

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

\$1 PER YEAR

Volume XVII.

GRAND RAPIDS, WEDNESDAY, DECEMBER 27, 1899.

Number 849

With Our Happy New Year Greetings



We wish to express to all our friends the grateful appreciation their liberal patronage in the past merits. We hope to be favored with a continuance, and we feel assured that, if Honest Goods and Honest Values are any recommendation, we will be awarded a liberal share of your business during the ensuing year. Our offerings of New Up-to-Date Goods, which will appear on this cover every week, will be well worth your perusal, and we invite a comparison of wares and values presented. The articles will be carefully selected, with a view of insuring salability and profit earning. To our old trade we can say "You know what we have done," and to the new trade we wish to say "Let us show you what we can do."

We sell to
dealers only

Burley & Torrell

42-44 Lake St.
Chicago

The Best Is None too Good for You

Start the New Year right by
vowing that you will smoke
only the best cigars

Royal Tiger, 10 cents
Tigerettes, 5 Cents

"A smoker's smoke." It will be one pledge that you'll keep
throughout the year.

PHELPS, BRACE & CO., Detroit

The Largest Cigar Dealers in the Middle West.

F. E. BUSHMAN, Manager.



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.

Do You Want to Increase Your Trade?

Then give your customers the old reliable

Green Seal Cigars

Made in three sizes:

Green Seal, 10 cents, 3 for 25 cents

Green Seal Boquet, 10 cents, 3 for 25 cents

Green Seal Regalia, 10 cents straight

These goods have been on the market for twenty-five years and have never been prostituted in quality. Although the Cuban war doubled the price of Havana tobacco, the quality of the Green Seal was maintained. Why not give the best and draw trade?

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

Maceo's Dream Cigar

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

B. J. REYNOLDS, Grand Rapids.

1900

Do you want a Calendar?

Do you want a handsome Calendar?

Do you want a business-bringing Calendar?

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

Tradesman Company, Grand Rapids

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.

MICA AXLE GREASE

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

ILLUMINATING AND LUBRICATING OILS

WATER WHITE HEADLIGHT OIL IS THE STANDARD THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

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.

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, DECEMBER 27, 1899.

Number 849

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

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

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

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. Ltd.
 Private Credit Agents
 Collections and Commercial Legislation
 GRAND RAPIDS, MICH.

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

For Sale Cheap
 Residence property at 24 Kellogg street, near corner Union street. Will sell on long time at low rate of interest. Large lot, with barn. House equipped with water, gas and all modern improvements.
E. A. Stowe,
 Blodgett Building,
 Grand Rapids.

Tradesman Coupons Save Trouble. Save Money. Save Time.

IMPORTANT FEATURES.

- Page.
2. Dry Goods.
3. Getting the People.
4. Crockery and Glassware Quotations.
5. Around the State.
6. Grand Rapids Gossip.
7. The Produce Market.
8. Woman's World.
9. Gotham Gossip.
10. Editorial.
11. Editorial.
12. Clerks' Corner.
13. Turning a New Leaf.
14. The Meat Market.
15. Special Features of the N. Y. Market.
16. The Other Side.
17. Commercial Travelers.
18. Drugs and Chemicals.
19. Drug Price Current.
20. Grocery Price Current.
21. Grocery Price Current.
22. Hardware.
23. Brightening Prospect for the South.
24. Hardware Price Current.
25. Municipal Beauty.
26. Business Wants.

WIDENING THE CHASM.

There once was a time when it was the regular business of employers to look specially after the welfare of those whose services they had engaged and to reward the faithful and devoted with special recognition, while reproving and even dismissing the idle and worthless, and it commonly came about that the most able and faithful were taken into partnership. It was the rule in the old story books for the faithful apprentice to marry his master's daughter, while the idle fellow went to the bad, and, like "George Barnwell," ended his days on the gallows.

All that is now a thing of the past. Employees have learned not to depend on the generous impulses of employers, but to look out for themselves. They form organizations to promote their interests as a class, but ignore individual merits. In most of these organizations rates of wages and hours of labor are regulated, so that the man who, from desire or necessity, is anxious to work a greater number of hours or days, so as to earn correspondingly increased wages, is not permitted to do so. All workers are classed together, without distinction, and all employers are ranked alike, without discrimination.

The result of all this has been to broaden the constantly increasing chasm between employers and employees. Individuals are no longer considered and no man on either side stands on his merits. A specially generous employer is accorded no more recognition than is the most hard-hearted and close-fisted. The most capable and efficient employee is ranked with the least capable and incompetent. This is not the fault of individuals, but of the regulations and obligations by which men bind themselves, and they have no choice when their organization demands it but to obey, and so employees and employers are ranged into two classes from which individuality of membership is wholly eliminated.

This state of things has grown up out of the evolution of modern political and industrial life. True democratic justice would demand that each individual, whether employee or employer, be tried on his merits and judged accordingly,

but the class plan disregards all individualism and, thrusting all the people with whom it deals into two opposing parties, the employees and the employers, passes judgment on the whole of each party and for or against the whole of one or the other. In a sympathetic strike by the employees every employer, without regard to any conditions whatever, is equally to be made to suffer, and in the case of a lockout every employee is equally a victim.

For these reasons there is no inducement save in his own natural generosity for an employer to give special benefits or favors to his organized employees, and no inducement to the worker under like conditions to make special exertions of duty and usefulness. Fortunately, not all labor is organized, and until it shall be the gratifying relations of mutual interests and friendship between employees and employers should continue to exist. Each is necessary to the other. The man who owns the plant and furnishes the raw material is absolutely necessary to the workmen, as they are absolutely necessary to him. They really form a copartnership in which all have mutual interests which should be equitably administered. These are the true relations between labor and capital, and it is a great public and private misfortune that they can not be universally maintained.

Did you ever spoil a stamped envelope in attempting to write an address on it? Or have you lost stamps because they have got sticky and adhere to each other? If so, you should know that stamped envelopes which are only spoiled by mistakes committed in subscribing will be redeemed by the post-office department at their stamped value. Postage stamps damaged by sticking together in warm weather or from other causes, before using, may be returned to the department and their value will be repaid to the purchaser or exchanged for new stamps. All redeemed envelopes or stamps are sent by postmasters redeeming them to the department and records of them are kept.

When men put off their reform of bad habits to some time like the beginning of a new year, or a birthday, it means that they prefer to be bad a little longer.

The little man of no consequence feels smallest when he feels that no one notices him or cares what he says or does.

Men born to obey make the mistake of their lives when they think they were born to command.

All a vain man wants is a looking glass to make him satisfied with himself.

The man who is generous to a fault can generally forgive his own faults first.

Milliners flock together to secure birds of a feather.

To be a leader, a man must have followers.

GENERAL TRADE REVIEW.

There has never been a time in the history of trade in this country when a panic of the magnitude of the Wall Street flurry of last week had so little effect on general business. Without the least slackening the tide rolled on and in some lines where a decline in price had recently occurred there was a material recovery, and during the week the volume of exchange in clearing houses exceeded all records. That a panic should occur without affecting business is an anomaly which can only be accounted for on the general strength of the situation. The cause of the reaction is to be looked for in the management of corporation affairs and the manipulation of securities, with the foreign situation for an immediate pretext.

While the tremendous pressure in production is having effect in stopping the advance of finished products in the iron trade at the East, the aggregate of production exceeds any on record and the demand in the West shows no signs of lessening. Minor metals are a shade weaker in price, but the activity of demand is fully as great—the weakness is owing to the fact that prices had so fully anticipated the conditions.

While recent orders for boots and shoes have been restricted by the rise in prices, the great urgency of dealers to get far advanced deliveries on previous orders indicates an enormous distribution to consumers and explains the shipments amounting to 285,506 cases in three weeks, against 236,846 last year, 287,503 in 1897, in every other less than last year and in 1892 only 209,917 cases. New trade is small for the time, but deliveries this year have been 400,000 cases more than in any previous year, and 27 per cent. more than in 1897. Sole leather remains stiff, but there has been a sudden decrease in demand for upper leather, and the hide market at Chicago yields at least about one-quarter cent. for most kinds.

Textile industries are doing wonderfully well considering the prices of materials. Openings of heavy woolen goods for fall show irregular advances in prices, while wool is firmly held at advances made about December 1, although sales have greatly declined, amounting to only 7,312,500 pounds at the three chief markets last week, although in two previous weeks speculation had raised the aggregate to 22,677,500 pounds. It is still uncertain how far the consumption may be checked by advances in goods proportioned to the rise in wool, which would be over 10 per cent. Silk works are doing well in spite of the great rise in raw silk, nearly 45 per cent. since January 1. The cotton mills are working at full force, and getting prices for goods only 6 per cent. lower than an average proportioned to the rise in cotton.

Colonel Albert A. Pope, of Boston, who has made millions out of the manufacture of bicycles, has never learned to ride a wheel himself. Nevertheless he is familiar with every part of the "bike," from the smallest nut to the largest bar.

Dry Goods

The Dry Goods Market.

Staple Cottons—Very few mills wish to commit themselves for distant delivery, because they are already contracted for so far ahead. Even bids at the top price receive scant courtesy. For this reason business has quieted down to a considerable extent and only those buyers in actual need are placing any contracts. Occasionally buyers will try to make a test of the market to see if the conditions change at all, but they get very little satisfaction. Ducks, osenburghs, etc., are without change, retaining the firm stand which they took before, and showing little business. Bleached cottons have shown some advances in fine grades. Wide sheetings are reported as quieter, and there has been no change of importance in coarse colored cottons, although supplies continue to be scarce, and prices show upward tendencies.

Prints and Gingham—Business has shown quite an improvement in printed goods during the past week and the market is in a better frame of mind than the week before. This is partially due to the settlement of prices for fancy calicoes. The high grades are securing good business, and buyers appear to accept them at present quotations. The same is true of lower grades. Business up to the present writing is considerably ahead, according to reports, of what it was last year at this time. In regard to staple lines of printed goods, there is no material change to report, but advances are expected daily. In fact, sellers in several cases are now refusing to book orders except "at value." Staple gingham is in good request, but hard to find. The recent advances have had no effect on the enquiry, and sellers have all the business they care to handle. Dress styles are also strong, particularly in fine woven pattern goods.

Dress Goods—The dress goods manufacturer is making preparations for the new fall season. Some of the blankets have already been prepared and the work of getting out selling samples will be pushed forward as rapidly as manufacturers' busy condition will allow. Are the rough wool goods going to be good for next fall? If so, how good? How about the golf fabrics? Is the golf cape to hold its favor with the fair sex? These are questions which the dress goods and cloaking trades are considering, and the feeling appears to favor a continuation of the popularity of such goods. Then there will be the question of prices to be settled. This is an issue that can not be dodged. It must be met fairly and squarely. It is the same question that is to-day agitating the men's wear agent and is a development resulting from the increased cost of raw materials and labor. While the consideration of the new fall season is occupying the attention of manufacturers, work is still being done on fall goods for the current season. That buyers are willing to accept such late deliveries is a very good demonstration of the urgency of the demand, the effect of which is not likely to be lost on the manufacturer, as he prepares his new fall lines for market. Of course, the fall business that is now being done is not of large volume. It is but the tail end of the season. Prices being paid, however, are far and away above opening values. Supplementary spring orders are offering in very fair volume, and the weaving out of spring goods promises to lap over in-

to the fall season. In fact, the demand appears to outbalance the capacity for production. In a number of instances mills that are sold up tight on spring goods could have taken orders for thousands of pieces could they have made them.

Underwear—The outcome of the new underwear schedule adopted by the American Knit Underwear Association will be awaited anxiously by the trade, who are interested to see whether the manufacturers will stick to it absolutely or whether the same cutting and slashing will go on as in the past. If those who sign the agreement will stand firm, there is no reason in the world why the knit goods industry should not be on the same paying basis that other textile businesses are. In retail circles trade for the present season has been very slow. The weather has been decidedly against it, except for short periods when the business which was transacted was lively enough to show that the consumers needed goods, and were only waiting for cold weather in order to buy. The importers are still moderately busy in filling late orders for immediate consumption, and find considerable coming to hand. Spring business has been good with them, and deliveries will begin at an early date.

Hosiery—There is still considerable activity to be found in hosiery of various styles, and sorting up orders promise to continue beyond the first of the year. In regard to the assortments selected, we can only say that practically everything available in both staples and fancies has been chosen. There will be practically nothing carried over to another season of any styles, and many lines have been entirely closed up already. Great preparations are being made for the fancy hosiery business for spring. According to all indications this will exceed anything in the past seasons. There will be many novelties shown in stripes and figures, and among the latter will be some brand new effects in groupings. Open work lace effects promise well, and extracted patterns are expected to do a big business. Great efforts are being made in the direction of half hose to retail at 25c, and while the bulk of business for men is expected to be in this grade, finer lines will positively be in good demand.

Carpets—The carpet market still remains firm. It is apparent that the situation is practically in the hands of the selling agents, and they are not over anxious to sell their goods. The buying at the opening of the season was very heavy and still continues to be active. It did not require special sales to clean up the left over and dropped patterns, as they were well sought for and soon disappeared. The demand for the better grades of carpets holds the ascendancy and all the tapestry and velvet carpet manufacturers are extremely busy trying to fill orders. The sales now being made are principally on a March 1 dating. The action of the selling houses in not appearing anxious to sell goods has stimulated the buying, as buyers take it that the advance will soon take place and for this reason, anticipating a large advance, are placing the heavy orders which are reported by the selling agencies. Many buyers are congratulating themselves on having placed heavy orders early at prices for a March 1 dating, as all indications point toward a considerable advance. The advance now being spoken of will probably be made after the first of the year. Ingrain carpet manufacturers all continue very busy, and have on hand all the orders they care to fill at the present prices. It is only a question of time before there will be another advance on this line of goods.

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.

Inventory

We are now taking inventory, and as we want to reduce stock and have lots of odds and ends left will close them out at a great reduction.

P. STEKETEE & SONS,
Grand Rapids, Michigan.

Happy New Year to All



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, Japanettes, 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.

Be Alive

and
handle

Advance
Cigars

Long Havana
Filled

for 5 cents.

The Bradley
Cigar Co.,

Greenville, Mich.



Gold

and

Friends

are made through
selling

Improved

'W.H.B'

Hand Made
Cigars.

10c, 3 for 25c.

Getting the People

Sensible Suggestions Relative to 1900 Advertising.

From Cedar Springs come two very creditable specimens of advertising. The circular of Mr. Wheeler starts out with a good reason for a special sale and winds up with a big array of tempting prices.

The advertisement of "Black's Busy Store" is a good holiday advertisement

IT'S QUITE NATURAL

When you think of a Christmas present, to think of us; we are right here in business for the very purpose of supplying your wants. Not the good-for-nothing, trashy stuff so generally shown at this season, but something useful, low priced and pretty is found at this greatest store in Cedar Springs. Come and look us over.

That Big Forced Sale

of Clothing goes merrily on. A gentleman who knows the clothing business from a to z told us we were foolish to sell at such prices. Well, perhaps; but we will soon stop. What is our loss is your gain if you buy this week.

\$12.00 Overcoats cut to \$8.95
6.50 Overcoats cut to 4.95
10.00 Overcoats cut to 7.49
A few more Overcoats at 1.75

Some Holiday Suggestions

Toys, etc.—Everything here low priced. Magic lanterns—those good kind that delight your boys and girls (perhaps yourself also), with six slides, 35 pictures only 50c. Trumpets—the noisy kind; Bellows Toys—red birds, crickets, etc., 5c. Unbreakable Iron Trains—locomotive, tender and three coaches, 25c. Shell Boxes, 5c. Games—almost any kind—4 to 15c. Fancy articles—the kind that make home brighter. Nice large rugs, well made and new patterns, \$2.25 and 2.50. Turkish Ties, 10c. Cracker Jars, very nice, 50c. Handsome Water Set, pitcher, tray and 6 glasses, \$1.25. Bread and Milk Sets, Odd Plates, etc.

A Drive in Silverware.

Here is a special: Genuine "Rogers 1847" Knives and Forks, very best goods made, set, \$3.95. "Rogers 1847" Gravy Ladles, \$1.10. "Rogers 1847" Berry Spoons, \$1.43. Combs and Brushes, sterling silver backs and trimmings, 75c. Big line stick pins, collar and cuff buttons, etc. Sheet music—the latest songs, 40c kind, 5c. We have a large showing of Kid Gloves, Kid Mittens, Fascinators, Fancy Handkerchiefs, Silk Mufflers, etc. They all make nice gifts.

Books! Books!

Books from 1c up. Look at our line. 13c and 15c cloth bound novels, 9c. Bibles, very handsome ones from 75c to \$1.75.

50c Neckwear, just a few left, 25c. Celluloid collars, 3c. Linen collars, 10c. Boys' suspenders, 4c. 10-lb. sack Buckwheat, 25c. 20 lbs. No. 6 L. B. Sugar, \$1. Durkee's Salad Dressing, 25c. Sack Salt, 2c.

Black's Busy Store

Largest and Cheapest Store in town. Near the School House.

—crowded full of needed goods and interesting prices. Advertising conducted on these lines is bound to be profitable.

* * *

The advertisements of W. M. Davis, of Evart, shows steady improvement in appearance and "readableness." The latest specimen received, while too large for reproduction, is well worthy of it, for it is nicely displayed and makes very interesting reading.

* * *

The last circular submitted by S. Maudlin & Co., of Bridgman, is better in every way than the previous ones and should prove a trade-winner.

* * *

L. H. Hayt, of Alma, sends in a circular in regard to a special holiday sale. The only suggestion I can offer in regard to its improvement is that it should give a good reason for the reduced prices. As I have said before, readers of advertising like to know these things, and they add immensely to the force of the advertisement.

* * *

The same criticism applies to the page advertisement submitted by J. H. Jenks & Co., of Harbor Beach—an advertisement that is otherwise very attractive. It contains, however, too many styles of type to be artistic.

* * *

Well, the Christmas activity is over and, despite the fact that most of us

have made money, we're glad that it only comes once a year. The pressure is too heavy for most of us to stand as a steady thing.

And now comes the New Year—the time for good resolutions—and I have a few to suggest to my readers. They will be profitable ones to make and to live up to:

1. Resolve to look at advertising as an investment—a necessary one—and not as an expense.

2. When the charitable society or the fireman's fund or the church committee come after you for an advertisement in a program or souvenir, turn them down—or charge the expense to the charity account.

3. Steer clear of doubtful advertising methods. Use newspapers if you can. If you have none in your town, use circulars, but use them often.

4. Don't try to use too many papers. If your advertising must be limited to a certain amount, spend all your money with the best paper first and don't go into the next best until you are able to use it liberally.

5. Talk business all the time—goods and prices—in the most interesting way you can. Use attractive display and plain type. Make your advertisements easy and enjoyable to read.

6. Advertise constantly. Don't cut down in dull times, but peg away harder than ever. Change your copy with every issue of the paper.

7. Advertise the truth. Don't misrepresent your goods. Keep your clerks informed about the goods and prices that are advertised.

8. And last. Don't talk generalities. Don't omit prices. Don't forget that advertising is store news.

W. S. Hamburger.

A Fortunate Mistake.

"There is a young man in Chicago," says a local physician, "who now has a good business and bright prospects, who received his start in life by securing \$4 that did not belong to him. I hardly know under what to class the incident of obtaining the money. I will let the story explain his actions: This young man arrived in Chicago one day without funds, but with plenty of nerve and push. He wanted money to secure a meal and pay his room rent until he could secure a position. Believing he could find some man who would help him if he told his story in a straightforward manner, he entered a cigar establishment in Dearborn street. He was about to explain his condition and ask for assistance until he could get a position, when the proprietor looked up with a fierce scowl. He turned to his partner and they held a consultation in a whisper for a few moments. 'Now, take this \$4, and don't bother me about that bill again. That's all you will get, and now you can get out of this place in a hurry,' exclaimed the storekeeper. The young man was pushed toward the door with the money in his hand, and, try as he would, the storekeeper would not let him talk. Once in the street the bewildered fellow considered the matter in every detail and decided to keep the money. This he did, and a month or so later he again walked into the cigar store and told his story and returned the money."

Getting His Money's Worth.

"Arthur, dear," she said, "I do wish you would not use cigarettes."

"Why?"

"Because you don't know what is in them."

"Oh, yes, I do. Why, for the trifling sum that a cigarette costs you get nicotine, valerian, possibly a little morphine, and any quantity of carbon."

She looked up into his eyes and murmured, "Arthur, dear, it does seem like a bargain, doesn't it?"

Crockery and Glassware

AKRON STONEWARE.

Butters

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

Churns

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

Milkpans

½ gal. flat or rd. bot., per doz.	40
1 gal. flat or rd. bot., each	43

Fine Glazed Milkpans

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

Stewpans

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

Jugs

½ gal., per doz.	40
½ gal. per doz.	50
1 to 5 gal., per gal.	6

Tomato Jugs

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

Preserve Jars and Covers

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

Sealing Wax

5 lbs. in package, per lb.	2
----------------------------	---

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	1 00
Security, No. 1	45
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. 2 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 (65 doz)	3 50
No. 2 Lime (70 doz)	4 00
No. 2 Flint (80 doz)	4 70

Electric

No. 2 Lime (70 doz)	4 00
No. 2 Flint (80 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. filling cans.	7 25
5 gal. galv. iron Nacafas.	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

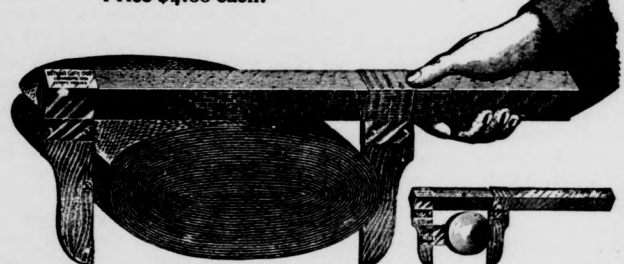
No. 0 Tub., cases 1 doz. each, box, 10c.	45
No. 0 Tub., cases 2 doz. each, box, 15c.	45
No. 0 Tub., bbls 5 doz. each, per bbl.	1 78
No. 0 Tub., bull's eye, cases 1 doz. each	1 25

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 ch'ges prepaid on receipt of price by the mfr.

