantic in this. Elaborating those designs he had managed thus far to keep up the credit of the establishment. To-night he had exhausted the supply, and after to-morrow must depend entirely on his own resources. That was what kept him at his desk later than usual. He had been looking ahead in his business. That had set him, before he was aware of it, to looking back into his life.

How brightly these recurring holiday seasons bring up our past life to us; the old familiar scenes, the homestead, playmates of childhood, all come trooping back with half an invitation; friends, relatives and sweethearts, even the imaginary inhabitants of our youthful day-dreams answer the summons of the Christmas bells. And then come recollections of the scenes of parting, the buoyant hand-clasp of our world-confident mates, the lingering caresses of the dear ones at home, the last tender pledges never to be redeemed exchanged with youthful sweethearts; the early struggles in the battle of life, the drifting away from old moorings, the heart pangs and bitterness in the first hard lessons of learning to forget and be forgotten; the gradual absorption into the new life so crowded but never quite complete; and then, as the Christmas bells cease ringing, the awakening into a world of bustle and excitement and business enterprise again.

Five years ago Charles Martin was only a clerk (although a most excellent one) in a shoe store in an Eastern town. His income was moderate, but he was happy, for he was looking forward to years of happiness that were yet to be. To-night he was sole proprietor of a fine Western establishment employing several clerks. His income was handsome now, but his dreams of happiness were all of that which might have been. It was in dreams of this sort he had been indulging.

In casting about for suitable designs for his window dresser he happened to remember having in his possession a lady's shoe of a very quaint and elaborate pattern that would be just the thing for creating a sensation. The entire design consisted of a filmy cobweb occupying the entire window, and in the midst of which was to be suspended this

showy, brilliant colored shoe in representation of the spider. Underneath this formidable insect were to be the words, "This shoe once broke a young man's heart." On paper the design looked well; what effect would the proposed personality have on the public? That it would attract attention he had no doubt. That it would be talked about and create more or less of a sensation he firmly believed. The question was, what sort of an impression would it make? Five years before, when his means were limited, he had purchased for the girl that he was soon to marry a pair of shoes, or rather slippers, the most elaborate in design that he had ever seen. She wore them to a Christmas gathering and then, at his request, promised not to attend the social event of the season, a masked carnival held in the hotel of the town. Most of her mates would be there, but when she saw that he objected in spirit to her appearing at a public dance of this sort she promptly and to all appearances willingly promised not to go. A business matter called him out of town for a few days and only allowed him to return on the first morning train of the day after the ball. Already he had heard reports that confirmed his disapproval of the management and of the place where it was held. There had been wine and wild hilarity, both of which had in some instances extended their influence to some of the ladies of the party, and the affair had broken up under conditions that had placed more than one young person under a temporary cloud of disrespect. As young Martin hurried past the silent and deserted hotel in the early morning the telltale fragments of the previous night's dissipation could not escape him, and he felt thankful that at least his fiancée's reputation had no occasion to suffer for even a temporary connection with the wild sports into which so many of her mates and his had so recently been led.

Almost directly before the entrance to the hall in which these bacchanal scenes had so recently been enacted, and wedged in tightly between the broken planks of the sidewalk, was a woman's slipper, one of the very pair he had given his sweetheart but a few days before! So she had forgotten her promise and attended this ball in his absence, possibly believing he would never find out. The knowledge maddened him, but with a self-control not always associated with youth, he spared all criticism until he had her explanation. This he obtained in the bitterest form possible, an emphatic and persistent denial. This was the unkindest cut of all. That she had been weak enough to yield to temptation and attend when all of her set attended he could forgive. That she would deliberately attempt to deceive him and even in the face of the strongest evidence persist in a sweeping denial was beyond his forgiveness, and suggested a deeper guilt than he had been prepared to believe. If he could not take her word, could not trust her, there could only be a lifetime of misery before them, for he was himself the soul of honor and able to forgive almost anything else more readily than a falsehood.

So, after an interchange of words with her that would themselves be difficult for either side to overlook, he hastily closed up his business affairs and on the morning of the New Year, his wedding day that was to have been, sped away from his native town, as he firmly believed, forever. But his was a nature too constant in its characteristics or affections to enable him to keep this part of his resolve without a constant effort. However hard he tried to strengthen his resolution by remembering her only as she appeared to him in that last interview, tenderer memories would often win the victory and bring up visions of kindly, loving sympathy that almost shattered his resolve. Particularly was this the case with the approach of the holiday season. Once it had overtaken him so strongly that he resolved to go back and seek another interview with his lost love.

It was New Year's eve when he reached the old familiar streets. How

## 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.



## Little Czarina

No. 21, White Quilted Silk Top, Fur Trimmed, Pat. Leather Foxed, 1 to 4, per doz., \$4.80  
No. 22, Brown Quilted Silk Top, Fur Trimmed, Brown Kid Foxed, 1 to 4, per doz., 4.80  
No. 23, Red Quilted Silk Top, Fur Trimmed, Red Foxed, 1 to 4, per doz., 4.80  
No. 24, Black Quilted Silk Top, Fur Trimmed, Pat. Leather Foxed, 1 to 4, per doz., 4.80

A Quick Seller. Order now.

HIRTH, KRAUSE & CO., Grand Rapids, Mich.

## 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

**Snedcor & 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.

## 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.



everything attracted and seemed to hold out its arms to him. As he passed rapidly down the street he determined in his heart to let the dead past be buried, to seek out his old love and in the future guard her from her moral weakness by the strength of his love. Yes, he would go to her at once. The way led him past that hateful hotel that had once come between them. Again it was brilliant with lights and gay with laughter, but the glance he cast within in passing froze his love into a cold crust about his heart; for he had caught a glimpse of her among the throng of boisterous merry-makers. The next train took him back to his Western investments, and his friends wondered what had happened to make him so cold and stern.

After that, no business prospered like his. All that he touched turned into gold. The folly of youth had been consumed on the altar of his love, and he was left a cold, unfeeling money-maker, strictly honest and wholly heartless.

At least he had fondly hoped his heart was dead. But, when rummaging among the attic cupboards of his mental faculties he resurrected a woman's slipper and proposed to himself to turn its history into commercial account, he found his hope was still untrue. Chapter by chapter, he had reviewed his life history. Page by page he had carefully scanned memory's log. And so fondly did he linger about some of the old well-thumbed pages of his life that it was nearly midnight when he got back to the present and shut the desk. Ashes of roses! Fudge! Of what other use could this old slipper be?

\* \* \*

The window display had certainly been proven an attraction, almost a sensation. "Will you kindly tell me what the romance is connected with that slipper?" asked more than one purchaser who had been enticed in through a burning desire to get into conversation with some one who could unravel the mystery. "You will have to see Mr. Martin," was the unvarying reply, but for some reason that day Mr. Martin was very busy and could not be seen. His task bade fair to extend far into the night again, as on the previous evening. It had been a busy day. What design could he introduce next day to continue the success? Evidently it ought to be something in connection with the slipper, everybody was so interested in it. The question was—what?

It is impossible to say whether the young merchant's mind was wholly given up to the solution or if it was taking the same direction of the evening before. The last clerk had gone and he was left alone—the best possible condition for reverie or for work. Mr. Martin was so absorbed in the one or the other that he failed to notice someone enter the deserted store and approach the office. He even failed to hear the gentle tap on the door until it had been repeated twice. A woman, closely veiled, entered in response to his invitation and, stepping quickly into the full light, faced him and lifted her veil.

"Maude!" he stammered, springing to his feet; and then, regaining his usual self-control, he added in his coldest voice, "What can I do for you, madam? Pardon the suggestion, but this is hardly the place for you at this hour."

"I have come to tell you the truth," the girl replied. "My duty has been done and now I can speak. Death sometimes opens as well as closes human lips."

"Five years ago to-night you believed me false to you and to myself. I then denied that charge, but offered no explanation, for the reason that I had none to offer. Weeks afterwards I found that my younger sister, always wayward, had appropriated some of my wearing apparel and attended that fateful ball in secret. As you know, there was wine, and she, confused, half intoxicated perhaps, failed to notice that my slipper which she was wearing was wrenched from her foot. The rest you know. But, believe me, the matter was as much a mystery to me as yourself at our last interview. Do you trust me now, Charles?"

The cold reserve of the young mer-

chant was for the moment shaken, but not broken. Nevertheless, it was in a somewhat kindlier tone that he said:

"Would you mind explaining how you came to attend a similar gathering at the same place two years afterwards?"

Surprise, regret and tenderness were mingled in the look the girl gave him, and it was with evident emotion that she answered:

"Since that night my unfortunate sister has made life miserable for more than herself. Do not judge her too harshly. She has paid the usual penalty of her misguided life. It was to save her that I was there; to take her home as I have night after night done in the last five years. Don't censure her. She has been wild, but has gone before to a higher Protector. While she lived I tried to shield her. When she died I felt that I owed it to myself to correct an error you once made in regard to my conduct. I have been trying to find you for a long time, and found you to-night by means of your window design. Am I too late, Charles?"

Outside, the bells were ringing out their messages of peace, good-will and fellowship and love. And as the errors of the passing years unfolded, the flame of love burst forth in the young man's heart with a warmth that burst the icy covering and melted it away.

When Charles Martin closed his desk that night he left without a suggestion for his window dresser for the next day. But when he called the attention of his companion to that fact and playfully bantered her for the ruin she was already bringing to his reputation as a business man, she answered:

"Just set me in the window to-morrow with the other slipper on and label me: 'The shoe that mended the young man's heart.'"

But however attractive this last display may have been, Charles Martin always insists that the cobweb window was the most successful one he ever designed, as that brought him not only a liberal amount of custom, but his sweetheart and his wife.—Wilder Grahame in *Boot and Shoe Recorder*.

#### An Easy Experiment.

The public is a gentle joy  
To any crafty man;  
Just fix it up some little toy  
As simple as you can.  
Then to its operations join  
A mystery profound,  
And we will gladly pay our coin  
To see the wheels go 'round.

Don't waste your time on useful things  
To benefit your race;  
Procure a lot of eggs and strings  
And set them into place.  
And men will come from miles away,  
Your praises they will sound,  
And cheerfully their money pay  
To see the wheels go 'round.

'Tis not required that you shall know  
Mechanics and the like.  
If into statesmanship you go  
Success you'll often strike  
By fitting empty phrases in  
And letting noise abound,  
And making people pay their tin  
To see the wheels go 'round.

#### He Wasn't Equal to the Occasion.

Rose—Did you ever faint, Isabel?  
Isabel—Only once; and I bumped my head so hard that I never tried it again.

### Michigan Fire and Marine Insurance Co.

Organized 1881.  
Detroit, Michigan.

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

D. WHITNEY, JR., Pres.  
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# Begin the New Year Right

and

Shake off the Dragging Chains of Credit



by abandoning the time-cursed credit system, with its losses and annoyances, and substituting therefor the

## Coupon Book System

which enables the merchant to place his credit transactions on a cash basis. Among the manifest advantages of the coupon book plan are the following:

- NO FORGOTTEN CHARGES
- NO POOR ACCOUNTS
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- NO DISPUTING OF ACCOUNTS
- NO OVERRUNNING OF ACCOUNTS
- NO LOSS OF TIME
- NO CHANCE FOR MISUNDERSTANDING

We are glad at any time to send a full line of sample books to any one applying for them.