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

Around the State

Movements of Merchants.

Owosso—John Cook has sold his shoe stock to Chas. Nold.

Lansing—Carlton S. Hoag, meat dealer, has sold out to Chas. A. Quay.

Port Huron—Thos. H. Burke has purchased the grocery stock of Neil McDonald.

Oscoda—Dodds & McNichol succeed Gowanlock & Dodds in the banking business.

Sebewaing—Herbert Pfiegel, shoe and implement dealer, has discontinued business.

Lapeer—Bennett & Stickney continue the hardware, paint and oil business of Bennett Bros.

Sturgis—E. C. Wright continues the hardware business of Wright Bros. in his own name.

Cassopolis—Hayden & Thomsett succeed Henry C. French in the hardware and implement business.

Flint—D. D. Aitken and David Traxler have leased the woolen mills and already taken possession.

Eureka—Martin & Greene is the name of the new mercantile firm recently established at this place.

East Jordan—Elmer and Geo. A. Richards have engaged in the meat business in the Glenn block.

West Bay City—Geo. L. Frank has begun the erection of a 40x40 foot addition to his hardware store on State Road.

Paw Paw—J. Ed. Phillips has sold his furniture stock and undertaking business to R. A. Shoemith, of Leslie.

Harbor Springs—Roland Johnstone has purchased the interest of I. H. Lane in the implement firm of Lane & Allen.

Adrian—W. A. Lowden, of Montpelier, Ohio, has purchased the grocery stock of A. C. Clark & Son, at 37 North Main street.

Elmira—The drug and shoe firm of M. Fordham & Co. has been dissolved. W. W. Fordham will continue the business under the same style.

Big Rapids—L. Rudloff has assigned his grocery stock to John T. Clark. The liabilities are about \$500, with assets about half that amount.

Reed City—J. L. Loudon, of Ludington, has purchased the stock and fixtures of L. M. Buck & Co., who did business under the style of the City Bakery.

Port Huron—It is reported that enough will be realized from the sale of the Carleton & Cole machinery stock to pay the creditors about 50 cents on the dollar.

Stanwood—Geo. W. Reed has purchased the hardware and implement stock of C. H. Smith, who will remain in charge of the business for the present.

Owosso—The dry goods firm which did business for many years at this place under the style of G. R. Black & Son has been changed to M. B. Black.

Petoskey—B. H. Cook has sold his hardware stock to C. A. Reynolds, of Chicago, and Bryant Bain, of Petoskey, who will continue the business at the same location.

Cedar Springs—Lee Black has been admitted to partnership in the general stock of his father, Wm. Black. Business will be continued under the style of Black's Busy Store.

Benton Harbor—The Citizens' Savings Bank of Benton Harbor, capitalized at \$50,000, has submitted articles of incorporation to the State Banking Commissioner for approval.

Ovid—N. W. Quayle and Fred M. Kay, of Corunna, have purchased the stock of groceries of Chas. K. Farmer and will continue the business under the style of N. W. Quayle & Co.

Kalamazoo—W. L. Thompson has sold his drug stock at the corner of Rose street and Kalamazoo avenue to W. C. Wheelock, of Jackson, who will continue the business at the same location.

Saugatuck—A. B. Bosman will shortly remove his clothing stock to Otsego. E. W. Sherwood, of Allegan, who is manager of the business, will continue in that capacity in the new location.

Kalamazoo—Clyde Baker and Mark Diver, formerly employed in the store of the Co-operative Grocery Co., have purchased the grocery stock of Carl Davis and will continue the business at the same location.

Adrian—A. B. Berry, who recently purchased the property at the corner of Treat and James streets, has erected an addition to the east end of the store building, thus affording ample room for a grocery and meat market.

Spring Lake—M. M. McLean has sold his stock of boots and shoes and men's furnishing goods to Miss Lucretia Brondersma, who for many years has been employed in the store and understands every detail of the business.

Plainwell—A representative for Williams Bros. & Charbonneau, of Detroit, is in Plainwell making contracts with farmers for growing cucumbers for pickles the coming season. A large salting house is to be erected near the Grand Rapids & Indiana depot.

Colon—After returning from a shopping trip a Colon young woman placed her purse, containing \$10 and a \$250 draft, on the table and then covered it with the papers she unwrapped from her purchases. Later her mother came in, swept the papers off the table and threw them in the fire, and afterward it turned out the purse went with them.

Alma—H. A. Jones and A. K. McLuney have purchased the Alma Feed Store of F. J. Ray. In addition to conducting a general feed store, they will purchase all kinds of farm produce. Mr. Jones was formerly book-keeper for the Alma Sugar Co. and Mr. McLuney has been in the employ of the Saginaw Milling Co. for a number of years.

Kalamazoo—C. D. Hanscomb, trustee for the creditors of the Peter Appledoom Co., sold the entire stock of boots and shoes to D. Stern & Co., of Allegan. The same firm also purchased the bankrupt firm's stock at Three Rivers, both consignments representing an expenditure of \$6,882. The entire stock will be bunched and placed on sale at retail in this city in the near future.

Manufacturing Matters.

Manistee—Geo. Giles will shortly engage in the cigar manufacturing business at this place.

Kalamazoo—Fred N. Root has purchased the soap manufactory formerly controlled by W. L. Root. Newton Root will manage the business.

Flint—F. R. Lewis, manufacturer of strawboard and egg cases, and also of the firm of F. R. Lewis & Son, general dealers and grist mill operators at Lewis, is dead.

St. Joseph—The St. Joseph Tablet Factory has been reorganized and will probably begin operations in a short time. The officers are N. E. Funk, President and Manager; N. D. Brown, Vice-President and Superintendent; W. F. Sesser, Treasurer, and A. L. Church, Secretary.

TIMELY TOPICS.

Suggested By Michigan Grocers For Discussion at the Convention.

The Tradesman recently addressed a letter to the members of the Michigan Retail Grocers' Association, requesting correspondence on the subject of the seventh convention and soliciting suggestions as to the topics which should be discussed and acted upon on that occasion. Among the replies received are the following, which are certainly very opportune:

O. P. DeWitt, St. Johns: There are so many questions which should come before the retail merchants of Michigan that one can not go amiss by bringing up any question which will cause the most discussion and create the greatest excitement; in other words, make the meeting of so much interest that, instead of fifty or one hundred in attendance, there shall be from 500 to 1,000, as the retail men are an army and hold the power if they will unite and exert the same. I do not know as I have any questions to offer, as I am interested in all matters pertaining to the retail trade. Perhaps a good idea to draw out is to enquire how many who pretend to run a store are merchants!

F. B. Watkins, Hopkins Station: I can hardly suggest anything that would be of more benefit to the retailer than a law making the peddler pay a license. The Association has tried this and I suppose has had good lawyers draft the law, but it has always failed. Only last week we were blessed with a gentleman from Allegan coming here to sell cloaks, jackets and capes, proposing to save the purchaser 25 per cent. He came and he went with as much plunder as he came with. They are simply leeches—no benefit to the towns they visit, pay no taxes and come only to get the trade that belongs to the home merchant, who has to pay the tax. I would like to see a law that would make all of these traveling whelps pay a license of \$500 for every town they visit and sell goods in. Of course, the traveling peddler is worse, but he could not live and settle with every town he travels in. I could hardly suggest anything that would be of more interest to the meeting.

[Mr. Watkins' reference to the lawyers employed by the Association to prepare the draft of the township peddling act is somewhat unfair, because the paragraph which caused the nullification of the law of 1897 by the Supreme Court was injected into the original draft prepared by Judge Hatch at the instance of a farmer legislator, who was warned by the writer at the time that such an amendment would probably defeat the object aimed at. The warning was disregarded and the gentleman who was responsible for the action of the legislation on this point subsequently wrote the Tradesman a letter, acknowledging his mistake and promising to do all he could at the next session of the Legislature to repair the injury by championing the draft prepared by the attorney of the Association. Unfortunately he failed to secure a re-nomination.]

A. S. Barber, Ithaca: I now think of nothing special in the line of legislation that has not been discussed over and over again. Think we should have a peddlers' license law which would place the peddler on a par with the dealer and compel him to pay a tax equal to the resident grocer. An equitable garnishee law would not only help the grocer many times to collect a poor account, but would be a step toward the educa-

tion of people who say "collect if you can" to plan to pay their bills and to be honest in their dealings.

Sweeney & Company, Mt. Pleasant: Replying to your favor asking me to name some of the topics I would like discussed and to help enumerate the many galling grievances we now suffer and the near cut to the reformation of such, I will say, when the next annual convention gets together, the following little pieces of work I would have them not only discuss but execute:

1. Exclude all newspaper men from their room.

2. Swear every delegate not to accept either a drink or a cigar while at the convention.

3. Kick the first man out who talks convention politics.

4. Dispatch a committee of one to Washington, D. C., to have Mr. McKinley consult with him in regard to carrying out the work of the convention.

5. Committee of the whole discuss and carry unanimous the following:

Each grocer in Michigan start a first-class department store with all the latest Siegel-Cooper attachments.

All combine and try and get control of 55 per cent. of the Standard Oil Co.'s stock.

Wipe the Continental Tobacco Co. and American Tobacco Co. out of existence by making it a National offense to chew or smoke.

Present free deer licenses to Pingree & Co.

Order Aguinaldo caged and exported to Kansas.

Order Joubert back to Laings Neck.

Order Kaiser William to remain in Germany.

Have John Finnerty move his plant to London.

Order a sparrow bounty for the head of every egg wagon.

Make the London Times official organ.

See that only grocers go to Congress hereafter.

Geo. F. Cook, Grove: I am glad to receive a call for another meeting of the Michigan Retail Grocers' Association and hope every member will attend and come loaded for bear. I think there ought to be a few large-sized shots fired into the trusts. I think there ought to be a very profitable time and a lot of thankful grocers at the meeting and every one should be ready to say what he thinks of running Arbuckle out of the sugar business and McLaughlin out of the coffee trade.

The Boys Behind the Counter.

Kalamazoo—L. E. Culbertson has severed his connection with the Maus drug store to take charge of a drug store at South Haven.

Hastings—Jay Strausbaugh, of late in the employ of W. H. Goodyear, has secured a position in Beck's drug store, Durand. Mr. Strausbaugh is a graduate of the Ada, Ohio, pharmacy school.

Bay Shore—J. C. F. Dillin has severed his connection with the Bay Shore Lime Co. and is seeking an alliance with a Grand Rapids wholesale grocery house.

Wherein the Preacher Beats the Doctor.

Willie had swallowed a penny and his mother was in a state of alarm.

"Helen," she called to her sister in the next room, "send for a doctor; Willie has swallowed a penny."

The terrified and frightened boy looked up imploringly.

"No, mamma," he interposed, "send for the minister."

"The minister?" asked his mother incredulously. "Did you say the minister?"

"Yes; because papa says our minister can get money out of anybody."

Grand Rapids Gossip

The Grocery Market.

Sugar—Raw sugars are the same as last week, being still on the basis of 4½¢ for 96 deg. test centrifugals, with but few sales on account of light offerings. The refined market is unchanged, with good demand.

Canned Goods—The outlook for tomatoes is very encouraging. While there has been no change in price yet, present prices are firmly held and a little better demand will cause an advance. A Baltimore correspondent says that some of the trade will be disappointed later on when they realize how few tomatoes are left in that part of the country, for the impression has gone abroad that there is an exceptionally large stock there, but this is not the case. Regarding the corn market, conditions are the same as have been ruling during the past two months. Stocks are very light and are in the hands of strong holders who will not shade prices at all to move stocks. It is said that fully one-half of the 1900 pack of Illinois has already been sold. The market for peas is steady and tending toward increasing firmness. Stocks are very light indeed. Standard lima beans are very scarce and everything is likely to be cleaned up long before the next pack is ready. The stocks of pineapples have been reduced so low that most of the packers have taken them off their list altogether. The oyster market still continues strong and there is a shortage in the pack, which will not be overcome this season. Prices are very firm and will undoubtedly remain so until next spring. Late advices from the coast of Maine indicate a shortage of 300,000 cases in the present year's pack of sardines. The season closed considerably earlier than usual and many of the packing houses did not get enough fish to fill their contracts. In view of this shortage prices are high and a further advance is looked for shortly.

Dried Fruit—The outlook for active trade in dried fruit during January and February is promising, but dealers do not expect any great revival before February. By that time everybody will be done with stock-taking, consuming demand will have increased and everything will be on a more satisfactory basis than it is now. With the exception of prunes, stocks of all lines of dried fruits now held on the coast are exceedingly light. The unsold stock of prunes is about 1,000 cars, and this despite the fact that the export trade for prunes during the last season has been larger than during any previous year. The prune market is in good shape and prices are firmly held. Raisins are firm, with an upward tendency which promises higher prices later. There are very few standards in Association hands. Practically all holdings are Pacifics or Orientals, the latter poor quality at that. According to advices from the coast the supply left in first hands is small, probably not exceeding seventy-five cars of standard goods. Of other grades the supply is larger, but not as large as last year at this time. During the month of October, 1898, there were shipped from the Fresno district 1,221 ten-ton cars of raisins; October, 1899, the shipments were 876 cars—a decrease of 345 cars. In November, 1898, the shipments aggregated 640 cars; in the same month of the present year there were 719 cars shipped out—an increase of seventy-nine cars over the No-

vember shipments of 1898. The aggregate shipments of October and November, 1898, show an excess of 266 cars over the corresponding months this year. Peaches are comparatively easy and there is but a small demand. Apricots are unchanged. Prices are firmly held, but sales are small. Figs are easy and somewhat neglected. The Turkish fig crop for this year is about 48,736 camel loads. In 1898 the output was about 13,000 camel loads, compared with an average of 70,000 loads. Dates are selling freely and there is a probability of there not being enough to satisfy the demand as there is such an unusual demand this year. Prices are very firm and have an increasing tendency.

Rice—The demand for rice is slightly improved, especially for the medium grades. Prices are unchanged, but the market is firm.

Molasses—Owing to the high prices and comparatively limited supplies, the molasses business is not very brisk, but as jobbers' stocks are light, there will probably be heavy buying soon.

Nuts—The sale of nuts for holiday distribution has been unusually heavy and prices in the main have ruled firm and high. Now that the holiday trade is practically over the outlook is so encouraging that there is but slight cessation to trade, and business is still very active. There appear to be no particular favorites, all varieties selling alike and all moving at high prices. Very few filberts are left, but the demand still continues heavy and prices are firm and steady. Pecans are scarce and high. The season's output in Texas amounts to but thirty carloads, against sixty carloads last year and 400 carloads in 1897. Peanuts are firm and in good demand.

Green Fruits—The lemon market shows no change. The demand is not large but fairly good for this season of the year. The range of quotations appears low when compared with summer prices, but the figures are higher than are sometimes paid at this season. Bananas are firm under a rather increasing demand. Arrivals at present are not large and the market is in good shape.

Rolled Oats—The rolled oats market has again declined and prices are 25¢ per bbl. and 10¢ per case lower. It is the general impression that bottom has been reached, as the present price is below what the price of oats would warrant, and an improvement in price will undoubtedly take place early in January.

W. R. Lawton, grocer at 165 Stocking street, has purchased the grocery stock of A. O. Hasse, at 58 Second street, and will continue the business at the latter location. Mr. Hasse will retire from the grocery business.

John E. Zevalkink has opened a grocery store at 182 Butternut street, purchasing his stock of the Lemon & Wheeler Company.

O. J. Miller has embarked in the grocery business at Casnovia. The Ball-Barnhart-Putman Co. furnished the stock.

T. P. Wilson has engaged in the grocery business at Dublin. The stock was furnished by the Ball-Barnhart-Putman Co.

H. J. Green has opened a grocery store at Winchester. The Olney & Judson Grocer Co. furnished the stock.

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

The Produce Market.

Apples—Selected cold storage fruit is meeting with fair 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 about the same as a week ago and will probably remain steady until after the annual inventory season.

Beets—\$1 per 3 bushel bbl.

Butter—Factory creamery is steady at 25¢, local dealers being now able 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 20¢, fancy fetching 18¢ and choice bringing 16¢.

Cabbage—60¢@75¢ per doz.

Carrots—\$1 per 3 bushel bbl.

Celery—15¢ per doz. bunches.

Cranberries—Jerseys are in fair demand at \$6.50@6.75 per bbl. Wisconsin Bell and Bugle are entirely out of market.

Dressed Poultry—Spring chickens are in fair demand at 10¢. Fowls are in demand at 8¢. Ducks command 10¢ for spring and 8¢ for old. Geese find a market on the basis of 8¢ for young. Old are not wanted at any price. Turkeys are in good demand at 9¢ for No. 2 and 10¢@11¢ for No. 1.

Eggs—Storage stock has demoralized the market to that extent that Chicago stock is marketed here at 13¢ and local stock at about 17¢. There is fully 4¢ difference between the two grades of goods. Fresh stock is coming in very slowly and 18¢ is top, because of the cold storage stock which has been taken by the trade.

Game—Rabbits and squirrels are in fair demand at \$1 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. Ducks and snipes must be marketed and closed out this week, because the season closes Jan. 1.

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

Live Poultry—Squabs, \$1.20 per doz. Chickens, 60¢@7¢. Fowls, 5½¢@6½¢. Ducks, 6½¢ for young and 6¢ for old. Turkeys, 8¢ for young. Geese, 8¢.

Nuts—Ohio hickory command \$1.25 for large and \$1.50 for small. Butternuts and walnuts are in small demand at 65¢ per bu.

Onions—Spanish are steady at \$1.60 per crate and home grown are active and moving at 40¢ for Red Weatherfields, Yellow Danvers and Yellow Globes and 45¢ for Red Globes.

Parsnips—\$1.25 for 3 bu. bbl.

Potatoes—The market is without material change, although the cold weather has a tendency to stiffen things up, because it tends to retard loading and prevents farmers from bringing in supplies.

Squash—Hubbard commands 1½¢ per pound.

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

Turnips—\$1 per bbl.

The Grain Market.

Owing to the Christmas holidays, both at home and abroad wheat has been lifeless. Exports have not been as large as usual, while receipts have been less than one-third. Still the visible showed an increase of 1,725,000 bushels, which makes the visible 58,810,000 bushels. The increase is mostly in Chicago, Minneapolis and Duluth. The increase in the Northwest is owing, probably, to the mills having restricted their production because the price of flour does not compare with the price of wheat. The reverses for the British in the Transvaal caused an advance of 2¢ per bushel, but that was lost before the week closed. The question arises, Where does the wheat come from? As stated, deliveries from first hands at initial points

are very small compared with what they were one year ago. We think all this will be changed in the very near future. We might add that the amount on ocean passage showed a large decrease of 2,450,000 bushels, leaving the amount afloat for Europe only 20,500,000 bushels, as compared with over 35,000,000 bushels a year ago, which is the smallest amount afloat for many years. One thing the bear element count on is the very favorable outlook in the Argentine. That country has shipped about 60,000,000 bushels and will probably commence shipping its present crop in the middle of February, providing the harvest has no setback.

Corn has been rather easy and prices are drooping. The visible increased 775,000 bushels, which leaves the visible only 12,357,000 bushels, not a heavy burden. It looks like a good purchase, as the present crop does not turn out as well as early predictions warranted.

Oats remain very steady, as the increase was only 75,000 bushels, leaving the amount in sight considerably under last year. Where the large crop that we raised is a mystery, as we ought to have more in sight than we have. Consumption is large and prices are strong, about 1¢ higher.

In rye there is nothing doing, prices remaining as last week. There is some little enquiry for rye, but there seems to be no snap to the market.

The flour trade holds its own. The mills are running on old orders, but after the New Year we look for more domestic demand. Mill feed is still in demand and prices are about the same. As many mills are running only about half time, we look for a steady demand.

Beans, while there is no decline to be noted, are not in as great demand as they were some weeks ago.

Receipts have been as follows: 58 cars of wheat, 18 cars of corn, 8 cars of oats.

Millers are paying 66¢ for wheat.

C. G. A. Voigt.

Wykes Market Co. in Trouble.

E. B. McDonald, proprietor of the Wykes Market Co., left the city Saturday or Sunday evening, ostensibly for Chicago for the purpose of purchasing fixtures for another store he intends to open on Canal street. He left the store in charge of Geo. Webber, of Toledo, who is reported to be willing to purchase the present stand as soon as Mr. McDonald is ready to open the other store. The absence of Mr. McDonald from the city and his failure to remit for shipments received by him has alarmed country consignors to that extent that several of them have been in the city this week, but some at least have been unable to effect an adjustment of their accounts. Conrad Clever, the Middleville meat dealer, was unable to secure an adjustment of a \$123 account for goods consigned and has placed the matter in the hands of Wanty & Knappen, who have garnished McDonald's balance at the Grand Rapids Savings Bank and taken such other steps as will enable them to secure an adjustment of the account. Considering the fact that Mr. McDonald has been chattel mortgaged ever since he engaged in business here, it is unaccountable to the Tradesman why shippers would send him consignments of goods, especially in the face of the repeated warnings of the Tradesman not to deal with irresponsible individuals except on a cash basis.

Woman's World

Success in Society Measured by Unselfishness.

You are about to make your first plunge into the gay world of society, my dear little sister, and you are anxiously wondering whether you are going to be a success or a failure—whether your card will be struggled over at the balls and no affair will be complete without your presence or whether you will be left to wither and pine unnoted in the awful shadow of the chaperon's chair. You have seen other girls just as pretty as you, just as bright and just as well launched, meet both fates, and you ardently wish that some of the successful debutantes who have gone before had left a few sign posts on the way to blazon the path you should tread.

Now, just what it takes to make a girl a success no one knows, but there are at least a few things tending that way, to which I would call your attention: In the first place I would earnestly recommend you to study the art of expression. That is one of the amenities of life that we are apt to underestimate, yet what a world of difference the mere tone of voice or the inflection of a word can make. You will recall that in Chevalier's delightful ditty the hero, in setting forth his complaints, declares that it "wasn't what 'ee said, it was the narsty way 'ee said it" that gave offense—a state of affairs with which we are all familiar enough to make us sympathize. Who has not writhed under some remark couched in unexceptional language, yet uttered in so sneering a tone that it was a deadly insult? Who has not felt the keen edge of sarcasm in many a honeyed speech? Women are clever at this kind of thing and "it wasn't what she said, it was the hateful way she said it" that is the real reason of many a girl's lack of popularity.

But while we are all quick to appreciate the dark side of this question, we overlook the fact that there is another view of it as cheering as the other is dispiriting, and it is this that I would especially impress upon you: If there is a "narsty" way of saying things, there is a nice way that is well worth your profoundest study. Acquire that and you have found the open sesame to popularity, for none of us are insensible to its charm or fail to be led captive by it. Have you ever thought of the difference in the way of saying even such a simple thing as the morning salutation? There is a "good morning" that is as curt as a slap in the face, a mere perfunctory compliance with a custom, and there is a "good morning" that is almost like a caress and that seems to say that the mere meeting with us is an ever recurring pleasure that makes the day brighter. Only the two commonplace words, you see, but between them is the gulf in which lies our personal vanity and self-love, and nobody is such a dullard as not to distinguish between them.

In reality, it never matters so much what we say as how we say it, and this recalls to me a little story of a woman I once knew, who, although she was neither very bright nor clever, maintained a reputation for brilliancy simply by the expressive way in which she exclaimed, "How wonderful!" Let a doting mother come to her and babble of the precocity of her children, their beauty and wit. At appropriate intervals she would exclaim in the most interested possible manner, "How wonder-

ful," and the flattered mother would go off singing the praises of a woman who had sense enough to recognize an infant phenomenon when she heard of it. When a chrysanthemum haired football hero discoursed to her of his achievements on the gridiron, she would punctuate his remarks with "how wonderful." "Clever woman, that," he would say, "doesn't ask fool questions—thoroughly understands the game," although in reality she never knew a right tackle from a quarter-back. Politicians found themselves drawn out by her "How wonderful" into dissertations on ward politics; business men, after recounting their schemes into her sympathetic ear and listening to her exclamation, declared her head was as sound as a bell and that she hit the nail on the head every time. Everybody agreed she was the most entertaining person in town, simply because she had mastered the art of listening intelligently and using two little words as if she meant them.

This may seem to you an extreme case, but you will not have gone far in your little journey in the world without becoming aware that the most offensive rudeness of our day and the thing we resent most in other people, however much we may be guilty of it ourselves, is the lack of attention. Nobody listens. Nobody appears to pay any attention. I know of a woman here who met another woman in an elevator of a fashionable shop. "And how is your charming sister?" enquired one. "She has been dead two years," replied the other, the quick tears rushing to her eyes. "How extremely charming for you," murmured the first speaker, with unconscious brutality without listening to the other. She was only a little worse than the rest of us. We ask people how they are in a tone of voice that indicates we don't care a rap whether they are well or ill. We offer condolence without one vestige of pity in voice or expression, and congratulations without even a smile of pleasure to back them up as evidence of good faith and meaning what we say. We listen to a story of somebody's experience with an expression that shows that we are bored to death, and then have the nerve to exclaim, "How interesting," although the most stupid person on earth could not fail to see we are telling a palpable falsehood. Cultivate the art of looking interested. Nothing else in the world is such subtle and intoxicating flattery as to feel that we have entertained anybody. If you can acquire the ability to speak to people as if they were a personality to you instead of a part of the scenery or a piece of furniture, you will be on the high road to success. Moreover, you will be unique, because nobody else does it.

Cultivate also gratitude and appreciation. Every young girl thinks that the world belongs to her and that other people exist merely to make her have a good time. That is a mistake. Older people also have some rights and it is never safe to trample on them with impunity. Mrs. B., who invites you to her party, may make no complaint because you used her house as a picturesque background for your flirtations, and came and went as if it were a public hall; Mrs. C., who invites you to her box party at the theater, may say nothing of the curt way in which you nodded your good night; the old gentleman, your father's friend, who sent you flowers, may not speak of your rudeness in not making any acknowledgment of them, but these things are treasured up

Blank Books

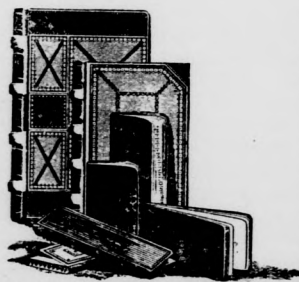
Of all Descriptions from
5 cents to \$10.

Undoubtedly the biggest assortment in the city.

Letter Copying Books,
Letter Files,
and everything in that line
you need in your office.

Will M. Hine
Commercial
Stationer

49 Pearl St., cor. Arcade
Grand Rapids, Mich.

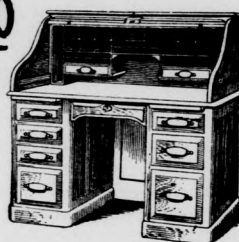


FURNITURE BY MAIL

MAGAZINE PRICES OUTDONE

\$18.50

FREIGHT
PRE-PAID.



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

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

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

Write for our complete Office Furniture Catalogue.

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

HOUSE
HOLD
FUR-
NITURE

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

WE PREPAY FREIGHT

News and Opinions
OF

National Importance

The Sun

Alone Contains Both

Daily, by mail... \$6 a year

Daily and Sunday, by mail... 8 a year

The Sunday Sun

Is the greatest Sunday newspaper in the world.

Price 5 cents a copy. By mail, \$2 a year.

Address THE SUN, New York.

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages..... \$2 00
3 Quires, 240 pages..... 2 50
4 Quires, 320 pages..... 3 00
5 Quires, 400 pages..... 3 50
6 Quires, 480 pages..... 4 00

INVOICE RECORD OR BILL BOOK

50 double pages, registers 2,880
invoices \$2 00

Tradesman Company
Grand Rapids, Mich.

FURNITURE BY MAIL

MAGAZINE PRICES OUTDONE

There's
Satisfaction

in having our chair in
your home.

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

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



Arm Chair or
Rocker No. 1001.

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

Sent to you
freight prepaid
on approval for

\$24.75

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

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

HOUSE
HOLD
FUR-
NITURE

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

WE PREPAY FREIGHT

against you, and the day will surely come when they will quietly drop you. There is nothing sweeter to age than the graciousness of youth, and that, my dear, is another winning card in your long suit.

Learn to sit still without wriggling. It is the most amazing thing on earth that so few girls have any idea of the value of repose. They jingle their bracelets, they twist their chains, they screw up their faces, they wear an observer out with ceaseless motions. Petty, fussy and erratic ways are amusing for once in a way, but no man wants to let himself into a continuous vaudeville performance for life. Men value peace of mind and body above everything else, and you will notice, my child, that it is never the fidgety, flighty little minx who makes the best match. When a man with a reasonable amount of sense starts to pick himself out a wife, he looks around for some calm woman with large, quiet ways of looking at things. Nobody in his senses wants to sign articles for a voyage that is going to be a perpetual tempest.

Don't flirt with every man who comes along. Remember that the one who can love and ride away—and that is always the man—has the advantage in that little comedy. Besides, some day there will come a man who will bring you a true and real love, and he may have a prejudice against shop-worn goods. Above all, never flirt with your friends' husbands. It may flatter your vanity to think that you can charm a married man. It may amuse you to see how jealous you can make his wife, but reflect on the fact that married women rule society, and that they have a very certain coventry to which they send the girl who flirts, and from which she never returns alive.

John Randolph once declared he had found the philosopher's stone to be "Pay as you go." That's a good motto for girls, too. Don't be a dead-beat. Don't take courtesies and give nothing in the way of politeness in exchange. Pay your little tributes as you go along to other people's self-love, their own interest in their own affairs. Don't expect everything to be done for you and to do nothing for others. In a word, be unselfish. Society does not set up as an exponent of the golden rule, but when we look at it the closest and study those who are the most popular, we find that they are those who have remembered to do unto others as we should all like others to do unto us. And there's the case in a nutshell, little sister.

Dorothy Dix.

An Optical Delusion.

Effective results in show windows are often produced by the aid of mirrors, doubling the exhibit, or even seeming indefinitely to extend it. A curious illustration of the effectiveness in such use was shown in a window of a big toy store. Ranged in companies and battalions following one another upon a foot-wide strip of glass raised above the floor of the window and extending close to the window front, and along the entire width of it, was a long column of toy soldiers, marching, or seeming to march, the figures being all in marching attitudes. At the side of the window was a mirror standing vertically, but running back from the sidewalk, and at a little distance from the window the reflection in the mirror of the marching column of soldiers had the appearance of a continuation of it, the column turning at the mirror at a slight angle from the course of its march along the glass, the effect being produced by the angle at which the mirror was set.

GOTHAM GOSSIP.

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

New York, Dec. 23—Never in the history of this town have the stores at holiday time been so packed and jammed as they have this year. From the time the doors opened until 10 o'clock at night great throngs have been spending money right and left. And, on the other hand, your correspondent, after living here sixteen years, has never seen so many beggars. They range through all grades from the man with a bosom pin to the hobo pure and simple. Legitimate trade for the time being is swallowed up in the holiday rush, and the situation will be rather confusing from now until after stocktaking and matters get settled for 1900. Jobbers are all busy as bees, and it is hard to get anybody to talk. They all seem happy and the very few failures attest general prosperity.

The coffee market has been rather steadier than last week and buyers seem to be more disposed to purchase goods than then. Some good sales have been reported and roasters, as well as jobbers, are doing a more active business. Holders of Rio No. 7 are asking from 6¼@6¾c. In store and afloat the amount of coffee aggregates 1,259,254 bags, against 1,138,078 bags at the same time last year. Mild grades of coffee are attracting more attention and the market is firmer than for some time. Good Cucuta is worth 10¼c. In sympathy with other sorts East Indias are commanding greater attention, and while quotations are no higher they are more firmly adhered to.

The refined sugar market has witnessed very few changes and nothing has occurred to mar the serenity of the situation. Withdrawals under old contracts have been light and little new business transacted. Quotations are unchanged as yet, and whether there will be a change after January 1 has not yet been announced.

Low and medium grades of teas are meeting with some enquiry, but there is room for improvement and this it is confidently thought will come after the turn of the year. Holders are very firm in their views and especially for black teas.

There has been a fair enquiry for rice during the week from both out of town and local dealers, and holders seem to be well pleased with the situation. Sales have not been large in any one case, but the aggregate is a very good showing. There has been rather more firmness for domestic sorts than for foreign grades, although both are firm.

A moderate trade has been done in spices, but holders hope to see an improvement after the new year's business begins. Pepper is strong and ginger and cloves are both firmly held.

The activity in canned goods seems rather less than a week ago, but there is still a good call for many lines and the market will be in good condition before the end of the year. Prices are very firmly held and are likely to advance on many lines after the turn of the year. Packers are not especially anxious to make further deliveries of future goods, and this seemingly is the part of wisdom, for the price now and the price eight months from now are likely to be rather far apart. New Jersey tomatoes are worth 77½@85c, as to brand. Salmon is quiet and unchanged.

Lemons are dull. Orders are for very small lots and the outlook is for a quiet time for at least a fortnight and probably longer. For oranges there is an average demand and prices are hardly as firm as last week either for Floridas or Californias. Jamaicas repacked in barrels are worth from \$6@6.75 per barrel. Bright Floridas, choice to fancy, \$3.75@5; russets, \$3.25.

Bananas are in light supply and firmly held at from \$1.15@1.30 per bunch for firsts.

Arrivals of butter are light and the market is in good shape. Some sales of gilt-edge creameries have been made, rising 27c, and while rather exceptional, it is likely to be well established soon.

Western creamery, firsts to thirds, 25@33c. Imitation creamery, seconds to firsts, 18@22c. Western factory, 17@20c.

Holders of cheese are very firm in their views, although little business is being transacted at the moment. State cheese, full cream, fancy stock, is worth 12½@13c for small size and 11½@12c for large.

For other than strictly desirable goods the egg market is decidedly dull, and with a likelihood of increasing receipts the outlook is not specially encouraging for shippers at the moment. Western fresh gathered, loss off, are quotable at about 23@24c and from this down to 15@17c.

Twenty Dollars a Month For Daylight.

A strange case has come up in Milwaukee, where the owner of a business block has been obliged to pay \$20 a month for the privilege of having sunlight in one window of his building. A firm had rented a room in this building on condition that it be provided with natural light. This was effected by cutting a window in the wall overlooking the property of a neighbor. The latter promptly shut off the light with a tight wood screen. When remonstrated with he took the position that the light was his, and that as he had a right to erect a building on his lot, he had a right to put any kind of a structure permitted by law. An enquiry by the attorney for the other party developed no flaw in the position taken by the light purveyor, and his terms of \$20 per month had to be met. His neighbors, he said, could have nothing belonging to him without paying for it. Our friends, the single taxers, are loudly rejoicing over this, claiming that it is exactly what is being done with land. They say if it were as easy to corner sunlight and air as it is to get control of the natural opportunities offered by land, the human race would be in a good deal worse fix than it is, and we would soon be taking out our licenses to live.

Phone 432

Geo. E. Ellis

98 Monroe Street

Stocks
Bonds
Grain
Provisions
Cotton

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

CHICAGO BOARD OF TRADE.
CHICAGO STOCK EXCHANGE.
NEW YORK STOCK EXCHANGE.

Correspondents—Lamson Bros. & Co.,
Purnell, Hagaman & Co.

The orders for
Pure Buckwheat Flour

made by

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

Are rapidly reducing their supply.
Write to-day for special prices.
Feed and millstuffs in carlots a specialty.



It does not appear really necessary to argue the value of advertising in trade papers. That is an accepted truth. New evidences are constantly "coming to the front" in the experience of observing advertisers, and these we occasionally put before you as an incentive to enlarged effort, and as illustrating the practicability of profitable advertising. Besides, we want you to know that there's no guessing with us, that our suggestions are the fruit of results. Our proposition is the BEST trade paper advertising in the country and we would like to talk business with you for 1900. May we?

TRADESMAN COMPANY
GRAND RAPIDS, MICH.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - DECEMBER 27, 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. 20, 1899, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.
Sworn and subscribed before me, a notary public in and for said county, this twenty-third day of December, 1899.
Henry B. Fairchild,
Notary Public in and for Kent County, Mich.

SECRET OF HIS SUCCESS.

It is not easy to say just what was the quality which made Dwight L. Moody's ministry so wonderfully attractive. His earnestness of manner, as if he had a special message to deliver, was one of his strong points, and the boldness with which he charged vices and crimes upon his hearers was another. The musical exercises contributed by the equally celebrated Ira D. Sankey added greatly to the effect. No congregational singing was permitted, but Sankey would charm his vast audiences by his sweet and plaintive airs, which he sang to the accompaniment of a small melodeon.

Mr. Moody was never ordained as a minister of religion and had no authority to exercise the offices of the priestly order, nor did he attempt anything of the kind. He simply preached, attracting everywhere enormous crowds to hear him. His discourses were plain and simple in style, and no rhetorical effects were attempted. His delivery was energetic but not noisy, and his enunciation was extremely distinct. He never ranted, and his remarks were entirely free from the slang and cheap vulgarisms that have made some other so-called evangelists insufferably objectionable to decent people.

Religious demonstration, or demonstrative religion, is chiefly a matter of emotion and sentiment. A large concourse of people, first hushed into silence so that the attention of all may be obtained, can be brought into harmonious sympathy by sad and pathetic music, and then the entire assemblage is ready to be controlled by a speaker, if he but have the ability to interest his hearers. This ability is, of course, a matter of personality. Evidently Mr. Moody possessed it in a high degree, rivaling in his powers of controlling a crowd the celebrated Whitefield.

George Whitefield, who flourished for thirty years, up to 1760, was held to be

one of the most eloquent and powerful pulpit orators that ever lived. He was an Englishman, educated at Oxford University, and regularly ordained a priest; but he spent his life preaching as a missionary to vast crowds in public halls and the open air. He was not in harmony with any church organization, but was a Calvinistic Methodist in belief. He preached in the British Isles and in America, and drew enormous crowds everywhere, and exerted the most complete control over them. At the age of 50 years he broke down in body and mind, and shortly afterwards died.

Of all public speakers, those whose theme is religion have in every age been able to attract and enchain the attention of the vastest audiences and to exert the greatest influence over them. Paul, on Mar's Hill, in the first century of Christianity; Peter the Hermit, in the eleventh; Whitefield, in the eighteenth, and Moody, in the nineteenth, are striking instances in the Christian world; while Mahomet and other celebrated leaders of heathendom are equally remarkable. The entire human race is profoundly interested in spiritual matters, and particularly those which relate to futurity, and men will listen to any vagary on the subject if it be but able to arouse their emotional and sentimental natures at the first and promise them special benefits in the future. Of all themes religion is the most attractive and the fullest of interest, and it is a great mistake to suppose that spiritual preaching will drive away auditors. On the contrary, it is secular and materialistic teaching that wearies and disgusts congregations. They want to know the hidden things of the spirit, and he who can gratify his hearers in that respect will command the greatest numbers of them.

Dentists are heavy sellers of old gold, in the shape of fillings from extracted teeth. Many a victim of toothache has contributed in gold to the dentist several times the value of the fee paid for the extraction. This is one of the tricks of the dental business that isn't generally known. It would be no more than right for the dentist who finds a dollar in gold in a tooth, the extraction of which costs the patient 25 cents, to charge nothing at all, but to give the patient 75 cents in change, instead, yet nobody ever heard of a dentist doing that.

John Bull has grown wondrous cousinly. Now is the time for Cousin Sam to settle that Alaskan boundary question. That is to say, it would be if Cousin Sam could be mean enough to follow Cousin John's rule of procedure. But Cousin Sam, until very recently, at any rate, has been a fellow of good conscience and won't.

The Lord may love a cheerful giver; but he can not approve of the blackmailing methods used by many to hold up and extort money from the charitable.

That House investigating committee will not let Roberts lose any of his wives if it can help it.

A sweeping reform is needed in the matter of wearing long dresses on dirty streets.

The memory of that Fashoda incident still rises to plague the pride of France.

Men who lead double lives are those who have lived single ones too long.

THE MOUNTAIN AND THE MOUSE.

The doubting Thomases of the commercial world are greatly exercised. If the Chinese can live on nothing and are abundantly supplying their home market how is this country going to be benefited by an open door, even if that boundless territory has 500,000,000 inhabitants? This endless talk of commercial supremacy which the various nations are fighting about is a rehash of the laboring mountain and the birth of the mouse. Where does the advantage, to the United States for instance, come in? Better keep away from the Almond Eyes and turn the tremendous overflow of American products and manufactures to where something like satisfactory returns can be expected.

With no expectation of removing a single doubt from the agitated hearts of these Thomases the Tradesman would like to remark that China, in opening her doors and tearing down her walls, admits her half-civilized condition and so holds herself ready to accept the influences of civilization and enlightenment which the more fortunate nations of the earth may have to offer. The old, with her, has passed away; all things have become new. She is not as if she had never been, but as one who has been compelled to admit her failure to keep abreast of the world and is determined to catch up in the shortest possible time. If steam is the best way to get from Bangkok to Peking she will have steam. If the American engineer is the best agent to direct the work and the American rail and the American road equipments are the best so be it; let them all come in. Progress is the watchword of the hour and the American its best exponent. With the 500,000,000 demanding all these things it does seem as if the demand might make a difference in industrial and commercial America which even a stupid Thomas might comprehend.

Even in agricultural matters the same fact is apparent. The clumsy farm implements which the early New England farmer used offer no greater contrast with the modern implements than do those of the modern Chinese. The plow is a little one-handed affair with a moldboard of a few inches surface, for surface work only, and drawn often by men and women. Taking the average man and woman as we find them, civilized or half civilized, will Thomas kindly tell us whether the Chinaman will prefer to go on with the good old ways of his fathers or adopt the up-to-date methods. With such a plow deep plowing is an impossibility, and so unheard of, and the Chinese farmer has the prejudice of his American co-worker of a hundred years ago against turning all the valuable surface soil underneath. The Chinese hoe is as big and clumsy as it is heavy, the harrow is its counterpart, the fork a curiosity; and whatever pretains to the modern cultivation of the soil is of the same stamp. Will the displacing of these relics of the past for the improved implements of modern farming be liable to affect the American trade in them, and so affect their manufacture?