**Tradesman Company**  
Grand Rapids, Mich.

## The Meat Market

### Everyday Incidents in the Life of the Butcher.

This still being the turkey season, I will relate two or three turkey stories. One of the very bright men of the trade—a man who is secretary of one of the butcher associations—is responsible for this: "I was pretty well stocked with turkeys the night before Thanksgiving and was anxious to close out, as I had no desire to carry over any stuff to Saturday. I gave instructions to each of my clerks not to let a person go out without making a purchase. Things went along nicely until about 9 o'clock, when a woman came in whom it was my turn to serve. I have come in contact with some very hard customers, but this woman beat all. It seemed to be impossible to select a bird that would suit her. I had weighed and held up for her inspection at least a dozen turkeys, but some were too light and others too heavy. That was her pretext for objecting, but it was really the price that made the hitch. 'Here,' said I, 'is a fine bird. It weighs seven and three-quarter pounds, and will cost you 98 cents.' She shook her head—it wouldn't suit. Determined not to let her go, I picked up a bird haphazard, and put it on the scale. 'How is this?' I asked. 'Seven and one-quarter pounds. One dollar and two cents.' 'That's about right,' she said. 'I'll take it.' Now, where's the good of trying to be honest? People want to be humbugged."

I was in West Washington Market Friday morning when a wagon belonging to a butcher doing business in a fashionable neighborhood drove up to a poultry house. In a few moments men began rolling out barrels of turkeys, and in another moment the air was filled with an odor that reminded one of a mixture of sauerkraut and limburger cheese. The smell was more penetrating than a March wind, and as it charged the atmosphere and found its way into the nostrils of the market men dozens of them ran out and sized up the situation. "Cheese it! Cheese it! Here comes the Board of Health," yelled a well-known beef man. The driver of the wagon looked frightened and as the barrels of ripe turkeys had been loaded he gathered up his lines and drove rapidly away, the warning shouts following him. And just at that stage of the proceedings one of the health department inspectors did come around the corner. He sniffed the air, said "There is something rotten in Denmark," and tried to locate it. But he couldn't.

I took a trip to Astoria one day last week, and in reply to my question: "How are things going?" the proprietor of a market said: "Something fierce. It's the devil's own time to get good clerks. I was disgusted with the experienced clerks, so tried a fellow who came over from Ireland only a week before I put him to work. He was a peach! He lasted for two hours. I sent him to deliver an order in a flat. 'Now,' says I, 'if you can't send it up on the dumbwaiter go around to the back door.' What do you suppose he does, eh? Well, he goes down to the dumbwaiter, jumps on and pulls himself up to the floor where the meat was to be delivered, knocks at the door and receives no answer, so he opens the door and jumps in, almost frightening the woman into a spasm. When she could speak she wanted to know what he meant by mak-

ing such an entrance. He didn't answer her, but laid the meat on a table, got on the dumbwaiter, and left as he came. He didn't hold the rope, either, and came down hard. He came back limping and resigned."—Stroller in Butchers' Advocate.

### That Frozen Pork Experiment in Germany.

Consul General Guenther, of Frankfurt, Germany, writes as follows regarding the experiment of using frozen pork in the army:

At Mainz, Germany, experiments have just been made with frozen Russian pork by the several regiments of infantry stationed there. About a ton of this pork, which had arrived in a solidly frozen state, was used for dinner, but the result of the experiments, according to the reports published in German papers, was not satisfactory. The meat, it is said, emitted an unpleasant smell while being boiled, and after being boiled for fifteen minutes became like a hard paste. The taste also left much to be desired.

Apart from the fact that due allowance must be made for German prejudice against anything not of German origin, the complaint, if based on actual facts, simply indicates that the pork was either injured before freezing or was improperly frozen. It is generally admitted that mutton and pork act alike under freezing. No sane man will hold that frozen mutton will "emit unpleasant smells while boiling," or will turn to a "paste" under the process. Improperly treated, it will be subject to objections, no doubt. The process of refrigerating meats has grown so perfect that meat never spoils from the inside, as used to be the case before the erection of the plants of the most modern type. If the edges of the meats are trimmed occasionally they can be kept for several months. Indeed, most of the meat served in the leading hotels is kept in refrigerators for two or three weeks before going to the cooks.

### Why Pigs Are Scarce.

George Pratt, Armour's head hog buyer at Chicago, is reported in an exchange as saying: "It is almost impossible for us to fill our orders for pigs, for the reason that there is practically no sickness among swine in any part of the country. Usually at this season of the year pigs are plentiful, as cholera breaks out in different sections of the country and the pigs and shoats are forwarded rapidly to market for fear of contagion. This year, however, pigs are all healthy, and the tendency will be to feed to maturity, which will make an abundance of fat hogs for the winter months and cause values to seek a still lower range."

### Great Boom in Mutton.

From the Denver Republican.

Wool is up to seventeen cents, but it is not alone the rise in wool that has advanced the market for sheep. Mutton also has gone up. There has been an advance in meats of all kinds throughout the world, in which mutton has shared, but in addition mutton has had a separate and special advance of its own, due to an undeniable increase in its popularity as food. The appetite of mankind is unmistakably drifting toward mutton so that, where other things are equal, twice as much of it is eaten now as twenty years ago.

### May Start a Fat Melting Plant.

The retail butchers of Cohoes, N. Y., and in neighboring places, are talking of forming a company and establishing a fat melting and fertilizing plant and placing the product in the market. The plant, if established, will be equipped with the latest and most improved machinery. The project may come to a head soon.

# ..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.

Place your orders with

RICE & MATHESON

Wholesale dealers in

ORANGES, LEMONS, OYSTERS

Cranberries, Celery, Nuts, Figs, Etc.

20 AND 22 OTTAWA STREET, GRAND RAPIDS



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.

Observations by a Gotham Egg Man.

Although the large distributing markets are so overburdened with refrigerator eggs as to give them a generally demoralized appearance at present, it is quite evident that interior consumption is holding up remarkably well. In the cities and towns of the country, where refrigerator eggs have to be chiefly marketed, consumption is unfavorably affected by the poor quality of much of the stock being pressed for sale, but in smaller country places, where current supplies are drawn directly from the surrounding farms, the use of fresh eggs is undoubtedly larger than usual. This may account for the failure to draw any material increase in supplies of fresh eggs to the large markets in spite of weather conditions unusually favorable to production for this season of the year. Reports from sections of the South and Southwest, where some increase in the lay of eggs has been noticeable, indicate prices for fresh stock supported by local consumptive demands above a parity with values at any of the seaboard markets.

\* \* \*

It is a curious fact that while the supply of fresh gathered eggs is now no greater than at this time a year ago, the price is about 3c lower, while for refrigerator eggs, which are far more plenty and more urgently offered than at the opening of December, 1898, values are only about 1c less now than then. Probably the increased cost of the refrigerator eggs as compared with last year may have some bearing in accounting for this anomaly.

\* \* \*

It seems as though, on the general principle of averages, the egg trade ought to be blessed with some good old-fashioned winter weather before long. Such an event would be worth a heap of money about now. One of the worse features of the warm and unseasonable weather recently prevailing is that it injures the quality of the refrigerator eggs on the way from cold storage to consumer and thus reduces the consumptive demand for eggs in general. No matter how fine a lot of refrigerator eggs may be as it sets in the cold rooms, there is a lack of "holding up" properties after six or eight months of holding and when these are put to the test of marketing in mild weather they are found wanting. Earlier in the season, when the goods are not so old and when dealers carefully choose the channels of outlet for refrigerator eggs, selecting those in which the stock is used up very quickly, there is little difficulty even although the weather be then warmer. But now, when the use of the held eggs is so general that they go into all classes of trade, many of them are a good many days in getting from the cold room to consumers' tables, and with their increased age against them unfavorable weather puts a stamp of unpalatability upon them which is likely to bring eggs into disrepute as a table delicacy. If we had good cold bracing weather this difficulty would be largely overcome and by a selection of the finest grades of refrigerators a dealer could keep his trade going with reasonable satisfaction.

\* \* \*

I asked one of our egg dealers, who has a good class of trade, whether he was having much complaint of tasty eggs. "Well," said he, "up to a short time ago I was using fresh gathered eggs chiefly, but my trade began to kick

on the quality and I turned almost wholly to some fancy refrigerators, in the hope that these would give better satisfaction. Now they are beginning to complain of these and I am likely to be obliged to go back to fresh goods again at any moment if the weather don't change pretty quickly."

\* \* \*

There is such a vast difference in the quality of refrigerator eggs—their fullness, strength and flavor—that the egg trade evidently has much to learn in regard to the selection of stock for storage and the method of managing the refrigerators. Of course, difference in the quality of stock put in—whether it was strong, cool weather production or such as had been weakened by warm weather—accounts for much of the difference in intrinsic value now so noticeable. But even among the April packings (which were undoubtedly the best fitted for long holding) there is a marked difference in the condition when taken out. Some are far more shrunken than others, some are tainted with old flavor or foreign odors; in some these defects are scarcely noticeable at all. If it is possible to carry April eggs to December under the most favorable conditions so that they show little shrinkage and come out sweet and strong, it is possible to do it every time if one knows how. Evidently lots of people don't know how and the sooner they learn the requirements the better. We are inclined to think the bulk of the study in this direction should be done by those who select and pack the goods for storage, but the cold storage managers have much room for experiment and investigation also; there is certainly a great difference in the quality of stock turned out by the various plants now in operation.—New York Produce Review.

### An Impertinent Enquiry.

From the Portland (Me.) Argus.

A certain grocer on the hill has for some days been hunting for the owner of a voice that claimed his attention at the telephone one busy morning. When he finds his man the meeting will furnish material for an interesting item, and the following dialogue explains why:

The Voice—Hello, is that you, Charles?

Grocer—Yes.

The Voice—Well, how are you?

Grocer—First rate.

The Voice—You're looking well.

Grocer—I'm feeling better than I look.

The Voice—That's good; glad to hear it. Have you got any salt fish?

Grocer—Yes.

The Voice—Is it fresh?

Grocer—Yes, came in this morning.

The Voice—Cod or pollock?

Grocer—Got both. Which do you want?

The Voice—Well, I don't know; is the pollock good and dry?

Grocer—Yes.

The Voice—Well, why don't you give it a drink, then?

At this point the grocer brought the colloquy to a sudden termination with a remark that would be out of place in polite society and therefore unfit for publication.

### At the Tick of the Clock.

Every minute, every minute

Has the whole of living in it.

Some one's crying.

Some one's born.

Some one's dying

Old and worn.

Some one's laughing,

Some one's fed.

Some one's chaffing,

Some one's dead.

Some one's hearing

Love confessed.

Some one's jeering

Some one's jest.

Some one's sorry

Some one's glad.

Some one's worry

Drives him mad.

Every minute, every minute

Has the whole of living in it.

## 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 WANT

## POTATOES

Write us what you have to offer.

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.

Grand Rapids, Mich.

Valley City Syrup Co.

## 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.

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.