The crude in means and methods is nowhere better shown than in gathering and preparing the harvests. The ripened wheat, for example, is either pulled up by hand or cut near the root with a four-inch sickle. The wheat is threshed by placing it on the ground, prepared by wetting and rolling with heavy stone rollers to make it hard and smooth, and passing a heavy stone roller

over the grain. It is winnowed by tossing grain and chaff into the air with a shovel, a process which makes the Chinese a nation of dirt-eaters. Does any one suppose that the introduction of the American wheat-farm methods would fail to revolutionize the methods of the gathering and the preparation of the Chinese crops, or that it would not increase the manufacture and sale of the improved machinery in this country?

Among all the productions of the Celestial soil none gives the doubting disciple so much comfort as the cotton crop. With labor at the minimum and rice to be had for almost nothing, what's to hinder the importation of Chinese manufactured goods and the consequent shutting up of the American cotton mill? It looks as if the same old reason will have to be given: A general Chinese don't-know-how. From start to finish the methods of manufacture are as old as the empire itself. The gin is a contrivance by which two rollers are depended on to squeeze out the seeds. Scutching is done with a tight bow upon the string of which the fiber is snapped. The spinning of our grandmothers will fairly illustrate theirs. Compare now the results of the American cotton loom with the fifteen-inch wide goods of uncertain length and quality of Chinese make, and reach the inevitable conclusion that the American article has the better of the comparison 100 to 1. As if to compel the removal of all doubt the Customs Commissioner of Newchwang writes: "Both American drills and American sheetings have come into great favor here, the demand for them having become quite phenomenal," and another Commissioner at Tien-tsin says: "Cotton piece goods advanced from 14,475,000 to 16,000,000 taels (\$1.40), all of which is practically due to increased receipts of American makes, which now represent about one-half of this branch of the trade."

That the mountain has been in labor there is no doubt. That a mouse, and that a small one, has been born has been asserted. The facts do not testify to the assertion. They do testify beyond all doubt that there is every advantage to the United States in establishing commercial relations with China and that here, as is recorded in the sacred narrative, the doubting Thomas can be counted among the blessed who believe because they have seen.

It is announced that Great Britain is "preparing for a mighty struggle" in South Africa. With all her big generals, so far, whipped to a standstill, it looks to the uninitiated like she had already had a right lively scrimmage in that region.

The birthday of George Washington not being much observed, attempts are now being made to celebrate the anniversary of his death.

The Russian bear may yet reach out for the dangling latch-string of that "open door" and pull it to with a mighty slam.

The Russian bear may take advantage of England's South African reverses to walk about some.

The man who has seen better days generally remembers some of their jolly nights.

When money is tight, people who have none succeed in getting tight without it.

A QUESTION OF DIFFERENCE.

While it would be far from the truth to say that certain periodicals seem anxious to get this Government into a quarrel with her neighbors, it would not be stretching the truth at all to state that they are certainly not saying nor doing anything to prevent it. Germany, they tell us, is turning towards us her cold shoulder, if not her back. She makes a fuss over our importations and declares they are not what they are claimed to be. She is all the time intimating what she does not say; and then when we were giving Spain a piece of "Hail Columbia," nothing but a peremptory order—or what amounted to it—kept the German warships where they belonged. England does pretty well for England. She gets her feet a good ways over the boundaries, though, especially if there is any gold-bearing soil where her foot happens to rest; and everybody knows that her friendship during these troublous times is politic rather than real. The talk about Saxon kinship and similarity of blood and all that nonsense is "sweet" and all that sort of thing, but wait for the war clouds to roll by and then see how sweet it will all be. France is the same old cat she has always been. Purr! She can be heard as far as Devil's Island when the sun shines, but quicker than the reputed owner of that piece of property will her claws sink into the startled flesh of her foe, fancied or real, on the slightest provocation. They are all alike—drive the dog out of the manger and let any one of them creep into his place and no one could tell the difference. There would be the same snarl and growl and the same showing of teeth.

Take Russia. Every once in a while that country and this have spasms of "distinguished consideration" for each other. The American Eagle alights upon the shoulders of the Russian Bear, and, leaning over, lovingly wipes his beak upon the responsive muzzle of his shaggy friend, while the owners of the National emblems exchange chocolate drops and bonbons. For all that there is danger ahead. The strongest friendship often turns to the bitterest enmity, and the growling Bear will find the talons and beak of his feathered neighbor quite as sharp and effective as his own teeth and claws. There it is; the fact is as much in evidence to-day as it ever was. Dwellers on the opposite banks of the same water, be it rivulet or Pacific Ocean, will be rivals in spite of fate. Already a break exists between that country and this, which is to be widened by same radical differences of external policy and National interest, if the prophets of evil are to be believed.

It is barely possible, however, that these double-sighted seers may be deceived, for behind the guns of a nation is the nation itself, and the character of that nation must be considered before predictions are made of its future. It does not follow that radical differences lead necessarily to warfare. So far Russia and the United States have had no resort to bayonets to settle disputes, and if there is a greater difference than that existing between these countries—the one an absolute monarchy and the other a free and independent republic—it has yet to appear. Grant this, and grant, too, that competition must come in lines of production, manufacture and commerce. The swapping of jack-knives, even "unsight, unseen," does not end in a fight. The wants of one nation will be catered to by the skill and ingenuity of the other. Both will be benefited by

the exchange of goods and good will, and the very differences, radical as they are and naturally must be, will give to each a character and a dignity which belong to nationalities that are exercising a wholesome influence over the world.

The United States can fight, but will only when it is the only thing to be done. The traditional chip is never on her shoulder, nor is she curious about its position on the shoulders of her neighbors. "Live and let live" is her policy, and this, with a constitutional determination to mind only her own business, will keep her from embarrassing entanglements with whomever she comes in contact.

It is safe to say that the American skies are not darkened by any threatening war clouds. The Russian and the American are not anxious to tear each other's eyes out. Germany may not be overfond of the American hog—on four legs or two—and may refuse to accept the best dried apples that the markets of the world have ever bought and sold, but that is no reason for firing bullets into each other. John Bull may, while standing with an arm around Brother Jonathan's neck, work his toes down into the golden sands, and reluctantly remove that foot; but he will with a little urging, and that is all that is needed. So with the rest. They all have peculiarities and these sooner or later become radical differences. The relations existing between them may lead to questions more or less difficult, but the good sense, the hatred of strife, the love of gain by peaceful methods, uppermost in the minds of all, will make friends of these foreigners and so settle in a peaceful way every question of difference which can ever come up between this country and them.

Under the Maryland law no terrapin can be sold that measures less than 5 inches across the lower shell. A queer fact about the terrapin of Chesapeake bay is that those on the western shore grow much faster than those on the eastern. The theory is that the western water is less salt.

Congressman De Armond, of Missouri, saws wood for exercise, and declares that many of his best speeches have been formulated while engaged in that exercise. His wife is described as "one of the best politicians in Washington."

No man has ever been nominated for the presidency from the Senate, although many senators have struggled hard to reach the white house. Garfield came near to breaking the spell. He was a senator-elect when nominated.

Canada lacks only 237,000 square miles to be as large as the whole continent of Europe. It is nearly thirty times as large as Great Britain and Ireland, and is 300,000 square miles larger than the United States.

British officers in the Transvaal would have been made heroes long ago if they could have taken yellow journalists into their confidence and paid their expenses while with the army.

It is asserted that the wine cellars of France contain alleged champagne enough to supply the world's demand for three years—nearly 150,000,000 bottles.

Hope is the bubble the unsuccessful man blows and blows until it bursts.

THE GRATITUDE OF REPUBLICS.

But for the friendly attitude of Great Britain in the beginning of the war of the United States with Spain, there would have been a most formidable demonstration by the continental powers of Europe on the side of Spain and there would have been serious trouble or a backdown for this proud Republic. While this is true, it is no less a fact that the friendly demonstration by England was dictated by selfish considerations, the great object being to gain a powerful friend in case of need. The British power is both envied and feared by the great nations of the European continent, and the vast commercial supremacy of the United Kingdom is a subject for extreme jealousy.

The great European powers are already rejoicing at the reverses of fortune suffered by England in the war with the Boers, and nothing would please them more than the utter defeat and humiliation of the "Triple Kingdom." There is great danger of a general European coalition against Great Britain, and the danger is all the greater because the British army appears to have lost prestige in the African war.

The only hope that England has of preventing such a hostile combination rests upon the great strength and prestige of her naval establishment. Not a nation of Europe dares tackle the British fleet. But it is certain that in any serious combination against her, the Triple Kingdom must stand alone. Nothing is to be expected from the great English-speaking Republic.

The history of the relations between the United States and France will give a proper idea of what would be the policy of the United States under any appeal by England for aid against a European coalition. Before the existence of any United States of America, and when the thirteen American colonies, with their small population of not more than 3,000,000 souls, not by any means united in the effort to gain national independence, and but poorly supplied with money and munitions, were engaged in a desperate struggle for liberty and the right of self-government with the then-powerful Kingdom of Great Britain, they must surely have failed but for the aid afforded by the Kingdom of France, which intervened on the side of the colonies with great fleets of ships, with armies and with money. Subsequently, when France got into war with England, urgent demands were made upon the United States for substantial aid, which were promptly refused, and by no less a personage than Washington.

Washington was right, for he realized that any war not waged in the defense of the rights and property of the American people would be destructive of their interests and wholly unwarranted by the peaceful policy and mission of the Republic. It was this experience with the French demands that made the foundation of his celebrated discourse on the importance of keeping out of foreign complications and entangling alliances. Yet, from a sentimental point of view, it seems utterly mean and selfish, after having enjoyed the saving help and support of the French people, to refuse, when they were in dire extremity, any return of the invaluable aid that had been received from them.

The same rule of policy which induced the acceptance of French aid in the War of the Revolution, and which hailed with high appreciation the friendly countenance of the British Govern-

ment and people in the Spanish war, will also prevent the rendering to Great Britain of any return, as it did in the case of France when she was in sore need of friendship and substantial assistance.

Gratitude is possible to monarchs, and particularly to those who are not bound by constitutional restraints; but it is entirely out of the power of republics. Kings and emperors may plunge their people into bloody and costly wars out of considerations of mere sentiment, but republics have no such right or power. They should limit resort to arms to the defense of the country and its people, and the maintenance of the rights and honor of the nation. It is a question how far this proper policy has been violated in the war with Spain; but it is certain that Great Britain, being in great straits and stress in a war with a coalition of great powers, would look in vain for any substantial aid and comfort from the United States. That is the gratitude of republics, and it is the same sort of gratitude that Greece and Rome dealt out in their republican times.

A striking use of the X rays is to be made in the case of two sisters who are joined together in the same manner as the celebrated Siamese twins. These girls were recently discovered in Brazil, and have reached the age of 10 years. The examination with the X rays is to be made with a view to determining whether the bond joining the two bodies can be severed by a surgical operation. If the bodies are independent, surgical treatment would be justifiable and possibly successful, but if there is an actual connection between the two organisms such a step is, of course, out of the question.

There is a sugar beet factory at Lehi, Utah. At Springvale, twenty-five miles above, there is no refinery, but there is a "crusher," where the sugar beets are sliced and the sugar extracted. The sugar and all the impurities, in a very thin syrup, are piped twenty-five miles to Lehi, where the sugar is refined and extracted.

Since his inauguration as President, Mr. McKinley has never seen a play. Each of the Washington theatres has placed a box at his disposal. The mistress of the white house, however, is rather fond of the play and frequently visits the theatre with friends.

Brooklyn's postmaster is planning to use automobiles for the delivery of mail in that borough. If the experiments are successful the use of the trolley mail cars will be abandoned and probably smaller automobiles will be used for collecting the mail.

In times of peace prepare for war, or prepare to be licked when war comes. When time was called in South Africa, England was not ready for the fight.

A great man never feels so little as he does when an insignificant, ignorant ward leader has the power to turn him down in his political aspirations.

Tight trousers make troubles between a man and his tailor, and untimely tips only serve to widen the breeches.

The street-corner champion of labor rarely gets time to work on his own account.

A man borrows trouble when he borrows money that he cannot repay.

Clerks' Corner.

How a Dishonest Clerk Overreached Himself.
Written for the Tradesman.

The fellow had been with Brinsmade for five years.

He began as a cash boy and had worked his way up to the linings counter and there he stuck. Other cash boys came and other cash boys went, but Vance Stinson seemed destined to go on forever. For a time it looked as if his ambition had reached its height. He was lively and hummed a pleasing tune to himself in what little intervals of business he had. He began to be critical in the matter of neckties. He "dropped in" of an evening to see how affairs were going on at the theater. He began to find good places for "gad" in his conversation. A pocket mirror kept him posted as to the appearance of his hair. The hang of his trousers was a matter of considerable concern to him, and he had frequent discussions about first-class hand-me-downs and back street tailors.

These things are all very well. Like other infantile diseases they have to be had, but it is a little trying, oftentimes, to one who is rearing the tender offspring. However, "what can't be cured must be endured." The most anxious period of all in the clerk's family life is the sleeve-button time. That passed, it is possible to reach some definite conclusion in regard to the patient. If he breaks out into filled gold no power on earth can save him; the journey to the commercial boneyard is only a question of time. If he buys the genuine thing, it may come high, but his constitution will carry him through.

Vance began at the beginning of the line of ailments and took them in their regular order. He varied the "entertainment," as Brinsmade put it, by complaining about his wages—he wasn't getting half enough. "A feller has to keep himself lookin' decent, and he can't do that on nothin'." There was only one way out of it—he ought to have his salary raised. "Gad! I'd like to wake up some fine morning and find myself with a salary of \$1,500!" This chance remark clung to him. The fairy story idea in it pleased him, and he stopped humming to indulge in dreams. He talked about it on all occasions, in season and out of season, and Brinsmade himself got tired of hearing of it. He liked the boy, and it finally occurred to him that "just to see," he'd raise the boy's salary a little and tell him that as soon as he made himself equal to it, he would give him a better place and so better pay. That very day he asked the boy to come to the house that evening; he wanted a talk with him. Preliminaries over, the manager said:

"Stinson, I'm going to raise your wages three dollars a week, and the raise will begin to-morrow morning. That isn't all. You need, more than anything else, a good dose of common school. I've arranged with a teacher at Dickson's night school to take you in hand three evenings a week and I'll pay the bill. He'll expect you next Monday night. Now go in. It'll be tough work at first to stand on your feet all day and then go home and pour over a lot of dry schoolbooks till bedtime, but you need that more than anything else, and I'll give you the chance. I've been there myself and know all about it, and to cheer you up I promise you a better place at the end of your course if you

bring in a statement from your teacher that you've done your work well.

"I'm going to tell you, Vance, that I've heard about your complaints and your longing to wake up some morning and find yourself with a \$1,500 salary, and I'll tell you right now that that sort of position and that salary come as a result: you must earn it beforehand. What you wish is for me, or somebody else, to take you up bodily and set you down in that sort of position without any preparation or any fitness for it or any ability to maintain it. That never will happen. When you were complaining to Glasgow the other day and said you only wished you 'had a chance,' I made up my mind that I'd give you one. I have—now let's see what you'll do with it. You'll have to practice considerable self-denial. I guess the cigars and the theater and such will have to go, but we'll see. Do your best, work your hardest, earn your better place, and I'll see that you get it. No matter about the thanks, it's deeds, not words, I want. Good night."

Vance Stinson left the house walking on air. He went home and tried to sleep, but couldn't. He lay awake for a while and tried to run over his educational acquirements, to decide where his studies should begin, and got lost. He woke the next morning in that long-desired condition of finding himself with a better salary, and wondered whether he'd better stop at that bangup tailor's on Seventh street and order a new cutaway with light trousers. He put on his best necktie (he'd bring home that \$2.50 one he saw in Braman's), and he guessed he'd try a twenty-five cent lunch at Fortesque's—"a man needs good food in order to do good mental work." On his way down town he went by the tailor's, and studied the patterns in the windows so long that he was late at the store and Brinsmade was the first man to meet after he went in. He tossed him a familiar "Hello!" as one good fellow hails another and went to his place. The boys "passed the time of day," with him, or tried to, and he snubbed them. When he felt as if the time had come, he told them of his good fortune and "the chance the had to build himself up." It was a good time to boast, and he improved it to its full extent and, the wonder and the envy of all the rest, went out and came in among them a marked man.

At the end of six months Vance Stinson thought the time had come for promotion, and he'd like to take the place promised him. A month went by and, getting tired of waiting, he quietly suggested to Mr. Brinsmade that it was about time for him to redeem his promise. That gentleman wrinkled his forehead as if he didn't quite understand, and then, with an "All right, bring on your papers," passed on.

"Papers! Papers! What in thunder did the man mean?"

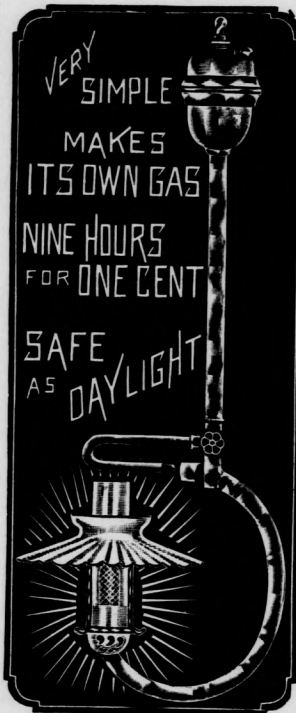
At night he loitered until the rest were gone.

"What papers did you refer to this afternoon, Mr. Brinsmade?"

"The papers you were to bring me from the night school, saying that your work there was what it ought to be. Got them?"

"No, I went on with the school until I found it didn't amount to anything, and then quit 'em. I couldn't go over all that old rigamarole that your man there wanted me to, and when he insisted on it, I just quit. After a man's been in business a while he don't want to be fooling around with grammar and

Brilliant. Safety Gas Lamp



When writing to advertisers please mention the Tradesman.

For Store Lighting and Family Use, or wherever a Good, Safe Light is needed.

In ordinary use it will not cost over 15 to 20 cents a month at 100 candle power rate. The Mammoth Rochester Lamp burns one gallon in 10 hours, while ours burns less than one quart in 15 hours. There are many gasoline lamps advertised at all sorts of prices and representations by inexperienced and irresponsible parties, who have never before been heard of in connection with the lamp business, or for that matter, but few of them in any legitimate business. They assume that you know less about lamps than they do. Why take chances on lamps from this class of people and jeopardize your property, your store or home?

The Brilliant Safety Gas Lamp is guaranteed against such risks, as both lamp and company are well known.

Over 15,000 Brilliant Lamps now in successful operation.

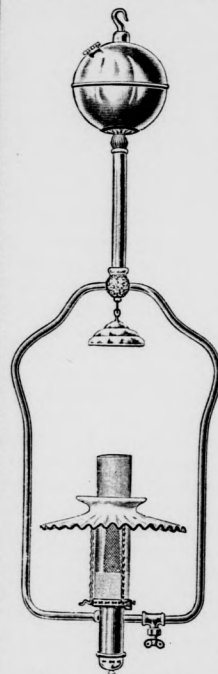
We have put them on the market at a fair retail price with a good living profit and protection to the agent or dealer. We give exclusive territory wherever it is consistent. Write for illustrated circular and particulars.

Brilliant Gas Lamp Co.,
46 and 48 Clark Street,
Chicago, Ill.

George Bohner, Agent.

President of the late GEORGE BOHNER CO., which has been the largest wholesale lamp house in the country for thirty years.

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. 104	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.

square root and geography. Good heavens! After I'd been in the store all day, tired's a dog, I'd have to sit down in that room of mine and peg away until midnight. Then the next night I'd go to the school and he'd keep me there until everything had shut up but the drug stores. I just couldn't stand it. I'm sorry on your account, Mr. Brinsmade, and I'm no end obliged to you, and just as grateful to you as I can be, but I guess I bit off more than I could chew—more than I wanted to chew, anyway."

Here he looked into Brinsmade's face and stopped the yarn he was about to start in on about "how thankful his mother was—" there was something in the manager's look that told him he had gone too far already.

"As the matter stands now," said Mr. Brinsmade, "you went to school until you got tired, and then left, and now you want me to promote you, after raising your salary to start with to encourage you. How long did you keep up your study?"

"Oh, three, four weeks, I guess. I wasn't there every night, you know, but I guess all told it amounted to about four weeks. I told him to send you the bill. That ought to fix it."

Brinsmade's lips pressed themselves firmly together. He opened them just far enough to let the words squeeze through: "Before you go to sleep you get that account from Dickson and bring it to me. I want it the first thing in the morning. If it isn't forthcoming by eight o'clock, there'll be a little job for a constable. Good night."

It is needless to say the bill came. Brinsmade led the way into his private office, took from his desk a bill, the counterpart of the one Stinson had given him, and saw that the accounts were the same. "Now, then, Vance Stinson, is that account correct?" he asked.

"It must be—yes, that's all right."

"Then you've been to school six times during the last six months—once a month."

"I couldn't do it, that's all there was to it."

"And you allowed me to suppose that you were carrying out your part of the contract."

"The school didn't amount to anything."

"Not amount to anything! Don't you know that a fool can go through college and that a student who is in earnest will learn anywhere? I gave you a chance. You abused it. Don't you ever make the statement again that you 'never had a chance.' That isn't all: For seven months you have been receiving a salary that you 'received on a condition, and you, supposing you were deceiving me, have taken it week after week for seven months and then have the gall to come to me and ask for a raise in your wages. What do you suppose I've been about all this time? Don't you think I have eyes and ears, and don't you suppose, too, the favors I've been giving you have made a reporter of every man, woman and child who has known the despicable part you have been playing?"

"If you knew, why didn't you stop it?"