## GOTHAM GOSSIP.

## News From the Metropolis—Index to the Market.

## Special Correspondence.

New York, Dec. 15—European advices for the past day or so have been of a character not altogether satisfactory to those who have insisted that the recent advance in coffee had come to stay. These advices indicate that the Santos market is on a lower basis and that the general situation is hardly as encouraging as a week ago. The speculative market has shown more activity and holders are seemingly a trifle anxious to dispose of their stocks as soon as practicable. On the spot Rio No. 7 is quotable at 6½c. The demand from the interior shows some improvement, but no special activity is looked for until after the turn of the year, if, indeed, there is much improvement then. In store and afloat the stock aggregates 1,181,139 bags, against 1,112,040 bags at the same time last year. For mild coffees some fairly good orders have been handed in, jobbers and roasters both showing more interest. Good Cucuta is now fairly established above the 10c mark, the close being 10¼c. East India coffees have remained unchanged and firmly held.

The sugar market is quiet—decidedly so. There has been almost no new business and few withdrawals under old contracts. The "street" is more interesting than the actual market. There are many narratives going the rounds as to what will transpire after Jan. 1, but nothing seems to be definite. Stocks of the trust have fallen to such a low ebb that fortunes have been lost or made. Some soft grades have been shaded a trifle but granulated is unchanged.

Tea brokers and dealers generally are "jes' standin' roun' doin' nothin'." They are selecting Christmas presents and say their services will not be required until after the turn of the year. Prices are firm and the whole situation, statistical and otherwise, seems to favor holders. Black teas are rather "on top" in the market, as now constituted.

Low grades of rice and grades selling above 5½c have been in the most active demand. The market generally is stronger than last week and dealers seem to be taking fairly good supplies—in some cases quite in advance of present wants. Foreign grades are in light supply—that is, of desirable sorts—and are firmly held. Prime to choice domestic is worth 5¾@6½c. Japan, 4½@5c.

The interest in the spice market has been very mild during the week, as dealers seem to have sufficient stock on hand to last until after the holidays and so are resting. Holders, however, profess a good degree of confidence and the outlook is encouraging.

Stocks of molasses are very light, and, with a continued good demand, the market exhibits a good degree of strength. Open kettle has sold within the range of 38@44c and no concession has been made to effect sales. Syrups are firm and held at full values. Prime to fancy sugar, 19@25c.

The canned goods market is quiet. Offerings are light. Prices are unchanged, but quotations are very firmly held. Salmon is becoming very scarce and quotations are firmly held and going higher, seemingly at a steady rate. Reports from Baltimore indicate that the pack there will be of tomatoes only about one-sixth of last year, when it reached 6,000,000 cases.

Oranges have been meeting with pretty fair call, especially for the better grades for festival purposes. The weather until to-day has been favorable for shipping and no undue accumulation is here. Lemons have apparently declined 25@50c per box at auction. Bananas are moving in only the ordinary manner.

Dried fruits are selling freely at the moment—that is, for fancy fruit, dates being especially scarce and high. Evaporated apples, fancy stock, are also selling with more freedom.

Fancy creamery butter is worth 26@27c. The market is in good condition, and yet hardly as satisfactory as might be hoped for. Thirds to firsts, 23@27c; imitation creamery, 18@22c, with extra

grades out of the market; Western factory, 16@18c.

The egg market is steady, with good call for fresh stock. Prime Western which will bear the test will fetch 23½@24c; good to prime, 20@23c.

## How an Illinois Woman Secured a Competence.

From the St. Louis Globe-Democrat.

Mrs. Grace A. Wilson, of Collinsville, Ill., who was married recently at the Planters' Hotel to Capt. Henry, of Indianapolis, is a most remarkable woman, judging by the statements of her friends in this city. She is, perhaps, the only woman in this part of the United States who has originated the plans for a new railroad, secured the options on the right of way and made all the arrangements whereby the road may be built at any time. In addition to this, she owns a large coal field, which this railroad will put in touch with the market, owns and operates a bell foundry and has charge of large real estate interests.

The wisdom which Mrs. Henry has shown in her conduct of business is, perhaps, the result of self-reliance which was developed very early in life. She is a St. Louis girl, her maiden name being Grace A. Logan. Her father was a well-known insurance man, who died nearly a quarter of a century ago, when she was 15 years of age. The daughter soon afterward married the late O. B. Wilson, a prominent business man of Collinsville, Ill. He spent a great deal of time in this city. Two daughters were born to Mr. and Mrs. Wilson, both being now grown.

Mrs. Henry's business career dates from the time when her first husband became a confirmed invalid, about six years ago. He was the owner of a bell foundry in Collinsville. The business was an exacting one and, although it was established, the care which devolved upon the wife of the invalid was one which many a man of mature business judgment would have assumed with some doubts. From the first the then Mrs. Wilson met with success and the business of the factory grew under her management. Four years ago Mr. Wilson died.

Her two years' experience stood Mrs. Wilson in good stead. She invested surplus capital in real estate at Collinsville. Then she learned of the coal fields near Madison and she put her money into them, until she controlled as much of the coal land as any of the capitalists in that district. The result is that at the present day she owns a large part of the Madison coal fields.

Mrs. Wilson thought that she ought to have better transportation facilities. Then she did a most remarkable thing: She projected a railroad to connect with the Illinois Central at Collinsville. More than that, she incorporated the company, securing outside capital. The name of the newly-incorporated company in the charter was given as the St. Louis & Eastern. Then she went to work to secure a right of way. This is usually considered one of the hardest propositions in railroad building, but she did not hesitate. She personally laid out the route which she wanted the road to take. The whole length of the road, as she projected it, is about seventy-five miles.

To secure the options she undertook to visit the owners of the land for about one-third of the entire distance. It took time and perseverance. She succeeded and held to the options. Then she did another remarkable thing: She announced that she did not care to go any further with the road, but if any capitalists wanted to syndicate and buy her out, they might do so. She named her price, and got it. What that price is none of her friends claim to know, although it is said that she mentioned the fact one day that she had not made quite as much out of it as she ought to have done.

Since she sold out the road, which was not so very long ago, she has attended to her bell foundry. She still owns the coal mines at the end of the proposed road, besides her real estate interests in Collinsville.

## 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.

## 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.

WORLD'S BEST

**S.C.W.**

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

## A Daily Problem Solved

It's discouraging work to fill the lunch bag day after day. It's uninviting to open the lunch bag and find the eternal bread, bread, bread. Bread is good, but it's monotonous—it lacks novelty. Break the monotony with the new delicacy—

## Uneeda Biscuit

Nutritious—healthful—satisfying. Uneeda Biscuit are sold only in a new and novel 5 cent package which keeps them air tight and moisture proof. Never sold in bulk. Ask your grocer about Uneeda Biscuit.



## 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.

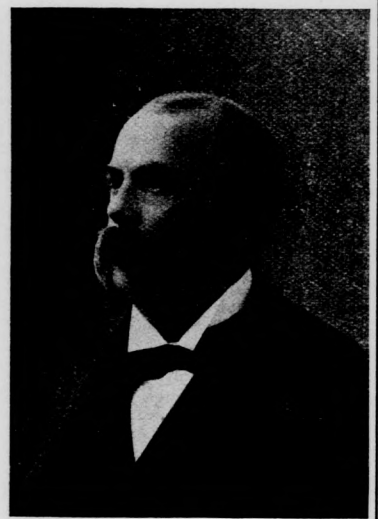
**Michigan Commercial Travelers' Mutual Accident Association**  
President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

### PALMER FOR PRESIDENT.

**Nomination of the Veteran St. Johns Traveler.**

In selecting officers for the Michigan Knights of the Grip, we can not be too careful. Especially is it necessary that we make no mistake in the office of President. We are fortunate that in our Association we have hundreds of capable men who would lend dignity to the position.

While talking with a few influential members the other day, in regard to who would make a good President and who was really entitled to that high honor, a gentleman's name was mentioned, and I am sure he will receive the endorsement of every member of the



Knights of the Grip who is personally acquainted with him. He is not seeking the position and, should he be elected, it will be that the position has sought the man.

For the office of President we require a man who is a clean man, of executive ability, who will command the respect of the entire membership—one who is cool-headed and whose integrity is unquestioned. The gentleman in question is a man with all the above qualifications. He has served a great many years on the road, representing only one firm in all the years that he has traveled. He has served very faithfully for four years on the Board of Directors and has been very diligent in working for the best interests of the Association. Having thus served on the Board, he is fully aware of the requirements of the position. He has hosts of friends among the boys on the road and not one can point to an act unbecoming a gentleman. He is very modest, having never asked for any position in the Association. He has always considered the interests of the Association above his own.

Brother travelers, when we assemble in convention, Dec. 26 and 27, let us do honor to our esteemed brother by making him our President for the ensuing year, as a reward of merit for his efficient service in our Association. Our brother, B. D. Palmer, of St. Johns, has no post to endorse his candidacy, but I fully believe when his name is mentioned in the convention he will receive the unanimous endorsement of the entire State organization, and we could not make a better choice.

**Knight of the Grip.**

### Gripsack Brigade.

John A. Keith, who has been connected with the Worden Grocer Co. in a clerical capacity for the past two years, has been assigned to road duty, taking a portion of the territory formerly covered by M. M. Mallory.

Menominee Herald: Frank G. Horton, the bustling traveling salesman of Escanaba, is in the city. Mr. Horton has secured a position as salesman for the Steele-Weddes Co., wholesale grocers of Chicago, at a good salary. Mr. Horton is one of the best salesmen in the Northwest and his many friends in this city are gratified at his success.

L'Anse correspondence Marquette Journal: Will R. Smith, the general salesman for Hibbard, Spencer & Bartlett, of Chicago, made his farewell call on patrons here this week. Mr. Smith will be one of the firm of the Oliver Hardware Co., of Escanaba, after January 1. His many friends in this territory wish him success in his new venture.

Owing to the retirement from trade of the Frank B. Taylor Co., of Jackson, J. B. Heydlauff, who has represented that house in Michigan for the past twelve years, has secured a position with Burley & Tyrrell, of Chicago. Mr. Heydlauff is fortunate in obtaining the line of so reputable a house and both parties are to be congratulated on the arrangement.

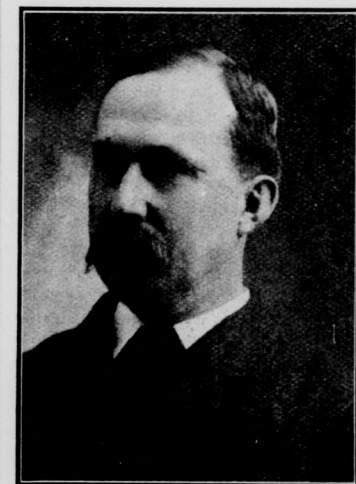
Wm. H. Canfield, who is in charge of Spring & Company's silk department, terminates his relations with that house Dec. 31 to accept a more lucrative position as traveling representative for Strong, Lee & Co., of Detroit. Mr. Canfield was formerly identified with a leading dry goods establishment in Portland, since which time he has been connected with Corl, Knott & Co. as house salesman and the Singer Hook & Eye Co. as traveling representative. His varied experience in the different branches of the dry goods trade has enabled him to acquire a knowledge of details which will serve him to good advantage in his new position.

The Michigan Commercial Travelers' Association has suffered a heavy death loss this year, ten members having gone beyond, as follows: Geo. E. Stevenson, S. L. Champlain, R. Arthur Stone, Chas. Warshauer, G. D. Russell, Ed. Burk, Geo. R. Mayhew, Carl Rudow, Chas. A. Uhl and A. L. Braisted. This is the heaviest death loss sustained by the organization since the severe grip epidemic prevailed several years ago, at which time there were eleven deaths. On account of the large number of death claims having to be met, the reserve fund of the Association has been drawn on to the amount of \$5,000, which still leaves a balance of \$12,000 on hand. The total membership of the Association is now 520 members. A peculiarity of the situation this year is that four members died in January, while there have been no deaths since August. The organization is in excellent shape, financially and otherwise.