"I did, as soon as I had accomplished my purpose. I have given you a fair chance, in more ways than one. I have tried you, and have given you the benefit of the doubt when you didn't know what was going on. During the last seven months you have tried to cheat me. You have lied to me. You have

played the hypocrite, and would have gone on if I hadn't stopped you. You are a whited sepulchre, and are full of dead men's bones. You are morally rotten, and, if the public knew what I am forced to believe of you is true, you would be shut up. Now, I have only one place for you—behind the linings counter, at your old price. It's been a question with me for months to fire or not to fire. I've decided not to fire. You can't do any harm in here, and you can stay or not as you choose. Which will you do?"

"I think I'll go."

"Your choice is a good one. Go! Good morning."

The last news of Stinson was that he had gone to the Klondike.

Richard Malcolm Strong.

Maxims Which Must Be Observed by the Successful.

Arm yourself with a stainless integrity; let loose the heaven-born gifts of genius and ambition, and a resolution that courts, but never counts, the heaviest odds; begin on the basis of cash, even if you have to start with a tack hammer; almost unawares it will become a trip-hammer, doubling and trebling every year with the relentless energy of a circular saw. Then success will come—not all bright sunshine, but here and there deep, black shadows that will search you to the heart, agonies that will drive the blade through the quick into the marrow up to the hilt; but pluck and patience and moral courage will always win, and the sun will shine again and final triumph—alloyed it may be with bitter dregs—will come solid, decisive and enduring.

Keep good company or none. Never be idle. If your hands cannot be fully employed, attend to the cultivation of your mind. Always speak the truth. Make few promises. Live up to your engagements. Keep your secrets, if you have any. When you speak to a person look him in the face. Good company and good conversation are the very sinews of virtue. Good character is above all things else. Your character cannot be essentially injured except by your own acts. If anyone speaks evil of you let your life be so that none will believe him. Drink no kind of intoxicating liquors. Ever live (misfortune excepted) within your income. When you retire, think over what you have been doing during the day. Never play at a game of chance. Avoid temptation, through fear that you may not withstand it. Earn money before you spend it. Never run in debt unless you see a way out of it again. Never borrow if you can possibly avoid it. Do not marry until you are able to support a wife. Never speak evil of anyone. Be just before you are generous. Keep yourself innocent, if you would be happy. Save when you are young, to spend when you are old. Read over the above maxims once a week.

Charles Broadway Rouss.

New Hands at the Helm.

Bay City, Dec 2—The regular annual meeting of the Bay Cities Retail Grocers' Association was held last evening, when the following officers were elected: President—C. E. Walker. First Vice-President—Edw. West. Second Vice-President—Frank Lucker. Third Vice-President—Geo. Gougeon. Secretary—E. C. Little. Treasurer—Geo. A. Fuller. Kindly correct your roster of our officers to correspond with above, and oblige. E. C. Little, Sec'y.

Business with the busy bee is always humming.

The Magic Gas Lamp

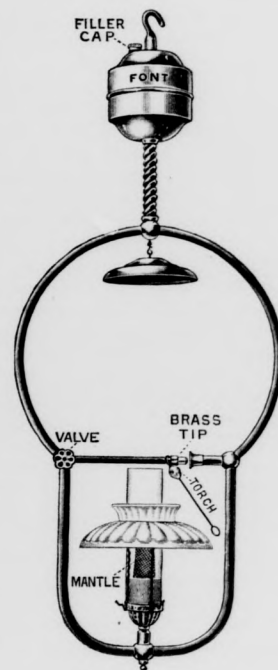
Approved by the Board of Fire Insurance Underwriters.

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.

TURNING A NEW LEAF.

The One Honest Man the Merchant Found.
Written for the Tradesman.

"I am thinking," said the commission merchant, with a sigh, "of turning over a new leaf to-night."

We were sitting in the commission man's office one New Years eve, smoking and talking over small details of business, when the remark was made. The office was a little den of a place, occupying not quite half of the front end of the store—an exact half would have carried it to the center of the doors opening on the street—and the partitions which divided it from the main part of the place of business were of glazed sash.

As we sat there in the dim and dusty little room that night the dead blackness on the other side of the glass seemed to assume a personality and glare in upon us. I can never sit in such places at night, even with warmth and light and friendly voices about me, without imagining myself existing in wasting despair on a bit of an island in the heart of a dark and troubled ocean. We all have strange fancies in connection with silent darkness and awful sweeps of space, like the face of the sea.

"Yes," continued the merchant, "I think I will turn over a new leaf to-night, it being the last day of the old year, and have a new page ready for the morning."

"What sort of a leaf?" I asked. "A moral leaf, with bands of steel holding both appetite and passion in check; a religious leaf, with foreign missionary attachment, or a commercial leaf, with heart of flint and no conscience to speak of?"

The merchant mused with his feet at the top of the stove for a time and made no reply. His face looked old and worn, and I knew that his thoughts were of the past and not pleasant.

A peculiar man was this friend of mine, a combination of talent and impracticability. He reminded me of a human guide-board, forever pointing to others the highway of success, yet never for long traveling it himself. I had known him as a business man in half a dozen cities within as many years and had just discovered him in the city where we were that night, so we were talking with the freedom of very old friends.

I presume you have seen just such men in plenty, inventive, fertile in imagination, quick to see a business opportunity, practical in the arrangement of details, yet, through lack of capital, industry, economical methods, or some other important quality, never entirely successful in anything. The sands of the business sea are strewn with just such wrecks.

I said the man was quick to see business opportunities. I know of a dozen men with slower intellects than his, but with better staying qualities—possessed of just enough ability to fix the eye on one point and keep it there; less sensitive and less honest, but with stronger nerves—who are accumulating fortunes in schemes invented and mapped out, sometimes to the minutest detail, by my friend, while he receives nothing from them whatever. I suspect that it is as true with business schemes as it is with inventions, that those who first recognize opportunities and figure out winning methods seldom reap the rewards.

"I think," said the merchant presently, with a smile, "that I'll try to keep my mouth shut next year. Like the parrot which got into trouble, 'I know

what's the matter with me; I talk too much.'"

So his thoughts were running in the same direction as mine. He was going through his unprofitable past with a blue pencil, as an editor would express it.

"Another thing I'm going to do next year," he resumed, "is to keep my ideas to myself. If I see anything good and am not in a position to take advantage of it, I'm going to let it go to waste. What's the good of giving everything away? It's nothing but a species of egotism, after all. You are so anxious to let others know how clever you are that you are willing to contribute your best thoughts to their advancement. And you are not even thanked for it. Yes, in the elegant language of the Bowery, I mean to 'keep my face closed' next year."

"But you won't," I said. "Your brain is too active, your bump of caution too small. You'll see points you can make, and you will talk."

"Aside from small charities," continued the merchant, smiling at my disbelief in his good resolutions, "I'm not going to do one kind or friendly act for any living person next year. One only makes enemies and gets into trouble by doing things for other folks."

"What other humane ideas have you?" I asked.

"Oh, I'll find enough before the year is out," was the reply. "You just observe how cross and self-contained I shall be. If you want to engage a growly old bear for the season of 1900, I'm your beast. I'll be a whole menagerie, with a snide band, a whitewashed elephant, a leaky tent and a gang of three-card men on the side."

"Anything else?"

"Isn't that enough? Why, the meanest enemies I have on earth are the men I have helped. I've been thrown down by men I made, financially speaking, dozens of times. I'm going to be a rock-ribbed, case-hardened, double-faced, lying, cheating knave from this time out. You just watch me."

"Yes," I said, "I'll look out for you."

"You'll have to," was the reply, "if you have business dealings with me. I'm going to sit in my office and look wise. If I'm tickled half to death over some business prospect, I'm going to look grave and regretful. I'm going to speak slowly and drag my words, and look hurt if any one cracks a joke in my presence. I'm going to cut every fellow that doesn't wear better clothes than I do, and make it a point to be seen on the street with bankers and successful men; in short, I'm going to be the champion fraud of the street, which is better than being the champion fool of the town."

"What did you ever do with that stove patent?" I asked.

"Partner stole it," was the short reply.

"But it is a good thing," I insisted. "Why didn't you look out for your own interests?"

"Why wasn't I born with a jaw like a mule and the talent of a highwayman? My partner stole it I tell you."

"Didn't you get anything for it?" I asked.

"Not a cent. You see, as usual, I was on my uppers when I perfected the idea, and I assigned half the invention to this man on his promise of putting it through the patent office and getting it going."

"Well, he did all that."

"Yes, I know; but he got it patented



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

Snedicor & Hathaway Co.

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

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

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

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.

YOU NEED THEM

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

WE MAKE THEM

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

in his own name and is now manufacturing it on his own hook. Of course I've been a three-stranded idiot, but you just watch me next year. You'll see a cold-blooded reptile if ever the earth bore one."

"But that stove patent is too good a thing to lose," I insisted. "You ought to contest the matter in the courts. You can secure justice easily enough."

"Justice!" said the merchant, with a mirthless laugh, "there are only two classes of people on earth who get justice. They are the millionaires and the cowboys. The former buy it and the latter take it with loaded guns. Awfully sorry, but I am neither a millionaire nor a cowboy."

"It's a shame," I cried, hot with wrath, yet not a little amused at the merchant's style of philosophy. "I have heard good reports of that man's honesty, though I have never seen him."

The merchant smiled.

"My son," he said, "an honest man will become dishonest if not watched. Your best friend will rob you if you do not protect yourself. Oh, I'm on to the whole game now. You watch me next year."

As the merchant ceased speaking there came a persistent knocking at the street door, which was locked, the merchant having been busy with his books when I interrupted him earlier in the evening.

We both looked out through the glass of the partition, and saw a middle-aged man in a heavy fur coat and cap standing with his hand pressed against the door. As we looked, he turned his face up to the sign overhead, and we caught a fair view of a full red beard, a pair of resolute blue eyes, a straight nose, wide at the nostrils, and a heavy determined jaw.

The merchant gave a gasp of surprise, and I could see that he turned pale while I looked at him.

"The man out there," he whispered, his hand trembling on my arm, "is the man who robbed me of what we were just speaking of. Why is he here and what can he have to say to me? The impudence of the man! I thank God that I am not alone to-night, as I have been so many nights of late, for I believe I should kill him if there were no one to stand between us. I should murder him, and proclaim my crime through the streets!"

The merchant paused a moment, trying to regain his composure before opening the door.

"It is useless," he finally said, turning to me. "Will you be kind enough to turn the key and let him in? I am just a trifle weak. And here—take this."

"This" was a heavy revolver, which he took from his pocket and passed to me.

As I gazed at him in amazement, he suddenly sank into a chair and dropped his chin upon his breast.

This was indeed a strange ending to our half-serious chat. I had never before seen my friend—usually so quietly philosophical, so ready to cover his disappointments with a glaze of humor—so intensely excited. You may imagine that I was not altogether calm myself.

I stepped into the store and turned the key in the big lock of the street door. The stranger entered at once, greeting me with a smile and a pleasant "good evening," and passed on into the office, where the merchant still sat with his head bent despairingly on his breast. I lost no time in following him, not knowing what tragedy might be enacted

there, notwithstanding my friend's resolve to keep his temper and not resort to violence.

The stranger looked about curiously as he entered and seemed at a loss to account for the despondent attitude and silence of the merchant.

The merchant did not move, but it seemed to me that his alert and muscular body was gathering for a spring at the throat of the man who stood smiling down upon him. I stepped between them, making a pretense of getting nearer to the stove.

"It's lucky I found you to-night," said the stranger, presently, "for I should have given up the quest and left the city early in the morning. You have given me a devil of a chase, Dan. Where have you been keeping yourself?"

The merchant lifted a pale face to his visitor.

"I have been wandering from place to place," he said fiercely, "poverty-stricken and hopeless, while you—"

He paused with a quick choke in his throat, and the stranger completed the sentence.

"While I have been hunting for you, and advertising in the papers for you, and following you from one city to another, only to learn that you had gone away but a few days before my arrival, leaving no address. But I've got you at last, and now I'll have some help in that confounded business that's been built up from your invention."

"Our friend is a bird of passage," I said, trying to relieve the strain of the situation, "and does not remain long in one place."

"I think I have something that will hold him now," said the stranger, with a gay laugh. "Are you ready to go to the factory in the morning, Dan?"

The merchant arose slowly to his feet and stood facing the speaker, his arm trembling on the high desk.

"I don't quite understand," he said. "I thought—"

"That I had robbed you," interrupted the stranger, "which shows that you don't know me. Look here."

The stranger slowly unbuttoned his heavy coat, took a bundle of papers from one pocket and spread them out on the desk.

"Here is the report of our business," he said, pointing out the totals at the bottom of the page. "Total profit, after paying for the entire plant, \$20,000. You can have a check for half of it to-night if you want it, but you must go back with me and help run the concern. I'm about pegged out. But it's a gold mine, Dan. Twenty thousand a year at least. I've hustled things while you've been whisking about the country."

The merchant sat down again. It seemed to me that the excitement of the occasion had quite taken his strength. His face was paler than before and his eyes were misty.

"I've got to have a minute to take it all in," he said, "but I want to get hold of you, Jim. Why, you're the first honest man I ever met."

"Honest," said the other, seizing the limp hand of the merchant with a hearty grip, "I'm not any too honest, I can tell you. I have charged up to you every cent of my expenses in looking you up, and if you don't hurry up and get back there, I'll charge you for the time I have spent, too. I'll tell you some other time how I chanced to find you here. Any place near here where we can get a bit to eat? I'm as hungry as a bear. Introduce me to your friend."

The merchant did so, though his

voice trembled, and then we set out for the nearest restaurant. And such a time as we had, and how happy the two partners were—one because he was receiving a fortune that would forever place him above want, and the other because he was doing the honest thing.

"I'll never condemn all mankind again," said Dan, "because I meet a thief now and then. Now, here's Jim. He might have kept everything. Instead of that, he insists on spending his time and money looking up a morbidly disposed man to divide with. I can't understand it yet."

"You just wait until I get you down to the works," said Jim, "and you'll understand it all. Oh, the way you'll have to dig in. I've been working night and day for two years, and now I'm going off to Europe for a rest."

"Do you think," I asked, "that the works will be a good place for a real 'growly old bear, with a snide band, a whitewashed elephant, a leaky tent, and a gang of three-card men on the side?'"

"If you ever tell Jim that story," shouted the merchant, "I'll have your life."

"I'm not afraid of you," I said, "for I've got your gun."

"Or that story, either," said Dan. And I promised not to; but this narration ought not to count, because of the good it is likely to do to despairing men.

The commission store was closed the next day, and now Dan is heels over head in the manufacture of stoves, his cynicism all gone, and as full of schemes and as "easy" for sharpers as ever.

Still, I often wonder whether he wasn't more than half right in his estimate of men in general, and wonder, too, whether the rules of life he mapped out that night for his new page are not worth considering seriously.

For, you see, it isn't every man who has been buffeted about and thrown down by the world who meets his honest man—with an accounting to make—at last.

Alfred B. Tozer.

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.

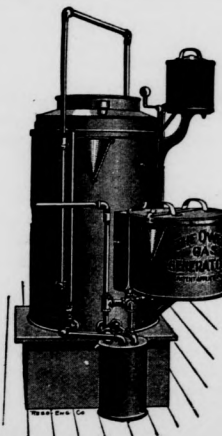
**Valley City
Milling Co.**

Grand Rapids, Mich.

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.



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.

The Meat Market

Everyday Incidents in the Life of the Butcher.

If I ever make up my mind to go into the butcher business, I will decide on one other thing also, and that is that I will not start in Jersey City. One balmy day last week I took a stroll through some of the side streets and the one principal thoroughfare—Newark avenue—and discovered that the Jersey City butcher is up against a tough game. Nearly every one-horse grocery store has a fresh meat counter; every butter and egg store has its meat department, and the butchers who handle only meat are bunched; that is, they "get together" on certain blocks. Start from the Pennsylvania ferry and walk up Montgomery street and you soon get the idea that you have struck a vegetarian colony and that the place should be called Butcherless City. For six long blocks there is not a market to be seen, and then you hit 'em thick. Suddenly you see meat markets on every side, and conclude that you have a case of jims. But you haven't. The markets are there, all right—five of them. Then walk on again and you won't see another for two blocks, when four come to view, and so it goes. On one block there are six.

I wondered if this bunching was accidental or deliberate, and set out to get some points. A well-known butcher told me this: "You see, this is one of the few cities that has no public market, and people like to go where they can compare stock and prices. To accommodate them we open shops in some one neighborhood. Here you see us side by side, and on both sides of the street, and that brings the people. It's a sort of public market by itself. They come in here and examine and price; then they go next door and do the same; then go across the street and repeat the dose. In the end they find us all about the same in price. Cut prices? There isn't much of it here. There are some cheap stores and cheap people patronize them. Oh, yes, I think it's a good idea to have butcher shops close together. Why don't you go up the avenue and ask the new people about it?"

The new people proved to be old-timers in the business, who have very recently opened a new shop, constructed on the "bunching" plan. They have given their place the name of the Jersey City Market, have let out stalls for the sale of various foods, and are drawing crowds. It's a big hit. Now, here's a curious thing. Next to this new Jersey City market is another shop. It has been located there for several years and enjoyed a good trade. Whether or not its proprietor trembled when he heard the biggest market in the county was to locate next door to him, I don't know. But if I had been in his boots I would have prepared to see my business receive a blow in the solar plexus. That's because I don't know the Jersey City public. Since the booming of the new place, the old place has doubled its trade, and the new place is doing all it can handle.

But it is in the side streets that one learns what competition the butchers are confronting. One little store had out a sign like this: "Confectionery, Ice Cream and Cigars, Milk, Groceries and Meats." There's a dwarf department store for you. These little all-line stores are open until 9 or 10 o'clock

every night and all day Sundays. And the butcher of Jersey City does less grumbling than those of any other place. He has grown used to it. He expects to have a hard row to hoe, and like "the man with the hoe," he keeps right on plugging and working and says nothing. There's a very healthy association over there now, and perhaps things may change for the good of the man with the cleaver. I hope so.

* * *

From Jersey City I took a car to Hoboken. More fun has been poked at that city than at any other in the country, but its people prosper, nevertheless. Every corner store is occupied as a saloon, and between each of the corners is a meat market. But what I want to write about is a sheep. You have seen coach dogs trotting along under wagons, haven't you? Well, a Hoboken butcher has a sheep that does the same thing. He says it's a good advertisement. His rival—who married his wife's sister, who wears big diamonds—is jealous about the sheep, and is trying to break in a pig to follow his wagon, but a pig is as obstinate as a mule. He tried a scheme of carrying a keg of milk in his wagon with a rubber hose attached to it, so that the pig could reach the hose. But the boys yelled "rubber" when they saw the hose, and that frightened the horse. So the scheme was given up.

* * *

From the city of beer I went to the city of churches. The funniest thing I saw there was this sign in front of a market: "Soap greens free with soap meat."—Stroller in Butchers' Advocate.

Canned Roosters' Combs.

From the Portland Advertiser.

One of our leading fancy grocery stores has an article of food which is new to Portland, though it may not be new in the larger cities. It is a French product and one that it will take some time to introduce here. It is nothing more or less than roosters' combs, neatly put up in fancy bottles, and made to look quite appetizing. The combs, originally red, have been bleached white and they are put up in a colorless liquid. They are used for garnishing and are also eaten in various other ways. It is perhaps not necessary to state that one must acquire a taste for them before he will like them. It is said, on the other hand, that when once the taste is acquired they make very good eating. This seems about the last thing that one would think of to tempt the appetite, but there are other things as odd as this. It is hardly to be expected that cocks' combs will become a popular article of diet in America.

A Grocer's Cow's Foot.

A Lewistown grocery store has quite a curiosity, says the Sun, a freak of nature brought into the store by a butcher. It is a cow's foot that measures 18 inches, so long are the toes. The toes extend out, spreading a little in width, and the left division twines around the right one just once. Both forward feet were like this, and the creature made a strange appearance when it walked. The hind feet were like any other cow's feet. The animal must have had the appearance of one of the monsters we read about in ancient lore.

Another Dog Sausage Joke.

The butchers of Berlin have a curious way of informing their customers of the days on which fresh sausages are made, by placing a chair, covered with a large clean apron, at the side of the shop door. In this country an idea as to when there will be fresh sausage meat for sale may often be gained by a study of the classified advertisements of a newspaper under the head of "Lost."

The road to Pretoria is rough and rocky.

4398 Gallons of Oysters 609 Boxes of Navel Oranges

Our record for the first four days last week.

RICE & MATHESON, Grand Rapids, Mich.

..OYSTERS..

IN CANS AND BULK.

F. J. DETTENTHALER, Grand Rapids, Mich.

BUTTER EGGS BEANS

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

STROUP & CARMER,

38 S. DIVISION ST.,

GRAND RAPIDS, MICH.

WANTED

We are always in the market for Fresh

BUTTER AND EGGS

36 Market Street.

R. HIRT, JR., Detroit, Mich.



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

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.

Special Features of the New York Poultry Market.

At no time is the carelessness practiced by shippers of dressed poultry more evident than on a holiday market. Dressed poultry shippers as a rule pay entirely too little attention to having their stock of fine appearance when it reaches the market place. At holiday times buyers generally want fancy poultry and the proportion of it available is usually very small in comparison to the offerings and to what it should be. Shippers making a business of sending poultry to the wholesale markets should endeavor to make their stock as attractive as possible, as that is a great deal in selling it and often materially affects the price. If shippers could visit the large distributing markets occasionally they would soon realize what a great difference there is in consignments of poultry and in many cases they would be more satisfied with their returns and would abandon the idea, which now often prevails, that their poultry was "as good as any."