### FOURTH IN THE FIELD.

**A. W. Stitt a Candidate for State Secretary.**

We present with pleasure the candidacy of A. W. Stitt, of Post B, Jackson, for the office of Secretary of the Michigan Knights of the Grip. This is one of the rare cases where the office has most emphatically sought the man rather than the man seeking the office, as Mr. Stitt consented to make the race only after being not only importuned by members of his own Post, but also receiving the most flattering and unbounded assurance from influential members of other posts that he was their first choice. He will go to the annual meeting at Bay City with the hearty and unanimous endorsement of his Jackson brothers, and, if elected, his cool, steady



brain and tireless activity will be a strong factor in keeping the Michigan Knights of the Grip in their old-time honorable place.

Mr. Stitt is so well known among the fraternity and, in fact, throughout the State, as the genial advance agent of the soap "that made Jackson famous" that a word in this case to the wise will be sufficient. Loyal to his employers, to his family, to his fraternity, and, better than all, to himself—in the higher and better sense—he is a safe man to entrust with the helm. Forty-one years of life's rough and tumble have not soured his disposition, nor dimmed any of his faculties, but have educated him to meet circumstances and conditions with a will to surmount and succeed. We predict for him, if elected, an honorable career in the office, and a finish of which his friends will be proud. F. L. Day.

### Approves the Candidacy of Mr. Schram.

Detroit, Dec. 10—Detroit members of the Knights of the Grip are greatly pleased that the candidacy of John W. Schram for State Secretary is meeting with so much favor all over the State.

That Mr. Schram is one of the most enthusiastic Knights of the Grip goes without saying with all who know him. We confidently believe that at the annual meeting nothing better could be done to re-awaken an interest in the organization in this part of the State than his election to the office he seeks. There is no question as to his ability, integrity and push. The writer has seen a numerous signed petition requesting "Honest John" to stand as a candidate for the office. This petition was started and the signatures obtained without Mr. Schram's knowledge and before the announcement in the Tradesman of his being a candidate. It was the intention to send it to the Tradesman for publication, but your announcement came one week too soon for that. Post C is practically unanimous in supporting Mr. Schram for the position, without refer-

ence to the fact of his hailing from Detroit, as they recognize his fitness for the place and that his work and zeal for the organization in a measure entitle him to it, if by an open, straightforward canvass he can obtain it.

The other candidates—good men, no doubt—can rest assured that John W. Schram's campaign will be clean and free from the criticism of his competitors, and let the outcome be what it may, he will be a true and loyal Knight of the Grip still—no sore spots; no declarations that he will leave the organization; all assessments will be paid as promptly and cheerfully as ever; in short, he will be a true and loyal Knight. Member.

### Commends His Candidacy as Secretary.

Detroit, Dec. 18—The following signed request has been sent to John W. Schram, Detroit's candidate for Secretary of the Michigan Knights of the Grip:

We, the undersigned members of the Michigan Knights of the Grip, recognize your great interest in, and earnest work for, the Michigan Knights of the Grip for several years past and, believing the time has arrived when a substantial recognition by the membership at large will be freely made, do unite in urgently requesting you to permit your name to be presented for the office of State Secretary at the forthcoming annual meeting and do pledge you our hearty support.

G. S. Valmore, E. R. Hill, Ed. Schaffer, E. C. Stone, C. F. Greenizan, R. A. Hall, Chas. W. Allen, J. L. Frankenstein, C. F. Warren, F. J. Moritier, E. A. Marks, Wm. H. Smith, W. H. Baier, W. E. Rosengarten, H. Y. Kenyon, A. M. Watson, L. D. Hubbard, John E. Hull, J. F. Dickey.

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

There is a Santa Claus in the constitution of every small boy.

If your line of  
WINTER CAPS  
is broken

and you want to sort up  
send your orders to

**G. H. GATES & CO.**

the bran new

**Wholesale Hat and Cap House  
OF DETROIT**

We have all the NEW and  
NOBBY SHAPES  
as well as STAPLES

You take no chances. We  
guarantee to please  
as to quality and price.

**G. H. Gates & Co.**

143 Jefferson Ave.,  
Detroit, Mich.



## Drugs--Chemicals

### Michigan State Board of Pharmacy

A. C. SCHUMACHER, Ann Arbor	Term expires 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.

### HIS CHRISTMAS PRESENTS.

#### The Story the Druggist Told One Christmas Eve.

Written for the Tradesman.

The druggist cast aside the evening paper with a gesture of impatience and hitched his chair nearer to the glowing heater, for it was the night before Christmas and the snow was deep in the streets outside and the wind blew fiercely, with much clamor at swinging signs and windows and doors.

"Nothing but Christmas in the papers to-night," he said, with a sullen look on his face. "I haven't a particle of patience with such tommy-rot. You are not going, are you?"

No, I was not going, merely seeking a cozier place by the fire and a fresh cigar from my "grip," for I was a good hundred miles from home, and I dreaded the cold room at the hotel, with its bed like a cold bath, and the youngsters with their tin horns sent nervous chills down my back as they paraded the pavements. I wonder why noise always forms the principal ingredient of all juvenile celebrations.

"It is the correct thing," I said, "to bow down before Christmas, make and receive presents, cultivate tom-and-jerry, go broke and have a monkey-and-parrot time generally. 'Are you fit?' as Mulvaney would say?"

"I am not 'fit,'" was the reply. "I haven't given or received a Christmas present—as a present—if I except cigars and such like from my masculine friends—for twenty years, and I'm none the worse for my total abstinence in this regard. I give Christmas gifts to those who need them and not to those who can return the favor."

My friend mused a moment, with his eyes fixed on the fire, and I sat there waiting for the story that I knew was sure to come.

"Have I ever told you about that Christmas twenty years ago?" he finally asked. "No? Well, it was a corker! I don't want any more like it, I can tell you. Look here, and here."

He pointed to a long scar stretching across the inside of all four fingers of his right hand and to one of a similar character on his throat as he spoke.

"Brutal heart and desperate hand to bestow such Christmas gifts," I suggested.

"You are wrong," was the reply.

"In those days I was a sentimental young clerk, learning the drug business in this very store and sleeping, like Oliver Twist, under the counter in the back room. Wow! but it used to be dark and cold in there and the air was full of varnish and oil and glorified in a thousand mixed perfumes from the drugs and things handled and stored there. I can smell the disreputable place now, although the building was remodeled a dozen years ago.

"One Christmas eve when I was alone in the store a young woman came in and asked for morphine enough to kill a man twice over. I didn't like to let her have it, but she told me a plausible story about a morphine-eating father and a sick mother who wouldn't get any rest that night unless the morphine was forthcoming, and she was pretty, and I knew that she'd get it somewhere else if I didn't sell it to her, and so I sold it.

"Well, as she received the package, clutching it to the bosom of her faded dress with two slim and trembling hands, a complete change came to her hitherto coaxing face. I can't now describe her as she stood there before me looking like a tigress, but I can perhaps explain to you the impression her face made upon me. The girl was young, certainly not older than seventeen, but with that look on her face she seemed to me to be a person who had been frightened and hunted and tortured in many ways to the very verge of insanity.

"There seemed to lurk in her eyes a set purpose, a resolve which comes to the hopeless when the utmost limit of human endurance has been reached. Yes, sir, it seemed to me that suicide was written in every line of her white face, in the nervous motion of the slim hands holding on to the precious parcel, in the depths of her frightened eyes.

"Of course, this expression of desperation did not long remain on the handsome face of my customer, but quite long enough to give me a good scare, I can tell you. I understood that the girl meant to kill herself with the poison she had just bought of me, the poison which I should not have sold her. The package had our label on it and the purchase of the drug would be traced to our store—to me. I never was more scared in my life, for druggists detest the notoriety that comes with improperly used medicines, and besides, I did not know but I had violated the law in making the sale.

"My first thought was to take the poison from her by force, but a little reflection convinced me that such a course would create a scene in the store and probably prove barren of desired results, or some misguided man would probably rush to her rescue and escort her bravely away, poison and all. Then I thought of the police. Why not follow her when she took her departure and state my case to the first policeman we met? This method of procedure would at least relieve me of all responsibility and was at once decided upon.

"I think she must have seen something in my manner that she did not like, for all I know she read my thoughts like a printed page, for presently she bolted for the door like a steam engine. I grabbed my hat and lost no time in following her, but by the time I had locked the store door she was some distance down the street. It was a cold night and the Christmas shoppers had nearly all gone home, so we met few people as we rushed along like a couple of insane persons. Of course, we did not meet a policeman. Who ever does when one is wanted?

"She ran and walked alternately. She turned down narrow alleys and doubled on her track until I thought I should have to give up the chase and leave her to her destruction. If I had been older and not so fearful of a pretty girl, I should have explained the situation of affairs to her, invited her to commit suicide at some other fellow's risk, escorted her to the nearest station house and gone home about my busi-

ness; but I was young and not hardened to the world, and so I followed her through the streets, shivering without my overcoat and pretending that I was not following her at all. At last, seemingly worn out and half frozen, she darted into a narrow stairway in a side street, not far from the river, and disappeared from my sight.

"I stopped and looked at the building a moment before entering and was not wholly pleased with its general appearance. It looked old and dilapidated and I remembered that it had a very bad reputation. Murders had been committed there, rumor had it, and the present occupants of the place were generally well known in police circles. A more prudent youth would have thought twice before venturing into such a place at 12 o'clock at night.

"But in I rushed, of course, filled with the superficial bravery of what I deemed a noble cause and ignoring all the common sense suggestions which came to me. Wasn't I going to rescue a young and beautiful girl from death? And wasn't I by doing so about to protect both my employer and myself? Well, you know what a lot of rot will get into a young head on certain occasions.

"Halfway up the narrow wooden stairs, which were broken and loaded with snow and sweepings, I heard a piteous cry and up I went faster than ever. Oh, of course, I was the champion fool of the year, but you see I was scared at what I had done, and a little spice of adventure seemed not so bad to a hot-headed young fellow who had seen very little of the world. At the present time I would make my way out of such a place with more speed than dignity, I can tell you.

"When I got to the top of the stairs I found a door open and the light of a smoky lamp streaming out into the hallway. It was a miserable, poverty-stricken room, the room where the lamp was standing, and there was no one in it. I don't know why I didn't go after a policeman even then, or go home and take my chances on the stuff I had sold being used for suicidal purposes. I guess I didn't think of either expedient. I was there to find that girl and get the poison away from her, or at least warn those interested in her of her desperate intentions, and into the room I bounded.

"There were no signs there of a maiden in distress. There were two doors opening from the room, and from one of them, which was slightly ajar, came the low murmur of a woman's voice. She was praying, I think, although the words were blurred with sobs and piteous cries for strength.

"My approach must have been heard beyond the door, for in a moment it was thrown open and an old, old woman stood framed in the casing. She was thinly clad, although it was a bitter night, and there was no indication of fire anywhere about the place, and her wrinkled face was white and drawn from excitement or grief.

"If you are the doctor," she said, "you have come to late."