* * *

Another important thing with shippers in sending poultry to market for a holiday is to have it reach the market-place in time to catch the best trade. Out-of-town buyers necessarily have to secure their supplies somewhat sooner than local operators, and it often happens preceding a holiday that the first stock received finds an outlet at more satisfactory prices than the poultry coming in at the last moment. At nearly all holidays there is more or less stock received after the holiday trade has completely supplied their wants, and in many cases after the holidays have passed. The transportation companies are necessarily taxed to their utmost owing to the larger number of consignments, and delays are to a great extent unavoidable. But shipments should be timed so that they will arrive early enough notwithstanding these unavoidable delays, and surely before the holiday trade is over. The retail buyers as a rule give their attention to their retail trade the day previous to a holiday, and unless they run short of stock, are not apt to be on the wholesale market for supplies.

* * *

Years ago when wild turkeys were plentiful, a good many were received here at holiday times with feathers on, and they were in demand to help dress the retail stores. Of late years, however, wild turkeys have been scarce and there is a call for old domestic toms—usually the larger the better—for dressing the stands. A good many were placed at quite satisfactory prices Thanksgiving, and we notice a good many on the market now for Christmas trade.

* * *

The express receipts of live poultry have been quite heavy of late, mainly from nearby sections, and in many cases the quality of the stock has been very poor. Some sections of this State and Pennsylvania ship fowls which are no better than the poorest stock received from Tennessee, Virginia and other Southern points, and such poultry has to be worked out at prices below those current for ordinary offerings.—New York Produce Review.

Oversupply of Poultry.

Overproduction of poultry and eggs is a possibility, but that such has at any time occurred is doubtful. The fear that the market may be overstocked has

deterred some from venturing largely in poultry, but such fears have never been realized. It is not unusual to find the market full at times, not only of poultry and eggs, but of all kinds of produce, though there is a great difference in quality. It has been said of butter that there was no intermediate kind, as butter is either good or bad. If not of the best quality it was of little value, and if but little inferior to the best there was no place whatever for it. Such may be said of the eggs, also, and it may be extended to poultry.

Quality regulates the price. A difference of only a cent a pound on poultry or a dozen of eggs seems insignificant, but when a large business is conducted the difference is great. As long as there are several prices for the products the market is overstocked with lowest priced articles only. The best will be in demand and will sell for all it is worth, but the term best means a good deal, for it includes everything pertaining to superiority. There is a large field open for those who aim to supply the market with the best, and every season they will find that they have room for improvement in order to excel. There is also much to learn in order to know how to provide the market with the best. A superior article will be accepted readily at all times and without regard to the quantity of inferior grades that may have been offered for sale.

Effect of Salt on Horseradish.

From the Philadelphia Record.

Some people care for nothing but lemon on raw oysters, but there are others who desire horseradish. Usually such folks regard the strongest horseradish as the best, but an experienced vendor of the condiment, Peter O'Neill, of Castle Valley, pooh-poohs this point of view. "Why should the strong horseradish be considered good?" says he. "It brings tears to your eyes and lifts the top of your head off and makes you want to sneeze. It has no taste whatever. The mild horseradish, that which has stood a while, is the best and pleasantest always. There is nothing so foolish as to think that the strong, biting kind is the fresh—that is the reason why it is preferred to the mild sort—for the very stalest, weakest horseradish can be made in twenty minutes strong enough to blow your head off. All you need to do is to add salt to it. Try this some time. Just take any old horseradish, dump in a spoonful of salt and then notice the difference. I don't know why salt should have such a powerful effect on the stuff, but no doubt a chemist could tell you that."

Work Doesn't Boss Them.

"So far as I have encountered them," said a citizen of the world, "a characteristic of great men is that they have time. They are not in a hurry; their work doesn't boss them, but they boss their work. They don't act as if every minute you stayed was valuable time lost to them; they don't fret and fidget. What time they do devote to you appears to be time that they can spare, and take things easy in, and be comfortable. The work seems to be incidental, and it seems as though they could turn to it when the time came and get through it with ease; and they always seem, besides, to have strength in reserve. It is a characteristic of the great man that he has time."

How to Prepare Pork for Cold Storage.

Cut and trim to perfect shape, leaving chine bones on hams and blade bones on shoulders; salt in the usual manner; use ten pounds of salt, two pounds of brown sugar, two ounces of saltpeter and one ounce of red pepper to each 100 pounds of pork.

Ready For Him.

Little Willie—Say, pa, was the earth created before man?

Pa—Yes, my son.

Little Willie—Why was it?

Pa—It was probably known that it would be the first thing he'd want when he arrived.

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.

Valley City Syrup Co.

Grand Rapids, Mich.

THE DEMANDS

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

MUSKEGON MILLING CO.

MUSKEGON, MICH.

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.

THE OTHER SIDE.

Some of the Faults of Michigan Fruit Growers.

I notice the Chicago commission men are often alluded to at meetings of fruit growers and produce shippers and placed in a very unfavorable light—in fact, called anything but honest. Since all cases have two sides to the question, and no one, to my knowledge, has taken up the other side of this one, I will attempt, and without prejudice, to offer a few suggestions. I shall not attempt to deny that there are dishonest commission merchants, and I have been led to the conclusion that there is no line of human activity, from the pulpit down, that has not in its ranks those not worthy the respect of their fellow-men and co-workers.

For all that, I do not hesitate to say, from the experience of many years' intimate acquaintance with the commission men of South Water St., that there are to be found as many honorable men in this line of business as can be found in a like number of men engaged in any other business.

I notice the complaints do not generally come from the best, and therefore the most successful, growers, those few in number that thoroughly understand their business and give it all the attention it requires; those having set out the varieties of fruits, thoroughly cultivated them, fertilized them, and seen to it, when the time came, that they were properly picked, and fully and honestly packed from top to bottom. Such men give their fruit to one or two houses throughout the entire season, and give them some idea how much they may expect daily, so they can make suitable provision for the disposal of the same. This class of growers will come over occasionally through the season and see for themselves the state of the market and its requirements, also see what we have to contend with, thereby gaining knowledge essential to their business, which the stay-at-homes can never learn. It is a different class from which the complaints mostly come. I can pretty nearly describe them: They bought run-down farms (or ran them down), or unfortunately planted a poor selection of varieties in fruits to start with, and then, instead of the labor necessary for success, they have for the most part trusted in providence for their crop. They do not personally superintend the picking and packing, but trust Tom, Dick and Harry, and take their word for it that it is all right. Such men, generally speaking, have no regular house to ship to, but are more likely to mark their goods to-day at the suggestion of the last drummer (although they never heard of the house before) whose remarks took their fancy. To-morrow they ship to some other house. Consequently, when they do ship some good fruit they never realize its full value, since it is not in one house long enough to establish a reputation.

These are the men that consider all men dishonest. They never stop to consider the subject and see if there is not something they should do differently, something wrong before the goods leave the farm, if there is no blame due themselves. I would ask who was it that required a "snide" sixteen-quart case made, or who ordered the peach basket a size or two smaller than their neighbors used? Of course, the factory furnishes baskets to suit their customers. The makers are not to blame. Their business is to make what their trade demands. But do those who use them

suppose for a moment that they fool the public—for are they not the ones who must be satisfied? Certainly not. Then who are the real sufferers? In reality both parties suffer. He that uses the off or small-size package causes a severe loss to the user of the full-size package. Neither does the user of the snide package gain anything by it himself, as he is paying for an unnecessary number of packages, with freight and cartage on the same. Uniformity of packages is of prime importance. How can we have a standard of values without it?

To illustrate, let us suppose the laws were lax so the storekeepers could give at their pleasure anywhere from 24 to 36 inches for a yard of cloth, or 12 to 16 ounces for a pound of sugar, and with no two asking the same price. What would you think of the situation? Would it not require the best brains of the family to do the marketing? You would even then be in a better position to get value for your money than the buyer of peaches, for while you get the yard of cloth of the same color and texture and the sugar of the same quality, the buyer of peaches has not only to contend with the odd sizes of baskets, but has no assurance that the contents are alike all through. The size of the packages should be so regulated that the dullest buyer could readily distinguish the relative sizes.

I trust you will see by this the importance, first, of uniformity in packages. Second, uniformity of the package itself, that the top layers shall in all cases be a fair criterion of the entire contents. When they do that we shall not receive fruit so entirely unfit for domestic purposes as we do now. The growers will then have taken the first steps necessary to raise the standard value of their goods, and thereby enable the commission man to get not only better prices, but greater uniformity in the returns—a condition which would tend greatly toward giving you a higher opinion of us, and raise us both in the estimation of the public.

Much more might be said on this subject, but I fear if more be added at this time it will find the waste basket.—Thos. Mason in Allegan Gazette.

Getting Acquainted.

The family had occupied the dwelling about a day and a half, and the mistress thereof was putting a carpet down in the sitting room, when there came a ring at the door bell.

She hastened to the front door and opened it. A smiling woman greeted her.

"Good morning," said the caller. "This is Mrs. Murkley, I presume."

"Yes."

"I am Mrs. Pergallup, your next-door neighbor."

"Glad to see you. Will you come in?"

"Thanks. I believe I will step in for a little while."

"You will find us all torn up, of course. We haven't begun to get things in shape yet."

"Now, don't you apologize, Mrs. Murkley. I know all about this thing of moving."

"It's an awful job, isn't it?"

"Terrible. I sometimes tell Mr. Pergallup I'd almost rather have a spell of sickness than to move. Two moves are about as bad as a fire. Well, I thought I'd drop in and get acquainted. Could you lend me a cupful of coffee?"

Highly Recommended.

"Why did you leave your last place?" asked Mrs. Willoughby of the would-be cook.

"I hovn't left me lasht place," replied the applicant. "I hovn't had any lasht place to leave. I've been workin' for meself for six months, an' I can recommend meself to yez very hoighly."

Michigan Fire and Marine Insurance Co.

Organized 1881.

Detroit, Michigan.

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

D. WHITNEY, Jr., Pres.

D. M. FERRY, Vice Pres.

F. H. WHITNEY, Secretary.

M. W. O'BRIEN, Treas.

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

DIRECTORS.

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

WHY

DONT
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.

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.

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

H. M. Reynolds & Son,

Manufacturers of

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

Grand Rapids, Mich.

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

ESTABLISHED 1868

Detroit, Mich.

Foot 1st St.

Commercial Travelers

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

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

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

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

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

Gripsack Brigade.

Ernest Fay, of Pontiac, has engaged to travel for the William Rensoe Range Co., of Cincinnati.

Judd E. Houghton, formerly with W. F. McLaughlin & Co., now covers Northern Michigan for B. Leidersdorf & Co., of Milwaukee.

Muskegon News: S. H. Mathews, for eleven years connected with the A. P. Conner Co., will retire from that firm the first of next month and will take a position as traveling salesman with Parish & Mann, of New Haven, Conn., suspender manufacturers. His territory will be Michigan and Ohio. Mr. and Mrs. Mathews expect to continue to make Muskegon their home.

Nashville News: George Hartom, of Battle Creek, a grocery salesman, while calling on his trade here last week, received a telephone message informing him of the death of his little daughter Louise, aged eight years. He was nearly prostrated by his terrible grief. Mr. Hartom was formerly in business at Assyria Center and has hosts of friends in this vicinity who will sympathize with him in his sorrow. Mrs. Hartom has been an invalid for the past year and Mr. Hartom fears the blow of the little girl's death will be more than she can withstand.

Saginaw Courier-Herald: Commodore Perry Coy, aged 55 years, recently died of stomach trouble at the home of his brother-in-law, Austin M. Hill, 125 Mott street. Mr. Coy had resided in Saginaw until four years ago when he removed from the city. He was a well-known traveling man and a member of the Knights of the Grip. The remains will be taken to Unionville for interment. The deceased leaves a wife and three sons, John A. Coy, J. Olo Coy and J. Barton Coy, who live at Fort Wayne, Ind. Mr. Coy served for two years during the civil war as ship's yeoman on the Avenger of the Mississippi squadron. He came to Saginaw eight weeks ago in the hope that the change would improve his health. His wife was with him at the time of his demise.

The First Day at Bay City.

Bay City, Dec. 26—The eleventh annual convention of the Michigan Knights of the Grip met in the common council chamber at 3:30 o'clock this afternoon and was called to order by President Charles L. Stevens. Committees were appointed and the annual report of the President then read. It referred mainly to the proceedings of the Board of Directors. The northern interchangeable mileage book had been so favorably received by the craft that the Board was satisfied to rest a while before asking for further favors. There were twenty death claims acted on during the year.

The report of Secretary J. C. Saunders showed the following: Members in good standing December 27, 1898,

1,690; admitted since January, 1, 1898, 100; honorary members, 123; total, 1,913. Deaths during year, 20; resignations, 9; delinquents dropped, 360; total active membership, 1,401. The Secretary explained that the Association had been carrying along a lot of dead timber for several years and when the new membership book was opened only such names as were in good standing were retained. The receipts of the general fund from fees during 1898 were \$976; 1899, \$566. The death fund received a total of \$6,364 in 1899. The expenditures during the year were \$1,630.23.

Treasurer O. C. Gould showed a balance of \$398.71 on hand.

This evening the local commercial travelers tendered their visiting brethren a banquet at the Fraser House, with a hop at the conclusion.

Convention of the Michigan Retail Grocers' Association.

Grand Rapids, Dec. 20—The seventh 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!
Jess Wisler (Mancelona), President.
E. A. Stowe (Grand Rapids), Sec'y.

Phin Smith, dealer in dry goods and millinery, Hastings: "It is a little tough to have to go without my meals for the sake of the Tradesman, but I shall have to do it. Got to have it."

The Hardware Market.

The last week of December draws near with an excellent business in progress throughout the country, thus closing a year of exceptional prosperity in the hardware and metal trades. A good business continues to be done by the jobbers, who are kept busy taking care of the orders which are coming in from retail merchants, while manufacturers generally, if not selling as many goods as a short time ago, are in most cases occupied in clearing up their order books and getting ready for the large business of next year. The matter of revising quotations is receiving a good deal of attention from manufacturers, some of whose prices have not been brought up to the present level of costs, as many of them have been working on raw material purchased at low prices. In such lines, until there sets in a reaction from the high prices of iron now ruling, gradual advances may be expected, and it is not unlikely that early in the year there will be frequent announcements of changes in price. While some manufacturers have taken advantage very freely of the opportunity to advance prices, others with a more conservative disposition have been slow to do so, and have fallen in with the general upward movement only when really necessary. The matter of inventory is beginning to engross attention, and will call for careful judgment on the part of the merchants, especially as to the prices at which the value of stock on hand should be computed. It will obviously be easy to make a more favorable showing for the year's business than the outcome will justify if inventory prices are higher than those at which the goods will eventually be disposed of. A conservative policy in this regard is the wisest, letting the year 1900 set out with a chance to give a good account of itself without the handicap of a stock estimated at fictitious values. It may be that in the natural course of things there will be something of a decline in many lines, and moderation in pricing up present stock will make it easier to have a good showing at the end of next year. It is a matter for congratulation that so many merchants, even following this conservative course, will be able in balancing their books to show a very satisfactory result of their labor and enterprise during the memorable year now closing.

Malleable Fittings—An advance in all kinds of malleable iron gas fittings is looked for very soon.

Screens—Makers of screen doors and windows have advanced their prices 35c per dozen on common doors and 50c per dozen on fancy doors. On window screens the advance is 5 per cent.

Wire Cloth—The price still remains at \$1.50, but there is every indication of an early advance, as the market is already oversold.

Builders' Hardware—An advance averaging 11 per cent. has been made on nearly the entire line.

Wire and Wire Nails—No change in price has been made during the month.

Window Glass—The market still remains in an unsettled condition and jobbers are quoting 85 and 10 per cent. discount on both single and double.

Hides, Pelts, Furs, Tallow and Wool.

It is a waiting market on buff hides, with quite an enquiry from Eastern tanners, who want them at lower values than have been ruling for a few weeks past. Harness stock is in good demand and, in fact, all heavy hides are wanted.

The call from abroad for heavy leather keeps up the demand for hides required to produce it and, while prices are seemingly weaker, the demand holds good on all grades.

Pelts are in good demand at fair prices, with no accumulations.

Furs are in demand at good prices, except on rat and coon and lining skins, which are accumulating. Skunk are in large supply abroad and are likely to decline on this side, as the holiday trade is cared for, and will probably drop to normal demand.

Tallow is easier. The whole trade is governed by the English demand. Soapers are not anxious buyers at higher prices, as their soap now costs more, on account of the advance of prices in other materials used by them, than they get for their product, and it is a losing game with them.

Wools hold firm, with light sales, as compared with November and early December. It is a waiting game here to see how heavyweight goods go in January. Our people are importing some grades and exporting others. The fine grades are higher abroad. All quotations are nominal, so far as State wools are concerned, as there are none here.

Wm. T. Hess.

Low Death Rate at Buffalo.

The Buffalo death rate last year was 12.24. This reckoning is obtained on the basis of an estimated population of 370,000, the number of deaths from all causes during the year being 4,533. No city in the United States of equal size shows a death rate so low. It is noticeable that nearly all the lake cities were comparatively healthy. Cleveland with a population also estimated at 370,000 had a death rate of 13.62.

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

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.

Does It Pay to Dispense Hot Soda?

There are some persons who maintain that remunerative hot-soda water sales may be made in any drug store whatever in the country, provided the syrups be good and the trade be properly pushed. Personally I must confess that I doubt this possibility. The hot-soda trade, while no longer in its infancy, can not yet begin to compare with that in cold soda, and while it is yearly increasing, it would, in my opinion, be unwise to urge the smallest pharmacies to put in a hot-soda outfit.

In the large cities I will admit that a profitable trade in hot-soda water can be built up by almost any druggist who will give it the necessary attention. Yet there are certain small establishments in some quarters of the city where the attempt to sell hot soda would prove a most doubtful experiment. A druggist in a town of a couple of thousand inhabitants, on the other hand, will, if enterprising, be able to turn many a penny out of his hot soda. It is not so much on the size of the town as on the enterprise of the proprietor that the amount of sales depends.

Among the first requisites for building up a profitable trade in hot soda is that of furnishing a good beverage at a reasonable price. Five cents a glass has come to be looked upon as the standard price for hot as for cold soda water, and while many special drinks are sold at eight and ten cents per glass, these are not, as a rule, the money-makers. Even five cents is more than some people will pay. Nevertheless, at five cents per glass, a large trade may be obtained in any good-sized city, and a handsome profit made. The outlay is not very great. Two hundred and fifty dollars will suffice to buy a handsome hot-soda apparatus complete with boiler, connections, and accessories, such as will enable any one to start at once in the business.

Cheaper or more expensive apparatus can of course be obtained, according to circumstances, but \$250 is a good average price for a first-class unpretentious apparatus, and this, representing an interest of 6 per cent. (or \$15 per year), will, if we allow the life of the apparatus to be ten years, bring the total cost for each season to \$40.

Some dispensers will prefer to use a home-made or second-hand apparatus. In fact, in two well-known drug stores in New York City, where the sales of hot soda often reach 1,500 glasses in a day, the apparatus used is home-made, or rather the boiler is home-made, the draught apparatus being in both cases purchased from well-known manufacturers. The reason the boilers were home-made, however, was not so much as a matter of economy as because, at the time they were constructed, it was

not an easy matter to obtain a thoroughly reliable hot-soda boiler. It was then simpler to buy a large vessel, and coil a steam pipe through it, making a first-class boiler, than to buy one ready-made. At the present day all this is changed. There are several forms of excellent hot-soda boilers on the market, and it will prove much cheaper and more satisfactory for the druggist to buy one of these than to experiment with a home-made boiler.

As regards second-hand hot-soda apparatus, a distinction must be made. So far as the draught apparatus goes, it is possible to find many of these on the market in a serviceable condition at a price much lower than when new, and it may often prove a good investment to get one of these. But, as regards second-hand boilers, they should be fought shy of. It is really but a few years since thoroughly reliable hot-soda-water boilers have been placed on the market and the man who buys an old-style boiler is pretty likely to get into trouble. The saving effected is moreover very slight and out of all proportion with the disadvantages and risk.

Whether steam, gas, kerosene, gasoline, acetylene, or any of the numerous other heating agents be used is a matter of individual taste. There are many competitors for favor, and while steam is the most convenient agent where easy obtain, gas and kerosene are also general favorites.

Hot soda-water must be dispensed under pressure, and where the town does not offer a water-supply, a tank on an upper floor should be used. The use of what is known as the atmospheric apparatus or air pump is very unsatisfactory, while the using of a fountain of charged soda-water for obtaining the necessary pressure in the water-supply is still less to be recommended owing to the undue sputtering caused by the heat.

It is a curious but unquestionable fact that the demand for the different hot soda-water flavors differs with the season of the year. Thus, while the four most popular flavors of the hot-soda trade are undoubtedly coffee, chocolate, bouillon, and clam or oyster juice, and while it is also true that the hot-soda season lasts from October to March, it is an undeniable fact that in the coldest months of winter the sales of bouillon and clam or oyster juice far exceed those of coffee and chocolate; while on the contrary, during the warmer months, especially in October and March, the sales of hot coffee and hot chocolate are far in excess. This is a point which has to be taken into account in planning the hot-soda campaign.—Thomas Warwick in Bulletin of Pharmacy.

The Drug Market.

On account of annual inventories at this season the market is not active and there are but few changes to note.

Opium—Is quiet and firm in price.

Morphine—Is unchanged.

Quinine—Is in better demand and firm in price, on account of the last London bark sale, at which an advance of nearly 9 per cent. was noted over last sale.

Pyrogallol Acid—Has been advanced by the manufacturers, on account of the higher price for crude material.

Gallic Acid—Has also been advanced for the same reason.

Carbolic Acid—The market is very strong and prices are steadily advancing.

The man who snores needs no other company beside himself.

Cough Remedies Easily Compounded by Druggists.

The cough season is now well advanced. The "brown mixture" of the United States Pharmacopoeia is a good cough remedy. In their quest for new and untried formulas, it is feared that druggists sometimes overlook some of the "old reliables." Take a man unawares and ask him an easy question in a manner that makes him think it is a hard one, and the chances are that he will "fall down." It is the same way with formulas. Syrupus pectoralis, or Jackson's cough syrup, is a National Formulary preparation, and, as such, ought to be a "standby" of the druggist. A difficulty with this, as with many other cough syrups, is that it contains morphine. Compound syrup of white pine is a remedy which had attained quite a vogue before it was incorporated in the semi-official Formulary. It, too, contains morphine—1 part of the sulphate in 2,000, equal to less than 1-32 grain to a teaspoonful. This could hardly be considered dangerous when we remember that paregoric contains about the same amount.

In this connection it is not out of place to emphasize the fact that, while reputable druggists will not put into preparations of their own insidiously dangerous drugs in harmful doses, they offer proprietary goods about whose composition they know nothing or know to contain these dangerous doses, and seem to think that no blame attaches to themselves. A child was reported killed some time ago by a dose of a widely-advertised cough remedy. The public should be impressed with this idea.

Stokes' expectorant mixture is another old favorite, for which the National Formulary has given us a standard formula.

In endeavoring to build up a business in a proprietary remedy of his own, a druggist would hardly select a pharmacopoeial or National Formulary formula, no matter how good, for the simple reason that other druggists (or the public—who knows what they will do now, they are getting so smart?) might "catch on" and take his trade away from him. But there is no reason why a druggist should not take a well known and thoroughly proven formula, and, by altering the color and taste of the product a little, put it forth as his own.

But then there are other formulas, and abundance of them, some of which are here given:

Child's Expectorant Mixture.

This is a formula used at Bellevue Hospital, New York. It is a prescription of Dr. T. H. Holgate:

Syrup of senega,
Syrup of wild cherry,
Syrup of acacia, equal parts.

Dose: One teaspoonful for a child.

German Cough Syrup.

A preparation somewhat resembling Boschee's German syrup is made by this formula:

Oil of tar, 1 drachm,
Magnesium carbonate, 180 grains,
Fluid extract of wild cherry, 6 drachms,
Fluid extract of ipecac, 4 drachms,
Tincture of opium, 4 drachms
Water, 8 ounces,
Sugar, 12½ ounces.

Rub the oil thoroughly with the magnesium salt in a mortar; mix the fluid extracts with the water, and rub with the mixture in the mortar; filter, and dissolve the sugar in the liquid, without heat; lastly, add the tincture.

Hays' Big 4.

This is a preparation which was frequently prescribed by the late Dr. J. M. Hays, and consists of:

Syrup of wild cherry,
Compound syrup of squill,
Spirit of nitrous ether,
Paregoric, equal parts.

The dose is a teaspoonful.

Ammonium chloride, in varying proportions, is a frequent ingredient of cough mixtures; wine of ipecac, syrup of tolu, chloroform, lobelia, bloodroot, honey, rock and rye, rum, horehound, tar, and dozens of other remedies, when put into shape, may be classed as "popular" cough cures. A formula embodying as many of these drugs as one would wish to find in one bottle is as follows:

Horehound, Honey and Tar,
Oil of tar, 1 drachm,
Fluid extract of horehound, 2 drachms,
Oil of anise, 2 drops,
Jamaica rum, 4 ounces,
Honey, q. s. ad 8 ounces.

Dose: From half to one teaspoonful.

Tobacco Made Harmless.

Rather more than a year ago Dr. Hugo Gerold, of Halle, received a United States patent for a process of treating tobacco by which the nicotine contained in it is rendered insoluble. Tannic acid is the agent which produces insolubility of the nicotine, and that substance has been used for the purpose before, but from the commercial point of view it was not free from objection; if too little of it was used the desired object was not attained, while if too much was employed the product was spoiled, for it became very brittle and of deteriorated appearance, flavor, and smell. These objections Dr. Gerold has overcome by the associated use of oil of organum. We learn that cigars made from tobacco treated by the Gerold process are soon to be put on the market.

Irresponsibility of Prescribing Druggists.

Justice McLean, in the Supreme Court of New York, recently dismissed the complaint in a suit brought by a butcher against a firm of druggists in New York City to recover \$10,000 damages, because one of the firm's clerks treated his injured finger and made it worse. Justice McLean held that druggists and drug clerks have no license to practice medicine and surgery, and that the complainant sought advice from the clerk in this case at his own risk.

Do you sell Wall Paper?

Have you placed your order for next season?

If not we should be pleased to have you see our line, which is the best on the market to-day.

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

Write us and we will tell you all about it.

Heystek & Canfield Co.,

Grand Rapids, Mich.

The Michigan Wall Paper Jobbers.

L. PERRIGO CO., MFG. CHEMISTS,
ALLEGAN, MICH.

Perrigo's Headache Powders, Perrigo's Mandrake Bitters, Perrigo's Dyspepsia Tablets and Perrigo's Quinine Cathartic Tablets are gaining new friends every day. If you haven't already a good supply on, write us for prices.

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

WHOLESALE PRICE CURRENT.

Advanced—
Declined—

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
Frazier'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

Acme	45
1 lb. cans 3 doz.	75
1 lb. cans 1 doz.	1 00

Bulk	10
Arctic	85

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

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

JAXON	90
1 lb. cans, 4 doz. case.	45
1 lb. cans, 4 doz. case.	85

Jersey Cream	1 60
1 lb. cans, per doz.	2 00
9 oz. cans, per doz.	1 25

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

Peerless	1 50
1 lb. cans	85

Queen Flake	2 70
3 oz., 6 doz. case.	3 20
6 oz., 4 doz. case.	4 80

9 oz., 4 doz. case.	4 00
1 lb., 2 doz. case.	4 00
5 lb., 1 doz. case.	9 00

BATH BRICK	70
English	80

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

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

BROOMS	2 75
No. 1 Carpet	2 50
No. 2 Carpet	2 25

No. 3 Carpet	1 85
No. 4 Carpet	2 75
Parlor Gem	95

Common Whisk	1 20
Fancy Whisk	3 15
Warehouse	3 15

CANDLES	9 1/2
Electric Light, 88	10 1/2
Electric Light, 168	11 1/2

Paraffine, 68	12 1/2
Paraffine, 128	12 1/2
Wicking	20

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

Beans	30
Baked	75
Red Kidney	75

String	85
Wax	85
Blackberries	75

Standards	75
Blueberries	85
Standard	85

Cherries	85
Red Standards	85
White	1 15

Corn	75
Fair	75
Good	85

Fancy	85
Hominy	85
Standard	85

Lobster	1 85
Star, 1/2 lb.	3 10
Star, 1 lb.	2 25

Picnic Tails	1 75
Mustard, 1 lb.	2 80
Mustard, 2 lb.	1 75

Soused, 1 lb.	2 80
Soused, 2 lb.	1 75
Tomato, 1 lb.	2 80

Tomato, 2 lb.	1 75
Mushrooms	14@16
Stems	20@25

Oysters	85
Cove, 1 lb.	1 55
Cove, 2 lb.	1 55

Peaches	1 25
Pie	2@16
Yellow	2@16

Pears	70
Standard	80
Fancy	80

Peas	1 00
Marrowfat	1 00
Early June	1 00

Early June Sifted	1 60
Pineapple	1 25@2 75
Grated	1 35@2 25

Sliced	1 35@2 25
Pumpkin	65
Good	75

Fancy	85
Raspberries	90
Standard	90

Salmon	1 35
Red Alaska	95
Pink Alaska	95

Sardines	@4
Domestic, 1/2 s.	@8
Domestic, Mustard	@8

French	8@22
Strawberries	85
Standard	1 25

Hominy

Standard	85
----------	----

Lobster	1 85
Star, 1/2 lb.	3 10
Star, 1 lb.	2 25

Picnic Tails	1 75
Mustard, 1 lb.	2 80
Mustard, 2 lb.	1 75

Soused, 1 lb.	2 80
Soused, 2 lb.	1 75
Tomato, 1 lb.	2 80

Tomato, 2 lb.	1 75
Mushrooms	14@16
Stems	20@25

Oysters	85
Cove, 1 lb.	1 55
Cove, 2 lb.	1 55

Peaches	1 25
Pie	2@16
Yellow	2@16

Pears	70
Standard	80
Fancy	80

Peas	1 00
Marrowfat	1 00
Early June	1 00

Early June Sifted	1 60
Pineapple	1 25@2 75
Grated	1 35@2 25

Sliced	1 35@2 25
Pumpkin	65
Good	75

Fancy	85
Raspberries	90
Standard	90

Salmon	1 35
Red Alaska	95
Pink Alaska	95

Sardines	@4
Domestic, 1/2 s.	@8
Domestic, Mustard	@8

French	8@22
Strawberries	85
Standard	1 25

Succotash	90
Good	1 00
Fancy	1 20

Tomatoes	80
Fair	90
Good	90

Fancy	1 15
Gallons	2 35
CATSUP	2 00

Columbia, pints	2 00
Columbia, 1/2 pints	1 25
CHEESE	@14 1/2

Acme	@14 1/2
Amboy	@14
Elsie	@15

Emblem	@14
Gem	@14 1/2
Gold Medal	@13 1/2

Ideal	@14
Jersey	@14
Riverside	@14

Brick	@12
Edam	@70
Leiden	@17

Limbarger	@13
Pineapple	@75
Sap Sago	@17

CHICORY	5
Bulk	7
Red	7

CHOCOLATE	23
German Sweet	35
Premium	46

Breakfast Cocoa	46
CIGARS	35
The Bradley Cigar Co.'s Brands	35

Advance	35
Bradley	35
Clear Havana Puffs	22

"W. H. B."	55
"W. B. B."	55
Columbian Cigar Co.'s brand.	35

Columbian	35
Columbian Special	65
Detroit Cigar Mfg. Co.'s Brands	35

Green Seal	55
Green Seal Boquet	60
Green Seal Regalia	65

Maceo's Dream	35
Dispatch	35
No Name	35

Medal de Reina	28
H. & P. Drug Co.'s brands.	35
Fortune Teller	35

Our Manager	35
Quintette	35
COCOA SHELLS	2 1/2

Less quantity	3
Pound packages	4
CONDENSED MILK	4 doz in case

Gail Borden Eagle	6 75
Crown	6 25
Daisy	5 75

Champion	4 50
Magnolia	4 25
Challenge	4 25

Dime	3 35
CLOTHES LINES	1 00
Cotton, 40 ft. per doz.	1 00

Cotton, 50 ft. per doz.	1 20
Cotton, 60 ft. per doz.	1 40
Cotton, 70 ft. per doz.	1 60

Cotton, 80 ft. per doz.	1 80
Jute, 60 ft. per doz.	80
Jute, 72 ft. per doz.	95

COFFEE	20
Roasted	20
Special Combination	20

French Breakfast	25
Lenox	30
Vienna	35

Private Estate	38
Supreme	40
Less 33 1/2 per cent. delivered.	40

Rio	9
Fair	10
Good	12

Golden	13
Peaberry	14
Santos	14

Fair	14
Good	15
Prime	16

Peaberry	18
Prime	15
Milled	17

Java	17
Interior	26
Private Growth	30

Mandehling	35
Mocha	22
Arabian	28

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

S. C. W.	35 00
Phelps, Brace & Co.'s Brands.	55@ 80 00

Royal Tigers	35
Vincente Portondo	25@ 70 00
Rube Bros. Co.	25@ 70 00

Hilton Co.	35@110 00
T. J. Dunn & Co.	35@ 70 00
McCoyle & Co.	35@ 70 00

The Collins Cigar Co.	10@ 35 00
Brown Bros.	15@ 70 00
Bernard Stahl Co.	35@ 90 00

Banner Cigar Co.	10@ 35 00
Seidenberg & Co.	55@125 00
Fulton Cigar Co.	10@ 35 00

A. B. Ballard & Co.	35@115 00
E. M. Schwarz & Co.	35@170 00
San Telmo	35@ 70 00

Havana Cigar Co.	15@ 35 00
C. Costello & Co.	35@ 70 00
LaGora-Fee Co.	35@ 70 00

S. I. Davis & Co.	35@185 00
Benedict & Co.	35@ 90 00
Hemmett Cigar Co.	75@ 70 00

G. J. Johnson Cigar Co.	35@ 70 00
Maurice Sanborn	50@175 00
Book & Co.	65@300 00

Manuel Garcia	80@375 00
Neuva Mundo	85@175 00
Henry Clay	85@550 00

La Carolina	96@200 00
CLOTHES LINES	1 00
Cotton, 40 ft. per doz.	1 00

Cotton, 50 ft. per doz.	1 20
Cotton, 60 ft. per doz.	1 40
Cotton, 70 ft. per doz.	1 60

Cotton, 80 ft. per doz.	1 80
Jute, 60 ft. per doz.	80
Jute, 72 ft. per doz.	95

COFFEE	20
Roasted	20
Special Combination	20

French Breakfast	25
Lenox	30
Vienna	35

Private Estate	38
Supreme	40
Less 33 1/2 per cent. delivered.	40

Rio	9
Fair	10
Good	12

Golden	13
Peaberry	14
Santos	14

Fair	14
Good	15
Prime	16

Peaberry	18
Prime	15
Milled	17

Java	17
Interior	26
Private Growth	30

||
||
||

Herring	
Holland white hoops, bbl.	6 50
Holland white hoops, keg.	95
Norwegian	85
Round 100 lbs.	3 60
Round 40 lbs.	1 75
Sealed	15
Boaters	1 45

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

Trout	
No. 1 100 lbs.	10 00
No. 1 40 lbs.	4 00
No. 1 10 lbs.	1 00
No. 1 8 lbs.	1 00

Whitefish	
No. 1 No. 2 Fam	
100 lbs.	7 50 2 60
40 lbs.	3 30 2 90
10 lbs.	90 80 41
8 lbs.	75 66 36

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

SNUFF	
Scotch, in bladders	37
Macebony, in jars	35
French Rappee, in jars	43

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

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

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

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

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

SPICES	
Allspice	11
Cassia, China in mats	12
Cassia, Batavia, in bund.	25
Cassia, Saigon, broken	28
Cassia, Saigon, in rolls	55
Cloves, Amboyana	15
Cloves, Zanzibar	13
Mace	15
Nutmegs, 75-80	55
Nutmegs, 105-10	45
Nutmegs, 115-20	40
Pepper, Singapore, black	23
Pepper, Singapore, white	23
Pepper, shot	16

Pure Ground in Bulk	
Allspice	15
Cassia, Batavia	28
Cassia, Saigon	48
Cloves, Zanzibar	16
Ginger, African	15
Ginger, Cochinchina	18
Ginger, Jamaica	25
Mace	65
Mustard	18
Pepper, Singapore, black	17
Pepper, Singapore, white	25
Pepper, Cayenne	20
Sage	15

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

SYRUPS	
Barrels	16
Half bbls.	18
1 doz. 1 gallon cans.	2 90
1 doz. 1/2 gallon cans.	1 80
2 doz. 1/4 gallon cans.	1 80

Pure Cane	
Fair	16
Good	20
Choice	25

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

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

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

WOODENWARE	
Bushels	1
Bushels, wide band	1 10
Market	30
Willow Clothes, large	7 00
Willow Clothes, medium	6 50
Willow Clothes, small	5 50

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

Clothes Pins	
Boxes, gross boxes	40
Mop Sticks	
Troxan spring	9 00
Eclipse patent spring	9 00
No. 1 common	8 00
No. 2 patent brush holder	9 00
12 lb. cotton mop heads	1 25

Mop Sticks	
Troxan spring	9 00
Eclipse patent spring	9 00
No. 1 common	8 00
No. 2 patent brush holder	9 00
12 lb. cotton mop heads	1 25

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

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

WOODENWARE	
Bushels	1
Bushels, wide band	1 10
Market	30
Willow Clothes, large	7 00
Willow Clothes, medium	6 50
Willow Clothes, small	5 50

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

Clothes Pins	
Boxes, gross boxes	40
Mop Sticks	
Troxan spring	9 00
Eclipse patent spring	9 00
No. 1 common	8 00
No. 2 patent brush holder	9 00
12 lb. cotton mop heads	1 25

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

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

WOODENWARE	
Bushels	1
Bushels, wide band	1 10
Market	30
Willow Clothes, large	7 00
Willow Clothes, medium	6 50
Willow Clothes, small	5 50

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

Clothes Pins	
Boxes, gross boxes	40
Mop Sticks	
Troxan spring	9 00
Eclipse patent spring	9 00
No. 1 common	8 00
No. 2 patent brush holder	9 00
12 lb. cotton mop heads	1 25



Kingsford's Corn	
40 1-lb. packages	6 6 1/2
20 1-lb. packages	6 1/2
Kingsford's Silver Gloss	6 1/2
40 1-lb. packages	6 1/2
6 lb. boxes	7
Diamond	
64 10c packages	5 00
128 5c packages	5 00
30 10c and 64 5c packages	5 00
Common Corn	
20 1-lb. packages	4 1/2
40 1-lb. packages	4 1/2
Common Gloss	
1-lb. packages	4 1/2
3-lb. packages	4 1/2
6-lb. packages	5
40 and 50-lb. boxes	3 1/2
Barrels	3 1/2

SUGAR	
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Domino	5 44
Cut Leaf	5 56
Crushed	5 56
Cubes	5 31
Powdered	5 25
Coarse Powdered	5 25
XXX Powdered	5 18
Standard Granulated	5 18
Fine Granulated	5 18
Coarse Granulated	5 31
Extra Fine Granulated	5 31
Conf. Granulated	5 44
2 lb. cartons Fine Gran.	5 25
2 lb. bags Fine Gran.	5 25
5 lb. cartons Fine Gran.	5 25
5 lb. bags Fine Gran.	5 25
Mould A	5 44
Diamond	5 18
Confectioner's A	5 18
No. 1, Columbia A	4 69
No. 2, Windsor A	4 69
No. 3, Ridgewood A	4 69
No. 4, Phoenix A	4 63
No. 5, Empire A	4 56
No. 6	4 50
No. 7	4 44
No. 8	4 38
No. 9	4 31
No. 10	4 25
No. 11	4 18
No. 12	4 11
No. 13	4 04
No. 14	3 94
No. 15	3 94
No. 16	3 94

YEAST CAKE	
Yeast Foam, 1 1/2 doz.	50
Yeast Foam, 3 doz.	1 00
Yeast Cream, 3 doz.	1 00
Magic Yeast 5c, 3 doz.	1 00
Sunlight Yeast, 3 doz.	1 00
Warner's Safe, 3 doz.	1 00

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

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

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

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

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

Beef	
Extra Mess	10 00
Boneless	11 75
Rump	11 50

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

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

Casings	
Pork	20
Beef rounds	3
Beef middles	10
Sheep	60

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

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

Oils	
Eocene	@ 13
Perfection	@ 12
XXX W. W. Mich. Hdt	@ 11 1/2
W. W. Michigan	@ 10 1/2
Diamond White	@ 12 1/2
D. S. Gas	@ 12 1/2
Deo. Naphtha	@ 12 1/2
Cylinder	@ 29
Engine	@ 23 1/2
Black, winter	@ 10 1/2

Pails	
2-hoop Standard	1 50
3-hoop Standard	1 70
2-wire, Cable	1 60
3-wire, Cable	1 85
Cedar, all red, brass bound	1 25
Paper, Eureka	2 25
Fibre	2 25

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

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

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

YEAST CAKE	
Yeast Foam, 1 1/2 doz.	50
Yeast Foam, 3 doz.	1 00
Yeast Cream, 3 doz.	1 00
Magic Yeast 5c, 3 doz.	1 00
Sunlight Yeast, 3 doz.	1 00
Warner's Safe, 3 doz.	1 00

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

Hardware

Uniform Charge For Collection of Local Checks.

Banking interests throughout the country manifest considerable interest in the proposition that a uniform plan be devised and put in force in regard to charges for the collection of checks drawn on distant points. There are, however, many difficulties in the way of formulating any uniform scheme of this kind. Local business and banking interests manifestly render it necessary to take into consideration the special conditions in this connection which exist at different cities. The whole matter was, however, earnestly discussed at the meeting of the American Bankers' Association, held at Cleveland last September. A committee of bankers, representing institutions at the principal Western cities, was appointed to consider the matter, and this committee has recently proposed a resolution, to be adopted by the various clearing-house associations, which in effect would lodge power to formulate a scale of charges for collections in each of the local associations. The clearing-house authorities throughout the country have been invited to express their views upon the resolution, and a series of conferences will be held between the committee and delegates from the various clearing houses, and it is hoped that the movement will result in some positive action before many months are over. It would seem, indeed, that prominent bank officers in all sections are agreed as to the propriety of making a change for handling out-of-town items, although it is also recognized that any general movement of that kind involves considerable difficulty and can only be carried out after the fullest deliberation.

Substitute For Glass.

In Manila the natives have a queer substitute for glass, as described in an exchange. It is a bivalve shell of about nine inches of surface, so transparent that print can readily be seen through it, and admitting a mellow light in a room where it is used as a window glass. The shell is an attractive object, perfectly straight and in appearance resembles isinglass. One would imagine that it was some skillful invention of the natives, could not the growth rings be readily observed. The other side of the shell is perceptibly rough, while the interior is perfectly glazed over, and in the light has the pearly lustre found in many of the thin-shelled, oyster-like mollusks of the tropics. The shell is well-known in China, where it goes by the name of the window oyster. It is employed there also for windows and used in lanterns.