"She led me to the door and pointed to a distant corner of the room. I hope to God I may never see the like of what I then saw dimly in the twilight of that wretched place. The girl I had followed from the store lay there dead, her throat cut from ear to ear. It was a horrible sight, with the blood running over the carpetless floor in little streams. Even the hand and arm of the woman which pointed the way to the dismal sight were

dripping with blood, probably from some endearing contact with the dead body. 'Time and again she brought poison here,' faltered the old woman, 'when she should have bought bread with the money, and time and again I took it from her, not with violence, but with tender words and loving touches, for she was my child and I loved her. I never knew until now about the knife she had hidden. God help me. She was all I had.'

"See," continued the old woman in a moment, opening the door to a small but fairly comfortably furnished room, 'this is the place I fixed for her. I am old and feeble, but I earned it all with these tired hands that she might be happy in her new home. And she came here but a month ago fresh and blooming from the country where she had lived for years, and now— And the God men talk of looked down and knew how it would be, knew all the uselessness of the task I had set myself to accomplish!'

"I tried to speak some words of comfort, but what could I say? How could words bring cheer to that wretched home of death and want?

"The woman threw herself into a chair, covered her face with her hands and swayed to and fro in the intensity of her grief.

"Christmas eve," she muttered. 'See what it has brought to me. What did the Master say of the poor and the feeble and the old? I have begged on my knees in this city of charity and churches, and this is the result. Ah, but organized charity is cold. Look about you. Must we all come to this when we are no longer strong and must other innocent lives go out like that? She was willing to work, but she did not understand the ways of the town. Oh, the tired feet. They will walk the streets no more in quest of food. My poor sparrow has fallen. I presume God knows. Oh, you mustn't tell me that this is the end. He will let her try again where hearts are not so selfish and so cruel. I starved that she might have food, and it has come to this. A city of churches and charity, but the fangs of the wolf shine through the mantle of benevolence. Did you hear that? It must be her footstep on the stairs. Perhaps she has had better fortune to-day. Wait until she comes in. You will like her bright face, although it is not so bright as it used to be. That is not Lucy lying there. Come in, child. It is cold out there.'

"With a motion that was too quick for me in my dazed condition of mind, the woman sprang forward and seized the knife with which the girl had taken her life. Before I could take it from her I received the wounds the scar of which I showed you a moment ago."

"Insane?" I asked.

"Driven mad by want and grief," was the reply. "I did what I could to secure a decent burial for the dead girl and saw the mother located in an asylum, but the help came too late. When Christmas comes my scars tell me where to place my presents. Do you wonder at it?"

"I don't wonder," I said, "but I do not like your story for all that. Indiscriminate charity is—"

"Not right," broke in the druggist, with a smile. "Yes, that is what the paid directors and secretaries proclaim day in and day out, but I don't know. I would help a dozen undeserving ones rather than that one poor child or one feeble old woman should remain unprovided for. I agree with the mother that organized charity is cold. Come, it is getting late."

And for the life of me I could not say whether I agreed with him and the moral of his story or not.

Alfred B. Tozer.



## Advanced— Declined—

# Drugs

We are Importers and Jobbers  
of Drugs, Chemicals and Patent  
Medicines.

We are dealers in Paints, Oils  
and Varnishes.

We have a full line of Staple  
Druggists' Sundries.

We are the sole proprietors of Weatherly's Michigan Catarrh Remedy.

We always have in stock a full line of Whiskies, Brandies, Gins, Wines and Rums for medicinal purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day we receive them.  
Send a trial order.

# Hazeltine & Perkins Drug Co.

## Grand Rapids, Michigan



# 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	55	6 00
Diamond	60	7 00
Frazer's	50	4 25
IXL Golden, tin boxes	75	9 00



Mica, tin boxes	75	9 00
Paragon	55	6 00

## BAKING POWDER

Absolute	45
1 lb. cans doz.	85
1 lb. cans doz.	1 50

Aeme	45
1 lb. cans 3 doz.	75
1 lb. cans 1 doz.	1 00
Bulk	10

Aretic	85
1 lb. cans per doz.	75
1 lb. cans per doz.	1 20
1 lb. cans per doz.	2 00

El Purity	75
1 lb. cans per doz.	1 20
1 lb. cans per doz.	2 00

Home	85
1 lb. cans, 4 doz. case.	35
1 lb. cans, 4 doz. case.	55
1 lb. cans, 2 doz. case.	90

Jersey Cream	2 00
1 lb. cans, per doz.	2 00
9 oz. cans, per doz.	1 25
6 oz. cans, per doz.	85

Leader	85
1 lb. cans	45
1 lb. cans	75
1 lb. cans	1 50

Peerless	85
1 lb. cans	45
1 lb. cans	75
1 lb. cans	1 50

Queen Flake	2 70
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	70
American	80
English	80

BLUING	70
American	80
English	80

CONDENSED PEARL BLUING	40
Small 3 doz.	40
Large, 2 doz.	75

BROOMS	2 75
No. 1 Carpet	2 50
No. 2 Carpet	2 50
No. 3 Carpet	2 25
No. 4 Carpet	1 85
Parlor Gem	2 75
Common Whisk	95
String	1 20
Warehouse	3 15

CANDLES	9 1/2
Electric Light, 88	10 1/2
Electric Light, 168	10 1/2
Paraffine, 68	11 1/2
Paraffine, 128	12 1/2
Wickling	20

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

Beans	75@1 30
Baked	75@ 85
Red Kidney	85
String	80
Wax	85

Blackberries	75
Standards	75
Blueberries	85
Standard	85
Cherries	85
Red Standards	85
White	1 15

Corn	75
Fair	85
Good	85
Fancy	95

## Hominy

Standard	85
Lobster	1 85
Star, 1 lb.	3 10
Star, 1 lb.	2 25
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	65
Fancy	85

## Raspberries

Standard	90
Salmon	1 35
Red Alaska	95
Pink Alaska	95

## Sardines

Domestic, 1/2s	@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 1/2
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 1/2
Brick	@12
Edam	@7 1/2
Leiden	@17
Limburger	@13
Pineapple	@14
Sap Sago	@17

## CHICORY

Bulk	5
Red	7

## CHOCOLATE

German Sweet	23
Premium	35
Breakfast Cocoa	46

## CIGARS

The Bradley Cigar Co.'s Brands	\$35 00
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	\$55 00
Green Seal	60 00
Green Seal Bouquet	65 00
Green Seal Regalia	65 00
Maceo's Dream	35 00
Dispatch	35 00
No Name	35 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.

Royal Tigers	55@ 80 00
Royal Tigeettes	35
Vincente Portuondo	35@ 70 00
Ruhe Bros. Co.	35@ 70 00
Hilton Co.	35@110 00
T. J. Dunn & Co.	35@110 00
McCoy & Co.	35@ 70 00
The Collins Cigar Co.	10@ 35 00
Brown Bros.	15@ 70 00
Banner Cigar Co.	35@ 90 00
Seidenberg & Co.	10@ 35 00
Fulton Cigar Co.	10@ 35 00
A. B. Ballard & Co.	35@175 00
E. M. Schwarz & Co.	35@110 00
San Telmo	35@ 70 00
Havana Cigar Co.	18@ 35 00
C. Costello & Co.	35@ 70 00
Latona-Fee Co.	35@ 70 00
S. I. Davis & Co.	35@185 00
Hene & Co.	75@ 70 00
Benedict & Co.	75@ 70 00
Hemmeter Cigar Co.	35@ 70 00
G. J. Johnson Cigar Co.	35@ 70 00
Maurice Sanborn	50@175 00
Rock & Co.	65@300 00
Manuel Garcia	80@375 00
Nueva Mundo	85@175 00
Henry Clay	85@550 00
La Carolina	90@200 00

CLOTHES LINES	1 00
Cotton, 40 ft. per doz.	1 20
Cotton, 50 ft. per doz.	1 40
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	20
Roasted	25
Special Combination	25
French Breakfast	25
Lenox	30
Vienna	30
Private Estate	35
Supreme	40
Less 33 1/2 per cent. delivered.	

Fair	9
Good	12
Prime	12
Golden	13
Peaberry	14

Fair	14
Good	15
Prime	16
Peaberry	18

Prime	15
Milled	17
Java	15
Interior	26
Private Growth	30
Mandehling	35

Imitation	22
Arabian	28

Arbuckle	11 00
McLaughlin's XXXX	11 00
retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	

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	40
Boxes, 7 lbs.	40
Cases, 16 boxes	38

Less quantity	2 1/2
Pound packages	3

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

## 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

Sundried	@ 6 1/2
Evaporated, 50 lb. boxes	@ 8 1/2

## California Fruits

Apricots	@15
Nectarines	@10
Peaches	@11
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
40-50 25 lb. boxes	@ 8
30-40 25 lb. boxes	@ 8 1/2

## Raisins

London Layers 2 Crown	1 75
London Layers 3 Crown	2 00
Cluster 4 Crown	2 25
Loose Muscatels 2 Crown	7 1/4
Loose Muscatels 3 Crown	8 1/4
Loose Muscatels 4 Crown	8 1/4
L. M., Seeded, choice	10
L. M., Seeded, fancy	10 1/2

## DRIED FRUITS—Foreign

Leghorn	11
Corsean	12
Patras, cases	140
Cleaned, bulk	6 1/2
Cleaned, packages	7 1/2

## Peel

Citron American 19 lb. bx.	13
Lemon American 10 lb. bx.	10 1/2
Orange American 10 lb. bx.	10 1/2

## Raisins

Sultana 1 Crown	11 00
Sultana 2 Crown	11 00
Sultana 3 Crown	11 00
Sultana 4 Crown	11 00
Sultana 5 Crown	11 00
Sultana 6 Crown	11 00
Sultana package	11 00



<b>Herring</b>	
Holland white hoops, bbl.	6 50
Holland white hoops, keg.	85
Holland white hoop mehs.	95
Norwegian	
Round 100 lbs.	3 60
Round 40 lbs.	1 75
Sealed	15
Bloaters	1 45

<b>Mackerel</b>	
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.	10 50
No. 2 40 lbs.	4 50
No. 2 10 lbs.	1 15
No. 2 8 lbs.	1 00

<b>Trout</b>	
No. 1 100 lbs.	
No. 1 40 lbs.	
No. 1 10 lbs.	
No. 1 8 lbs.	

<b>Whitefish</b>	
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

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

<b>SNUFF</b>	
Scotch, in bladders	37
Maccaboy, in jars	35
French Rappee, in jars	43

<b>SOAP</b>	
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<b>JAXON</b>	
Single box	2 85
5 box lots, delivered	2 80
10 box lots, delivered	2 75

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

<b>Scouring</b>	
Sapallo, kitchen, 3 doz.	2 40
Sapallo, hand, 3 doz.	2 40

<b>SODA</b>	
Boxes	5 1/2
Kegs, English	4 1/2

<b>SPICES</b>	
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<b>Whole Spices</b>	
Allspice	11
Cassia, China in mats	12
Cassia, Batavia, in bund.	25
Cassia, Saigon, broken	38
Cassia, Saigon, in rolls	55
Cloves, Amboyna	15
Cloves, Zanzibar	13
Mace	55
Nutmegs	55
Nutmegs, 105-10	45
Nutmegs, 115-10	40
Pepper, Singapore, black	23
Pepper, Singapore, white	26
Pepper, shot	13

<b>Pure Ground in Bulk</b>	
Allspice	15
Cassia, Batavia	28
Cassia, Saigon	46
Cloves, Zanzibar	16
Ginger, African	18
Ginger, Cochon	15
Ginger, Jamaica	25
Mace	65
Mustard	17
Pepper, Singapore, black	18
Pepper, Singapore, white	25
Pepper, Cayenne	20
Sage	15

<b>STOVE POLISH</b>	
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<b>Enameline</b>	
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<b>WICKING</b>	
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<b>WOODENWARE</b>	
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<b>Baskets</b>	
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<b>Butter Plates</b>	
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<b>Clothes Pins</b>	
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<b>Mop Sticks</b>	
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<b>Mixed</b>	
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<b>Valley City</b>	
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<b>C. C. fancy flavored</b>	
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<b>Syrups</b>	
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<b>Corn</b>	
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<b>Pure Cane</b>	
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<b>Fair</b>	
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<b>Good</b>	
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<b>Choice</b>	
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<b>Y. C. Syrup Co.'s Brands.</b>	
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<b>Valley City</b>	
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<b>C. C. fancy flavored</b>	
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Kingsford's Corn Starch

Kingsford's Silver Gloss

Diamond

Common Corn

Common Gloss

1-lb. packages

3-lb. packages

6-lb. packages

40 and 50-lb. boxes

Barrels

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

Cut Leaf

Crushed

Cubes

 Powdered || Coarse Powdered |  |
XXXX Powdered	
Standard Granulated	
Fine Granulated	
Coarse Granulated	
Extra Fine Granulated	
Conf. Granulated	
2 lb. cartons Fine Gran.	
2 lb. bags Fine Gran.	
5 lb. cartons Fine Gran.	
5 lb. bags Fine Gran.	
Mould A	
Diamond A	
Confectioner's A	
No. 1, Columbia A	
No. 2, Windsor A	
No. 3, Ridgewood A	
No. 4, Phoenix	
No. 5, Empire A	
No. 6	
No. 7	
No. 8	
No. 9	
No. 10	
No. 11	
No. 12	
No. 13	
No. 14	
No. 15	
No. 16	

TABLE SAUCES

LEA & PERRINS' SAUCE

The Original and Genuine

Worcestershire.

Lea & Perrin's, large

Lea & Perrin's, small

Halfpint, large

Halfpint, small

Salad Dressing, large

Salad Dressing, small

VINEGAR

Malt White Wine, 40 grain

Malt White Wine, 80 grain

Pure Cider, Red Star

Pure Cider, Robinson

Pure Cider, Silver

Kirk's Eos

Wisdom

Roseline

Nine O'clock

Babbitt's 1776

Gold Dust

Johnson's

Swift's

Pearline, 72 8 oz.

Pearline, 36 16 oz.

Snow Boy

Liberty

No. 0, per gross

No. 1, per gross

No. 2, per gross

No. 3, per gross

<b>Pails</b>	
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

<b>Tubs</b>	
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

<b>Wash Boards</b>	
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

<b>Wood Bowls</b>	
11 in. Butter	75
13 in. Butter	1 00
15 in. Butter	1 60
17 in. Butter	2 00
19 in. Butter	2 50

<b>YEAST CAKE</b>	
Yeast Foam, 1 1/2 doz.	50
Yeast Cream, 3 doz.	1 00
Pillsbury's Best, 1/2 doz.	1 00
Magie Yeast, 3 doz.	1 00
Sunlight Yeast, 3 doz.	1 00
Warner's Safe, 3 doz.	1 00

## Provisions

<b>Barreled Pork</b>	
Mess	@ 9 75
Back	@ 11 50
Clear back	@ 11 25
Short cut	@ 10 75
Pig	@ 15 00
Bean	@ 9 25
Family	@ 12 00

<b>Dry Salt Meats</b>	
Bellies	6 1/2
Briskets	6 1/4
Extra shorts	5 1/2

<b>Smoked Meats</b>	
Hams, 12 lb. average	@ 10
Hams, 14 lb. average	@ 9 1/2
Hams, 16 lb. average	@ 9 1/4
Hams, 20 lb. average	@ 8 1/2
Ham dried beef	@ 14
Shoulders (N. Y. cut)	@ 7
Good, clear	7 1/2 @ 8 1/2
California	@ 7
Boneless hams	@ 9
Cooked ham	10 @

<b>Lards-In Tierces</b>	
Compound	5 1/2
Kettle	6 1/2
55 lb. Tubs, advance	3 1/2
50 lb. Tubs, advance	3 1/4
50 lb. Tins, advance	3 1/4
20 lb. Pails, advance	3 1/4
10 lb. Pails, advance	3 1/4
5 lb. Pails, advance	3 1/4
3 lb. Pails, advance	3 1/4

<b>Sausages</b>	
Bologna	5 1/2
Liver	6
Frankfort	7 1/2
Pork	7 1/2
Blood	6 1/2
Tongue	9
Headcheese	6

<b>Beef</b>	
Extra Mess	10 00
Boneless	11 75
Rump	11 50

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

<b>Tripe</b>	
Kits, 15 lbs.	70
1/4 bbls., 40 lbs.	1 25
1/2 bbls., 80 lbs.	2 25

<b>Casings</b>	
Pork	20
Beef rounds	3
Beef middles	10
Sheep	60

<b>Butterine</b>	
Rolls, dairy	13 1/2
Solid, dairy	13
Rolls, creamery	18 1/2
Solid, creamery	18 1/2

<b>Canned Meats</b>	
Corned beef, 2 lb.	2 35
Corned beef, 14 lb.	16 00
Roast beef, 2 lb.	2 25
Potted ham, 1/4s	50
Potted ham, 1/2s	90
Deviled ham, 1/4s	50
Deviled ham, 1/2s	90
Potted tongue, 1/4s	50
Potted tongue, 1/2s	90

<b>Oils</b>	
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<b>Barrels</b>	
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<b>Eocene</b>	
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<b>Perfection</b>	
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<b>XXX W. W. Mich. Hdt</b>	
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<b>W. W. Michigan</b>	
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<b>Diamond White</b>	
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<b>D. S. Gas</b>	
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<b>Phosphata</b>	
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<b>Cylinder</b>	
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<b>Engine</b>	
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<b>Black, winter</b>	
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## Grains and Feedstuffs

<b>Wheat</b>	
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<b>Winter Wheat Flour</b>	
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<b>Local Brands</b>	
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<b>Patents</b>	
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<b>Second Patent</b>	
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<b>Straight</b>	
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<b>Clear</b>	
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<b>Graham</b>	
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<b>Buckwheat</b>	
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<b>Rye</b>	
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<b>Subject to usual cash dis-</b>	
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**STORE LEAKS.****Internal Hemorrhage the Cause of Many Business Deaths.**

Written for the Tradesman.

What fearful significance have the words "internal hemorrhage," when applied to humanity. Once spoken by a reputable physician of a patient his doom is sealed. Nothing can compromise, nothing alleviate, nothing save from final dissolution one who has suffered from accident sufficient to cause an internal bleeding or wasting away of the vital forces which make the man.

It was my lot at one time to see a young boy, who, in catching a ride on moving freight cars, was caught between two as they were passing a switch. Just climbing over one corner, he was rolled half around, then dropped to the ground. Not a scar appeared anywhere. No bones were broken, no scratch was visible, yet the boy was doomed as the pressure had caused internal hemorrhage of the lungs from the results of which no medical skill could save him, so in a few hours he passed over to the Great Unknown, adding one more to the "vast majority."

Parallel with this is another case, where a retail merchant, apparently on the road to success, fails. To all appearances he is free and above board, well-to-do and, so far as outward signs show, prosperous; when all at once, with a suddenness that stuns his most intimate friends and shocks his business associates, the sheriff takes possession of his stock on behalf of his creditors. The verdict probably was, "He was trying to ride two trains at the same time, over purchases drawn by the engine 'Hard Times' and incautious credits pushed by the engine 'Slack Collections,' when he was caught and crushed between the two." But what the real cause was will never be more clearly expressed than when we apply the words, "internal hemorrhage." And what does this signify other than leakages on the inside invisible to and unknown by the world at large, and what are these leaks other than a similitude to the actual thing? They may be one thing or may be another, or a combination of several, yet the results are the same.

In the first place, this internal leak may have been too high living on the part of the proprietor. It may have been wasteful handling of the small things whereby the pennies slid out faster than they were pushed into the business. It may have been caused through outside investments of time, talents or funds. It may have been only through lack of strict attention to the details of business. Again, it may have been through the dishonesty of employees, or any one of the hundreds of things that may be classed as internal hemorrhages, or a combination of many of the same. But, no matter what the cause, ruin is sure to follow when these leaks begin, because a leak will always wear away the edges and find a larger exit as time goes on until the condition arises where the danger line is passed, relief impossible and final dissolution certain. Any one of these conditions—all of them—can be guarded against if they are taken in time and treated rightly. If personal extravagance be the internal leak then it only remains for the man to gauge his ability to furnish expense money by the earning capacity of his business and always to live within his means. If slow collections can be set down as the real cause, so that the store funds go out faster than they come in, a careful revision of the credit department will

obviate this difficulty. If the small daily wastes of insignificant things be the cause only an iron hand, backed by a watchful will, can shut off this leak, which always seems to increase in geometrical ratio as time advances, but when it gets too large doom is its sure sentence. In case the store funds are turned from their legitimate channel—the purchase of new supplies for the business—into outside investments applicable to time, talents and means, then it requires a strong mind to say, "Thus far and no farther," and the remedy must be applied before the surgeon says, "We can not reach and check the internal hemorrhage," or else nothing can save to the man his business. If this is chargeable to lack of interest, trusting the details of business in hands not competent to perform the tasks, then must a complete change be made and those matters of minor importance given their due consideration. This can be done before the disease reaches the acute stage, after which it is impossible to check the evil.

Dishonesty among employees is but another phase of internal hemorrhage, which, if allowed to get beyond control, will bring disaster to the most alert along other lines, but, taken in hand in season, can be checked more easily perhaps than any other source of leaks in a business. And why? Because there is less danger of this being the cause leading to failure as very few, if any, plan the first offense, hence a proper safeguard in the beginning will save all future trouble. Our belief is strengthened by observation that a large, very large, part of our American salesforce are above suspicion, even with the many temptations thrown at them for petty pilferings by lack of a system in business houses by which time, goods and money are all accounted for. It is needless to mention these temptations, but he who places the strong one of money before an inexperienced boy or girl is equally blamable with them when they yield to the allurements of easily obtained merchandise or wealth of other description.

If the leak is chargeable to injudicious purchases then a leak occurs, for the goods sold will not pay a handling profit, and this leak is bound to keep on enlarging, as this error seems to grow on one who resorts too hastily to a cut price to dispose of hard sellers.

Again I say, any one of these, and many other single causes, may lead to failure; but bad companions usually go together, and so one cause is seldom singly responsible for a fatal case of internal hemorrhage as applied to business, generally several quickly following the first until the combination breaks down even a business of fine outward appearances and its final end is a surprise even to those who habitually look on the dark side of things. Many a failure has taken place where to all appearances a prosperous business was being done—lots of good customers, bustling activity everywhere, money coming in and goods going out freely—and yet at some internal point bleeding had been going on for days, weeks, months, perhaps years. No outward mark was visible, the skin remained intact, the bones and sinews were able to perform the functions for which Nature planned them, yet when once the life-blood had been diverted from its proper channel death must result.

If the boy referred to in the opening had been where he ought to have been, at home, nothing would have happened

**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****Air Tight Stoves**

Write  
for  
Price  
List.

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

**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.



to him. If he had been just one step lower the car corners would have met above him and passed harmlessly by. If he had been one step higher he had been safely above the danger line; but—he was where he was and, being there, received his death wound, although Fate was kind in not marking him with a visible blow. If the merchant had never spent on self more than his business warranted no leak could have started here. Had his credits been guardedly given and collections properly attended to this would not have been charged as a reason for failure. If the small items of waste had never been allowed to creep into the business they could not have become sources of loss. If all the man's time, means and talents had been devoted to the specific business engaged in no one could have said of him, "He divided his forces and thus did nothing well." Had he attended to the details of business personally, or known they were in hands fully competent to have them in charge, no danger had arisen from this source. Had his employees always been strictly honest with the goods, time and money in their hands no loss to his business could have resulted from this cause. In fact, we might bring up a supposable case to excuse almost any occurrence in the business world; but this will not bring back life. Things are as we find them, not as we might wish them to be, therefore must we deal with matters as they present themselves; and if we suspect in our business any thing verging towards "internal hemorrhage" it is time for prompt action on our part, as only through immediate attention to these small (at the beginning) leaks can the fatal phase of the disease be checked.

L. A. Ely.

#### How to Spoil a Knife.

From Hardware and Metal.

"There's a knife I bought in your store a while ago, and the blades have given out," said a countryman in a large hardware store. "What is the matter with it?" asked the clerk, and the customer proceeded to relate how "temper" had left the blades. He said he used his knife chiefly to cut plug tobacco and apples, and the confession led to a discussion of knives in general, during which the countryman was given the information that the acid in apples and plug tobacco would draw the "temper" out of the best knife ever made. "Very few people understand that fact," said the salesman "but it is a fact just the same. A knife that is used to cut apples and tobacco will give out a great deal sooner than it would had it been used on the hardest wood. A great many people sharpen pencils with a knife, and then kick when the blade becomes dull or nicks. The reason is that the lead is gritty, and when it shows its effect on the blade the complaint is made that the steel is either too hard or too soft."

#### Stove and Range Output.

At the rate of the output in force since the more active manufacturing season began, the production of stoves and ranges for next year's market will be the largest on record. The making activity has been maintained in a surprising degree, even when the tremendous gain in general business is considered, and the indications point to a maintenance beyond the usual. Some years ago, there was a possibility for a famine in stoves. There will be no such actuality in 1900, according to the present outlook.

#### Certain Cure.

A vender of universal medicine declares that if his prescriptions be followed literally a cure is certain. He states:

"This medicine is to be taken internally, externally, and eternally."

#### Unwise Competition Among Hardware Dealers.

Retail dealers often indulge in competition between themselves when actually there is neither reason nor necessity in so doing. They even cut prices at times when an upholding is far better policy. Their action is frequently dictated by a feeling of personal jealousy more than by a desire for an increase in sales, and it occasionally happens that one dealer takes the initiative in aggression merely because he wants to "down that fellow around the corner." This is rank foolishness. The basis of business is business itself and the need for its improvement, not an imagined necessity for lessening a competitor's profits together with your own.

Co-operation between dealers in one community often produces better results than competition. A friendly rivalry may exist, but that is no reason why competing dealers should endeavor to cut each other's commercial throats. When two or more dealers in the same line are rivals in business, it does not follow as a matter of course that the one object to be attained is the driving of one or the other or possibly both out of town. Such efforts, even when successful, as they seldom are, cost more money than success is worth, and it is even possible to gain the ill will of the community by a recourse to tactics that many people will regard as unfair.

Instances have been known where this impolitic rivalry between dealers in one town has driven the bulk of the business to another place. Competing dealers made themselves obnoxious by their methods, with the result that the buyers preferred to deal where such methods were not employed. Where farmers constitute a good part of the trade and it is as convenient to go to either one of nearby towns for their goods, they are apt to go to a rival town and to keep away from an unpleasant rivalry between dealers. Other local trade is injured and the consequence is an ill feeling against those who are responsible for the loss. A fair competition leads to an improvement in stock and management. It can be conducted both profitably and pleasantly. Co-operation as against rivals in another town is productive of beneficial results, while this fight for supremacy between local dealers injures both the contestants and the community.—Stoves and Hardware Reporter.

#### Business Out of Sight.

"How is business with you?"  
"Out of sight!"  
"Let's see—what is your line?"  
"Hose supporters."

**WHY**

DON'T  
YOU  
SEND US  
YOUR  
ORDERS FOR

EGRY AUTOGRAPHIC REGISTER

#### SYSTEMS?

They Will Do You Good.

For Grocers, Coal and Mill Men:  
Our No. 1 and 12 M. Triplicates.....\$29 72  
For Dry Goods, Shoes, Clothing and Hardware:  
No. 40 Special and 48 M. Transactions....\$48 80  
A Complete Cash Record.  
For Shippers:  
No. 31 and 5 M. Triplicates.....\$27 00  
For Drugs, Candy, Meat Markets, etc.  
For Cash Record Only.  
No. 44 and 100 M. Entries, including 100,000  
Tickets for Customers, 2½x4¼ in., Printed  
to Order.....\$50 00  
Address Orders or Enquiries to  
L. A. ELY, Alma, Mich.

#### Hardware Price Current

Augurs and Bits				
Snell's	60			
Jennings' genuine	25&10			
Jennings' imitation	50&10			
Axes				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	10 00			
First Quality, S. B. S. Steel	7 75			
First Quality, D. B. Steel	11 50			
Barrows				
Railroad	14 00			
Garden	30 00			
Bolts				
Stove	60			
Carriage, new list	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.	5-16 in.	7 c.	1/2 in.
BB	9	7 3/4	6 3/4	6 c.
BBB	9 1/2	8 3/4	7 1/2	7 1/4
Crowbars				
Cast Steel, per lb.	6			
Caps				
Ely's 1-10, per m.	65			
Hick's C. F., per m.	55			
G. D., per m.	45			
Musket, per m.	75			
Chisels				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
Elbows				
Com. 4 piece, 6 in., per doz.	net 65			
Corrugated, per doz.	1 25			
Adjustable	40&10			
Expansive Bits				
Clark's small, \$18; large, \$26	30&10			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
Files—New List				
New American	70&10			
Nicholson's	70			
Heller's Horse Rasps	60&10			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27,	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	80&20			
Double Strength, by box	80&20			
By the Light	80			
Hammers				
Maydole & Co.'s, new list	33 1/2			
Verkes & Plumb's	40&10			
Mason's Solid Cast Steel	30c list 70			
Hinges				
Gate, Clark's 1, 2, 3	60&10			
Hollow Ware				
Pots	50&10			
Kettles	50&10			
Spiders	50&10			
Horse Nails				
Au Sable	dis 40&10			
Putnam	dis 5			
House Furnishing Goods				
Stamped Tinware, new list	70			
Japanned Tinware	20&10			
Iron				
Bar Iron	3 c rates			
Light Band	3 1/2 c rates			
Knobs—New List				
Door, mineral, jap. trimmings	85			
Door, porcelain, jap. trimmings	1 00			
Lanterns				
Regular 0 Tubular, Doz.	5 25			
Warren, Galvanized Fount.	6 00			
Levels				
Stanley Rule and Level Co.'s	dis 70			
Mattocks				
Adze Eye	\$17 00 dis 60			
Metals—Zinc				
600 pound casks	7 1/2			
Per pound	8			
Miscellaneous				
Bird Cages	40			
Pumps, Cistern	70			
Screws, New List	80			
Castors, Bed and Plate	50&10&10			
Dampers, American	50			
Molasses Gates				
Stebbins' Pattern	60&10			
Enterprise, self-measuring	30			
Pans				
Fry, Acme	60&10&10			
Common, polished	70&5			
Patent Planished Iron				
"A" Wood's patent planished, Nos. 24 to 27	10 20			
"B" Wood's patent planished, Nos. 25 to 27	9 20			
Broken packages 1/2c per pound extra.				
Planes				
Ohio Tool Co.'s, fancy	60			
Selota Bench	60			
Sandusky Tool Co.'s, fancy	60			
Bench, first quality	60			

Nails		
Advance over base, on both Steel and Wire.		
Steel nails, base	3 25	
Wire nails, base	3 40	
20 to 60 advance	Base	
10 to 16 advance	05	
8 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 1/2 advance	85	
Rivets		
Iron and Tinned	50	
Copper Rivets and Burs	45	
Roofing Plates		
14x20 IC, Charcoal, Dean	6 50	
14x20 IX, Charcoal, Dean	7 50	
20x28 IC, Charcoal, Dean	13 00	
14x20 IC, Charcoal, Allaway Grade	5 50	
14x20 IX, Charcoal, Allaway Grade	6 50	
20x28 IC, Charcoal, Allaway Grade	11 00	
20x28 IX, Charcoal, Allaway Grade	13 00	
Ropes		
Sisal, 1/4 inch and larger	11 1/2	
Manilla	16	
Sand Paper		
List acct. 19, '86	dis 50	
Sash Weights		
Solid Eyes, per ton	22 50	
Sheet Iron		
Nos. 10 to 14	com. smooth. com.	
Nos. 15 to 17	3 20	3 00
Nos. 18 to 21	3 30	3 20
Nos. 22 to 24	3 40	3 30
Nos. 25 to 26	3 50	3 40
No. 27	3 60	3 50
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.		
Shells—Loaded		
Loaded with Black Powder	dis 40	
Loaded with Nitro Powder	dis 40&10	
Shot		
Drop	1 45	
B B and Buck	1 70	
Shovels and Spades		
First Grade, Doz.	8 60	
Second Grade, Doz.	8 10	
Soldier		
The prices of the many other qualities of soldier in the market indicated by private brands vary according to composition.	20	
Squares		
Steel and Iron	65	
Tin—Melyn Grade		
10x14 IC, Charcoal	\$ 8 50	
14x20 IC, Charcoal	8 50	
20x14 IX, Charcoal	9 75	
Each additional X on this grade, \$1.25.		
Tin—Allaway Grade		
10x14 IC, Charcoal	7 00	
14x20 IC, Charcoal	7 00	
10x14 IX, Charcoal	8 50	
14x20 IX, Charcoal	8 50	
Each additional X on this grade, \$1.50		
Boiler Size Tin Plate		
14x56 IX, for No. 8 Boilers, 1 per pound..	10	
14x56 IX, for No. 9 Boilers, 1 per pound..		
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	
Timed Market	50&10	
Coppered Spring Steel	40	
Barbed Fence, Galvanized	4 05	
Barbed Fence, Painted	3 90	
Wire Goods		
Baxter's Adjustable, Nickeled	30	
Coe's Genuine	30&10	
Coe's Patent Agricultural, Wrought. 70&10		

**COUPON BOOKS**

SUPERCEDE

BOOK-KEEPING  
DISPUTED ACCOUNTS  
BAD DEBTS

ACCURACY  
ASSURE  
PROFIT  
CONTENTMENT

We make four grades of books in the different denominations.

CIRCULARS ON INQUIRY  
SAMPLES

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



### The Hot End of the Poker For Brutes of This Sort.

Written for the Tradesman.

With the coming on of cold weather it has been noticed, by those brought in contact with the criminal classes, that in many instances men have abused their wives for the purpose of enjoying the comforts of prison life instead of being obliged to put up with the scanty and often unpalatable fare provided for them at home. A judge in the Middle States gives it as his experience that the majority of the inmates of the county prison are there by design or because of a reckless disregard for the law. They know that in prison they will be provided with a good bed and enough to eat and that the severity of winter can not harm them; so that what is intended for a punishment becomes a luxury.

Aside from the offense of wife-abusing these men, on general principles, should be taken vigorous care of. If wife-abusing is rewarded by a comfortable home for the winter there is little chance of a decrease of that too common misdemeanor. If for such a purpose the two-legged brute refuses to provide not only for himself but his family and, shirking his duty, shifts it upon the weak and patient shoulders illy able to bear it, he ought to be given the hot end of the poker and forced to hold it until as the lesser of two evils he concludes to support his family. There is no use in dallying with cattle of this sort. The world, in their opinion, owes them a living and if they can not get it in one way they will in another. Work they will not; and here is the place for the state to step in and say, "Work they shall." It seems like going back in civilization to resort to methods of force made use of in the infant periods of the world, but if modern methods are not adequate to ancient crimes, and the ancient methods accomplished the purpose, it is weakness not to apply them, no matter how long ago they were used. The whipping post is not a pleasant object to look at and public opinion shudders at the thought; but is it any worse for public opinion to shudder a little at a punishment popular in the Dark Ages than it is for a delicate, sensitive woman to suffer to-day from treatment popular in the Dark Ages, in order that the brute of that or any period may have a good bed and enough to eat during cold weather? The question comes down to this: The man must have the whipping or the woman. Which? The chivalry of the Middle Ages answered it in the woman's favor. Is the manhood of the Twentieth Century to reverse the decision?

There seems to be but one way out of the difficulty. The way is short and to the point: Give the fellow the hot end of the poker. Reuben M. Streeter.

### The Hardware Market.

In our report this week there is little change to note in the general line of hardware. Prices remain stationary and firm and manufacturers are not disposed to push business at the present time, as dealers are careful about making purchases, on account of the time for inventory being so near at hand. Buying of goods suitable for Christmas presents is good, except in the hand sled and skate line; lack of snow prevents such articles being sold, as would be the case were the weather more suitable.

Nails and wire are in good demand, but there is no indication at the present time of any advance or decline.

Poultry netting and wire cloth are

being freely sold for spring shipment and, according to all reports, the market will soon be oversold and many will experience difficulty in getting their orders filled. There is every indication of an early advance in these articles. The only item of special movement is the great decline in window glass, owing to the different manufacturers being unable to agree on a fair price: The American Window Glass Co. has reduced the price nearly 33 1/2 per cent. and glass jobbers are now quoting S. S. at 85-10@85-15 and D. S. at 85-20@85-25. In talking with those who seem to be quite familiar with the situation, it is not believed that these extreme discounts will hold for a very great while; nor is it thought there is any possibility of its going any lower.

Horse and snow shoes have had a slight advance since our last report.

Galvanized iron is weak and, on good orders, quite attractive discounts are named.

### The Grain Market.

There seemed to be a change in the wheat market the past week. The short interest brought all bear news to depress prices and there were elevators containing 1,000,000 bushels made regular. Had those elevators not been made regular the visible would have shown a small decrease instead of 861,000 bushels increase. However, the small receipts in both winter and spring begin to draw the attention of the investment buyers. The visible is only 29,000,000 bushels larger than last year. Even the flurry in stocks in Wall Street had no depressing effect on wheat prices and the price is fully 1c to 2c higher on cash and futures. We still look for quite an advance in the near future.

Corn has followed wheat and closes strong at fully 1c advance.

Oats are again leading both wheat and corn in strength. It looks as though some wanted oats very much the way they all bid up for them. Prices are 1 1/2c higher.

Rye has remained stationary, not much doing. Prices seem to be sagging.

The Government crop report came in during the week and showed 547,000,000 bushels harvested in the '99 crop, while the September report showed only 496,000,000 bushels. Where the Government gets these figures is an open question, especially as wheat seems to be so scarce. Time will tell how good the crop reporters have guessed. No change in the flour trade. More enquiry since wheat has stiffened in price, both local and domestic. Mill feed still remains in good demand.

Receipts have been 41 cars of wheat, 15 cars of corn, 8 cars of oats, 1 car of rye, 10 cars of hay.

Mills are paying 66c for wheat.

C. G. A. Voigt.

Ishpeming Iron Ore: Hugh Sparks is about to leave Sellwood & Co.'s grocery store, where he has been located the past eight years, to accept a responsible and lucrative position with Meriam, Collins & Co., wholesale grocers, with headquarters in Chicago. Mr. Sparks will sever his connection with the local house immediately after Christmas, when he will go to Chicago to confer with his new employers and secure his line of samples.

Andrew Carnegie has given away over \$9,000,000 for building and maintaining libraries, the list of his different beneficiaries numbering fifty-one.

### The Right Ring.

These are the days when a young man is looking about for something to buy for his dearest, and when his pocket-book is liable to be taxed to the limit without securing exactly what his dearest would consider most lovely and expensive. "You can see lots of human nature in a jewelry store," remarked the man who was arranging a tray of gems in the window so as to give them their greatest possible allurements. "One of the things I have noticed is that most people dislike to depend on their own judgment. They don't appreciate anything until they know its value in dollars and cents." Just then a young man came in and asked to see some rings. He was not long in making a selection, and, pulling out a roll of bills, he asked the price. "Twenty dollars," said the jeweler. The young man put the money back into his pocket. "Is that all?" he enquired regretfully. "Yes, I wouldn't be justified in charging any more. But it's a very handsome ring, and everything about it is just as it's represented." "Twenty dollars doesn't seem enough to pay for a ring for this young lady," he remarked pensively. "That's a pretty ring, and I think she'd like it very much if she didn't find out what the price was. I'll tell you what I'll do. I'll buy the ring if you'll put a \$50 price tag on it and let it stay in the window until day after tomorrow." "I don't quite see what good that will do you." "I've set my heart on seeing her wear this particular ring. I know she will like its style when she first sees it. But you know how women are: they're never content until they know how much everything costs. To-morrow I'll take her out walking, and we'll pass your window. We'll stop and look in, and she'll recognize the ring the instant she puts her eyes on it. I won't say a word, but she'll notice that it's marked \$50, and will feel that it's not only a fine looking ring that she's wearing, but that it is all right as to price; and then we can all be happy."

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

The market is weaker on hides. Light stock is being offered for less money and the supply is no greater. The asking price caused tanners to hesitate and the country holders to feel strong; while others claim it is the manipulation of dealers.

Pelts hold strong and are ready sale at full prices.

Furs are in fair demand, with high values for what are wanted for home use.

Tallow holds firm, but not materially higher. Edible for export is in good demand.

Wools hold their value well and higher prices are asked. Trade is light, as expected, and will continue to be so until the next century. A good trade is looked for in stocks suitable for heavyweight goods. The foreign market is still above the importing point, making this the lowest market of the world. There is little or no home trade.

Wm. T. Hess.

### A Reassuring Indorsement.

She handed the check to the paying teller. She was calm and collected, as if it were an everyday matter.

"Madam," said the teller gently, "you have forgotten to indorse it."

"Indorse it?" with a little worried smile.

"Yes; you must write your name on the back here to show that you will repay this bank in case the issuer of this check should fail to answer our call."

"Oh!" she said, accepting the pen. When the teller looked at the check again this is what he read:

"The bank has always paid up what it owes, and you need have no worry. Therefore, I indorse this check. Very truly yours, Mrs. J. B. Blank."

The teller fell over into the vault.

Christmas is anticipated by the shopper in the sweet buy and buy.

## 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** involving \$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

**PARTNER WANTED IN ESTABLISHED** piano business, located in Niles, Mich.; thirty-two pianos sold since February last; \$500 required. Address Schaeffer Piano Wareroom, Niles, Mich. 157

**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; \$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

**HOUSEHOLD GOODS SHIPPED TO CALI-** fornia 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 REGIS-** ters, price \$1.50 per dozen; all widths. Send sample. E. L. Maybee, 1262 Slater St., Cleveland, Ohio. 144

**FOR SALE—FINE HOTEL AND SMALL** lively 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

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

**SPOT CASH DOWN, WITHOUT ANY DE-** 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

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

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

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

**ANY ONE WISHING TO ENGAGE IN THE** grain and produce and other lines of business can 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. 983

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

### MISCELLANEOUS.

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



## Travelers' Time Tables.

### CHICAGO and West Michigan R'y Nov. 19, 1899.

#### Chicago.

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

#### Traverse City, Charlevoix and Petoskey.

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

Trains arrive from north at 2:40pm, and  
and 10:45pm.  
Parlor cars on day trains and sleeping cars on  
night trains to and from Chicago.

\*Every day. Others week days only.

### DETROIT, Grand Rapids & Western. June 26, 1899.

#### Detroit.

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

#### Saginaw, Alma and Greenville.

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

### GRAND Trunk Railway System Detroit and Milwaukee Div

(In effect Oct 19, 1899.)

#### Going East.

Leave Arrive  
Saginaw, Detroit & N. Y. 6:50am 9:55pm  
Detroit and East 10:16am 5:07pm  
Saginaw, Detroit & East 3:27pm 12:50pm  
Buffalo, N. Y., Toronto, Mon-  
treal & Boston, Ltd. Ex. 7:20pm \*10:16am  
Going West.  
Gd. Haven Express \*10:21am \*7:15pm  
Gd. Haven and Int. Pts. \*12:58pm \*3:19pm  
Gd. Haven and Milwaukee \*5:12pm \*10:11am  
Eastbound 6:50am train has new Buffet parlor  
car to Detroit, eastbound 3:27pm train has new  
Buffet parlor car to Detroit.  
\*Daily. \*Except Sunday.  
C. A. JUSTIN, City Pass. Ticket Agent,  
97 Monroe St., Morton House.

### GRAND Rapids & Indiana Railway December 17, 1899.

#### Northern Division.

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

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

#### Southern Division

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

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

#### Chicago Trains.

TO CHICAGO.  
Lv. Grand Rapids, 7:10am 2:00pm \*11:30pm  
Ar. Chicago, 12:30pm 8:45pm 7:00am

#### FROM CHICAGO

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

#### Muskegon Trains.

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

GOING EAST.  
Lv. Muskegon, 7:10am +12:15pm +4:00pm  
Ar. Grand Rapids, 9:30am 1:30pm 5:20pm  
\*Except Sunday. \*Daily.

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

### MANISTEE & Northeastern Ry.

Best route to Manistee.

#### Via C. & W. M. Railway.

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

## MERCANTILE ASSOCIATIONS

#### Michigan Business Men's Association

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

#### Michigan Retail Grocers' Association

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

#### Detroit Retail Grocers' Association

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

#### Grand Rapids Retail Grocers' Association

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

#### Saginaw Mercantile Association

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

#### Jackson Retail Grocers' Association

President, J. FRANK HELMER; Secretary, W.  
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#### Adrian Retail Grocers' Association

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

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

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Then give your customers the old reliable

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Made in three sizes:

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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?

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

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