Mistake of Dating Ahead.

In the opinion of a well-known writer on business topics, the retailer is the one who should, above all others, buy on short time and carry the smallest stock necessary to the business that he does. He should open up at the proper season fresh lines of each class of goods that he carries and these new goods should be bright and seasonable. Too often tempted, however, by dating ahead, he makes his purchases out of season, and thereby cumbers his shelves with goods that long before the proper time for consumption arrives have become shop-worn, undesirable, and, in the eyes of employees and customers, old or past style. All these disadvantages follow upon the plan of dating ahead. In addition, the retailer under the offer is very generally tempted to overbuy in his early purchases, because the time of payment seems so far ahead.

A Profit-Sharing Town.

A remarkable town in many respects is Pelzer, in South Carolina. It is a profit-sharing community of about 7,000 inhabitants, built up around four cotton mills, which employ 3,000 persons. The corporation owning the mills owns the town also, and will sell no part of the land, leasing it to preferred persons for limited periods. Capt. John Smith is the head of the corporation, and conse-

quently the presiding genius in the town. The town has no mayor, no council, no police, no courts, and no lawyers. Capt. Smith is all that is necessary. Liquor may not be sold in the town and there is no drunkenness. No newspaper is published. No one can be domiciled in the place until his record has been proved satisfactory. Negroes are not barred, but their presence is not welcome. Children are employed in the mills, but at definite periods they are required to leave their work and attend school. Pupils that show special ability are given more extended opportunities for education, but in no case do they fail to learn their trade.

New Way to Make Glass.

In the new process of manufacturing sheet glass the plastic glass is rolled between metal plates and rollers covered with soft material, such as paper, wood-pulp, asbestos or celluloid. It is said that by means of this process sheets of unusual thinness and very smooth and transparent can be produced. The glass may be rolled in various ways, such as between rollers, arranged so as to deposit the rolled sheet upon a plate, or by several pairs of rollers, arranged so as to roll the plate thinner and thinner. Provision is also made by the inventor to keep the fibrous materials moist during the rolling by having hollow spaces in the plates and rollers, with perforations extending to the surfaces, by which water can be supplied from within.

Cement For Fastening Wood to Cast Iron.

A correspondent recently asked the American Machinist for a formula of cement which would answer in many kinds of pattern work, where wood and iron must be joined together. The following reply was given: A cement recommended for fastening wood to iron is made by dissolving glue in boiling water, making it the consistency of cabinetmaker's glue, and then, while stirring, add a sufficient quantity of wood ashes to produce a mixture resembling varnish. The surfaces to be united are heated and covered with this cement and allowed to cool. We doubt, however, if this cement will prove entirely satisfactory for pattern work unless it is supplemented by some form of fastening, such as screws or dowel-pins.

Checking an Industry.

The Pinkerton Detective Agency of New York City has just finished investigations concerning the use of electricity by bank burglars, says an electrical journal. The Pinkertons apparently take little stock in the reports of successful burglaries by means of successive currents. In their report on the subject to the American Bankers' Association they say: "There has never been a successful burglary of a bank vault or safe by the use of electricity, and we feel safe in assuring members that there is no necessity for alarm over what is claimed as the new power to commit burglaries. The use of electricity to melt steel has been known for many years, but it is impracticable to rob banks with."

The Waste of Material.

A carload of old iron, consisting of about forty tons, shipped recently from Racine, Wis., and sold for \$12 per ton, furnished the text to a local paper for an appropriate little sermon. The machinery in the car of old material cost the farmers in that vicinity about \$18,000 and a large portion of it had lost its usefulness from lack of proper housing when not in use. The reckless waste of valuable machinery through exposure to winter weather aggregates millions of dollars annually to the farmers of America.



**SEALS.
TAMPS.
STENCILS.
IGN MARKERS**

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

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

The Robe You Want

Any trouble you may have had in getting the Robe or Blanket you wanted to please a very particular and well informed customer can be overcome by a selection from our enormous stock. Hurry orders filled in a hurry. Write for Cutter and Sleigh price list and our illustrated catalogues on Carriages, Harness, Etc.

BROWN & SEHLER,

Grand Rapids, Mich.

Take a Receipt for Everything

It may save you a thousand dollars, or a lawsuit, or a customer.

We make City Package Receipts to order; also keep plain ones in stock. Send for samples.

BARLOW BROS.,
GRAND RAPIDS, MICHIGAN.

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.

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.

A Brightening Prospect For the South.

Written for the Tradesman.

The cloud which has been hanging over the South seems to be scattering. The recent outrage in Kentucky, where white fiends tortured and burned to death a black one, indicates that the scattering will not be rapid, but when the best element in the State deliberately reaches a conclusion, as it did in Georgia the other day, and that conclusion is one in which the whole country heartily concurs, it is only a question of time when the cloud will disappear. It has been a question, and is now in certain Southern localities, whether the right of suffrage, by fair means or foul, shall not be wrested from the hands of the black, the general trend of public sentiment leaning strongly to a determined Yes. When, then, in the Georgia House of Representatives the Hardwick bill, contemplating the practical disfranchisement of the negro voters of that State, was defeated by a vote of 137 to 3, the astonished country could hardly believe its ears; and the forceful and expressive, "Well!" which has come from every quarter, has in it a tone of satisfaction it is most grateful to hear. It is a foreshadowing that the old has passed away, and while it will be years before it has wholly gone, the prospect is encouraging as well as brightening.

No part of the country has greater possibilities than the South. Its resources are enormous, its energy is tremendous. Its field is peculiarly its own, and its destiny must largely remain in its own hands. What it needs more than anything else are the capital, the ingenuity and the skillful workman behind the machine. These for many years must come from outside. They will not come, however, where factions are at war with one another. Capital, always timid, never ventures abroad when storms are raging or brewing. Peace and security must have settled down before he appears. The workman, skilled or unskilled, so far follows in the footsteps of his co-worker, in principle as well as in practice, that he will not risk his fortunes, as well as the lives of wife and children where anarchy lives and rules. Not that the black man's cause is his. He has no morbid desire that the black man shall hold office; but he does concern himself greatly over the fact that a vote shall be counted on the side the voter intended it to be, and he insists that a state or section of country where the reverse of that condition of things prevails is not the place where he wants to go to better his condition.

Georgia, by this action of her Legislature, has done much to gain the growing confidence of the country. She has done more towards lifting the doubt which has hovered so long over the most perplexing question which this country has been called upon to answer. If as a result of this action the black man can live in her borders and enjoy the rights and privileges which belong to him, not only is that matter settled, but the prosperity of the South is assured. Capital will come, and the laborer will come, and his family will come with him. The traditional two blades of grass will spring up in the place of the one blade. The lamppost and the lynching party will no longer blight the landscape, and under the tide of good times will disappear every trace of the prejudice which for so many years cursed the fairest land the sun looks down upon. Georgia is the first to over-

come her prejudices. She will be the first to reap the inevitable blessings, and it is to be hoped that these will be so abundant that others of the Southern sisterhood of states, induced by her example, will do likewise, and, like her, be blessed. Reuben M. Streeter.

Inspiration in Shoestrapping.

The diffident young man had wanted to propose to the girl, but for the life of him he did not know how to go about it. He read books on the subject and sought information from men who had experience; and while the theories were admirable, in every instance he found that the practice thereof was a different thing.

He was walking with her one evening, thinking over these things, when her shoe became untied. She stuck out her pretty little foot with a smile, looked down at it, and he fell on his knees and tied the lace. Then he walked on with her and the shoe became untied again. The third time it happened he was ready, as before.

"See if you can't tie a knot that will stick," she said, as he worked away at it.

He looked up at her tenderly. "If I can't I know a man who can," he said.

"Do you want him to tie it?" she asked, coquettishly.

"Yes," he replied.

She jerked her foot away.

He smiled to himself.

"It's the parson," he said, and he rose to his feet and finished the work.

Heat Valve For Gas Stoves.

A heat-controlling mechanism for use in adjusting the supply of gas from a gas stove, so that it will maintain any given temperature, such as that required for the heating of milk, the boiling of water or for use in turning on water sprays when adapted for fire alarm purposes, is the invention of two Englishmen, Ernest Griffiths and William Dampier, of Cambridge. The essential feature of the invention is an easily fusible alloy, contained in one tube, the expansion of which, in melting, acts on a rod or lever which in its turn operates a ratchet or star wheel, thereby turning off the gas or turning on the water sprays, according to the use to which it has been put. It is most important that such a device be capable of being readily reset for use again and again, and that, too, without a renewal of the fusible alloy or other parts, features possessed by this arrangement.

That Stamp Tax.

"Say," said the book-keeper, addressing the cashier, and winking knowingly at the office boy, "do you know anything about this new stamp tax?"

"Sure," replied the cashier; "what do you want to know?"

"Suppose," continued the book-keeper, "that I wanted to express my opinion; would I have to stamp the express receipt?"

"Undoubtedly," answered the cashier. "But if you will allow me, I would suggest that you forward your opinions by mail."

"And why by mail?" asked the autocrat of the ledger.

"Because," replied the cashier, "as they have no weight, it would be much cheaper."

Reason for His Liberality.

A stalwart policeman approached an old gentleman the other night, and, taking a book from his pocket, asked him if he would subscribe \$1 toward the burying expense of a deceased brother officer.

The old gentleman very generously gave him a \$5 bill.

"Thank you, sir," Robert said, and was about to give the gentleman his change, when the latter stopped him and said:

"Never mind about the change. Bury four more policemen."

The best kind of common sense is really an uncommon thing.

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 net 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. 1/4 in. 5-16 in. 3/8 in. 1/2 in.
8 c. 7 c. 6 c. 6 c.
9 7 1/2 6 1/2
BBB 9 1/2 8 1/4 7 1/2 7 1/4

Crowbars

Cast Steel, per lb. 6
Ely's 1-10, per m. 65
Hick's C. F., per m. 65
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 dis 40&10

Expansive Bits

Clark's small, \$18; large, \$26 30&10
Ives' 1, \$18; 2, \$24; 3, \$30 25

Files—New List

New American 70&10
Nicholson's 70
Heller's Horse Rasps 60&10

Galvanized Iron

Nos. 16 to 20; 22 and 24; 25 and 26; 27.
List 12 13 14 15 16.
Discount, 70

Gas Pipe

Black or Galvanized 40&10
Gauges 60&10
Stanley Rule and Level Co.'s 60&10

Glass

Single Strength, by box dis 80&20
Double Strength, by box dis 80&20
By the Light dis 80

Hammers

Maydole & Co.'s, new list dis 33 1/2
Yerkes & Plumb's dis 40&10
Mason's Solid Cast Steel 30c list 70

Hinges

Gate, Clark's 1, 2, 3 dis 60&10
Pots 50&10
Kettles 50&10
Spiders 50&10

Hollow Ware

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 O Tubular, Doz. 5 25
Warren, Galvanized Fount. 6 00

Levels

Stanley Rule and Level Co.'s dis 70
Mattocks \$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
Casters, Bed and Plate 50&10
Dampers, American 50

Molasses Gates

Stebbins' Pattern 60&10
Enterprise, self-measuring 30
Fry, Acme 60&10
Common, polished 70&5

Patent Planished Iron

"A" Wood's patent planished, Nos. 24 to 27 10 20
"B" Wood's patent planished, Nos. 25 to 27 9 20
Broken packages 1/2 c per pound extra.

Planes

Ohio Tool Co.'s, fancy 50
Sciota Bench 60
Sandusky Tool Co.'s, fancy 50
Bench, first quality 50

Nails

Advance over base, on both Steel and Wire.

Steel nails, base 3 25
Wire nails, base 3 40
20 to 60 advance Base 65

10 to 16 advance 10
8 advance 20
6 advance 30
4 advance 45
2 advance 70

Fine 3 advance 15
Casing 10 advance 25
Casing 8 advance 35
Casing 6 advance 25
Finish 10 advance 35
Finish 8 advance 45
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, 1/2 inch and larger 11 1/2
Manilla 16

Sand Paper

List acct. 19, '86 dis 50
Solid Eyes, per ton 22 50

Sheet Iron

Nos. 10 to 14 com. smooth. com.
\$3 20 \$3 00
Nos. 15 to 17 3 20 3 00
Nos. 18 to 21 3 30 3 20
Nos. 22 to 24 3 40 3 30
Nos. 25 to 26 3 50 3 40
No. 27 3 60 3 50

Sash Weights

All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.

Shells—Loaded

Loaded with Black Powder dis 40
Loaded with Nitro Powder dis 40&10

Shot

Drop 1 45
B B and Buck 1 70

Shovels and Spades

First Grade, Doz. 8 60
Second Grade, Doz. 8 10

Solder

1/2 @ 1/2 20
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

Squares

Steel and Iron 65

Tin—Melyn Grade

10x14 IC, Charcoal \$ 8 50
14x20 IC, Charcoal 8 50
20x14 IX, Charcoal 9 75
Each additional X on this grade, \$1.25.

Tin—Allaway Grade

10x14 IC, Charcoal 7 00
14x20 IC, Charcoal 7 00
10x14 IX, Charcoal 8 50
14x20 IX, Charcoal 8 50
Each additional X on this grade, \$1.50

Boiler Size Tin Plate

14x56 IX, for No. 8 Boilers, } per pound.. 10
14x56 IX, for No. 9 Boilers, }

Traps

Steel, Game 75
Oneida Community, Newhouse's 40&10
Oneida Community, Hawley & Norton's 65&10
Mouse, choker, per doz. 15
Mouse, deletion, per doz. 1 25

Wire

Bright Market 60
Annealed Market 60
Coppered Market 50&10
Tinned Market 50&10
Coppered Spring Steel 40
Barbed Fence, Galvanized 4 05
Barbed Fence, Painted 3 90

Wire Goods

Bright 75
Screw Eyes 75
Hooks 75
Gate Hooks and Eyes 75

Wrenches

Baxter's Adjustable, Nicked 30
Coe's Genuine 30&10
Coe's Patent Agricultural, Wrought. 70&10

Coupon Books

SUPERCEDE
BOOK-KEEPING
DISPUTED ACCOUNTS
BAD DEBTS
ASSURE PROFIT
CONTENTMENT

We make four grades of books in the different denominations.

CIRCULARS ON INQUIRY
SAMPLES

TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

MUNICIPAL BEAUTY.

Ten Local Features in Which Improvement Is Possible.

No man in Michigan has done more to inculcate a love for the beautiful in nature than Charles W. Garfield, who has gone up and down the State for fully a quarter of a century encouraging the development of the horticultural and floricultural possibilities of the State and preaching the doctrine of landscape beauty along certain well-defined and practical lines. To the constant encouragement and enthusiastic leadership of Mr. Garfield are due in great measure the wonderful development and expansion of the fruit growing industry of Michigan, and through many weary weeks of waiting he has finally succeeded in arousing the attention of the people to the necessity of taking a determined stand on the subject of forestry, the neglect of which has cost the people of this State untold and uncounted millions and endowed future generations with an irksome burden under which they will be compelled to suffer for a hundred years to come. Some of Mr. Garfield's best work has been bestowed on the subject of beautifying the municipality of which he is an honored member, and it affords the Tradesman much pleasure to be able to present herewith a verbatim copy of the remarks he recently made along these lines at one of the university extension lectures on municipal beauty at All Souls church, as follows:

When Professor Zaublin spoke of the landscape gardener as a kind of last resort in the development of municipal beauty, I sat somewhat uneasily in my seat, but, after enjoying his beautiful views, in which the work of the landscape gardener was so strongly in evidence, I took it that "actions speak louder than words," and I was willing to interpret him through his pictures.

If the landscape gardener had preceded the civil engineer and the architect in arranging for the future Grand Rapids, he would have saved a great deal of natural beauty and an immense amount of useless expenditure of money. We would, also, have had a far more beautiful city to-day. But Grand Rapids is not devoid of beauty. To one standing on the Dias Hill, twelve miles south of this city, and looking over the valley, there is a view that rivals that famous valley at Arbois, France, as seen by the traveler going toward Paris from the Jura Mountains. The view from Prospect Hill looking southwest, when the river is fairly well filled with water, is one that compares favorably with the noted one which has Ben Lomond as a view point, Loch Lomond in the foreground and the city of Glasgow in the horizon. From the relief of ground northwest of our city, looking over what is known as the bend of the river, there is a landscape as perfect in its details as the one exhibited to us by Professor Zaublin, using Guy's Tower as the view point and the landscape of the Warwick domain as the picture. The admirable coloring in our valley is not equaled in all Europe north of the wrinkled crust of Switzerland.

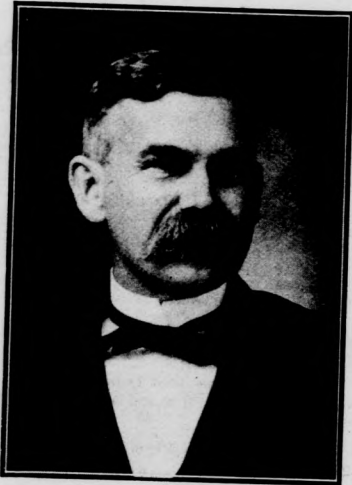
The basis of municipal beauty, I take it, is proportion in architecture. In this line we have very little in the way of public buildings. With the City Hall and All Souls' Church at the beginning of the list, I would not like to continue it further with any commendation; but we have unusual beauty in our home roof-trees. The impetus given to this line of architectural beauty in this city of furniture designers has been remarked upon favorably by all of our visitors who have a quick eye for genius in architecture. Then, we have added to this a perfection in lawns to be found in no other city of my acquaintance. For this beauty, which sets out our progress in architectural lines so delicately, we

are indebted to the liberal policy pursued by our city in the use of water. The bits of perfect turf found here that really rival the celebrated lawns of Oxford, which have been rolled for four hundred years, are due to the conditions produced by the free use of water, which England has without the use of the sprinkler.

Again, we have made very large use of Nature's drapery. Our houses are decorated with delicate vines calculated to emphasize the beauty of architecture. We are beginning, also, to use some of Nature's embroidery very effectively in the embellishment of our lawns by the skillful planting of shrubbery. Our range of beauty produced by the free use of trees and shrubs and vines is wider than in most regions, because of the large number of varied species indigenous to our Peninsula.

As to what we can do, the field is very fruitful, and I can scarcely do more than arrange a short list of suggestions:

1. Enforce cleanliness by ordinance. Make it a misdemeanor to scatter bits of paper upon the street. Enforce peo-



ple to respect the property of the city as they would have their own property respected.

2. Call attention in some inoffensive way to the many beautiful view points in our city, so that even the unpracticed observer may have his eyes called to the many beautiful landscapes within easy reach of the center of our town.

3. Develop at least one beautiful driving street, free from street cars and other obstructions, laid out as a unit by a landscape gardener and developed by the residents with reference to the public, sinking, largely, personal preference in the desire to give a park-like effect that shall enrich the city. The smaller parks, or breathing places, of our city should be planted in such a way as to make them attractive the whole year. At present, the summer effect is emphasized by the use of perishable plants. In the winter these places are bare. By the use of shrubbery in an inexpensive way, these places could be made even more beautiful in winter than they are now in summer.

4. The owners of vacant lots who are so careless of the city's reputation as to allow rubbish to be piled upon them and weeds to grow up, so that they are not only eyesores, but a menace to neighboring owners, should be compelled by the public sentiment of their neighborhoods to so care for their property as not to detract from the reputation of the neighborhood. If this object can be reached in no other way, it could be profitably accomplished by organization of property owners, who would, perhaps, be granted the privilege of caring for these premises, so that they would not be a disgrace to the part of the city in which they are located.

5. Then, there is the river front. It should be made an attractive place from which to view an interesting part of the city. At present, we all desire to call the attention of our visitors to other things in the distance while crossing the river. There should be a united effort

on the part of factory owners to embellish their premises and, through this object lesson, to bring about a general ornamentation of the homes of their employees. This has been done successfully in other manufacturing cities with far less natural adaptation to it than ours.

6. We all know that we need a library building. My own view is that we should have a building far more attractive than anything we now possess to be devoted to literature, art and science. It will not matter very much the amount of money that we put into a building of this character, if it shall be suited to the purposes sought and of sufficient capacity to serve us well for the next century.

7. I do not wish to criticize the line of development pursued at John Ball Park, but I do sincerely wish that we might save all of the natural beauty of that delightfully-located piece of ground and not suffer it to be despoiled by our theatrical methods.

8. The possibilities of the Black Hills as an opportunity to develop a fine forest within easy reach of our citizens grows upon me with the years. That celebrated forest at The Hague has a world-wide reputation—not entirely because of its beauty, but because of its immediate proximity to the great city. I would like to see the Black Hills developed in this way.

9. Then, there is Reed's Lake, our nearest outing place, which ought to be under the control of our city and, if rightly managed, would give us a most delightful suburban resort, worth all it will cost to the health of the city.

10. Our cemeteries should be made something more than cities of the dead. They should be attractive places for the eyes of the living. For this object we have accomplished very little thus far, although the locations are ideal for the accomplishment of this purpose. Now that we are on the eve of the establishment of permanent water works, probably to be located somewhere near the city, we should have a water works park that will rival anything of the kind in any city of our country, because we have the wonderful advantages in the landscape views from this locality.

There are a lot of other things in my mind, but I have given sufficient for immediate rumination.

I would ask of myself, and of you, Who will accomplish this work of evolution in our city? Will the city authorities? Judging from the past, we have very little to expect in this direction. Will the Board of Trade? There is nothing in the history of this organization that would lead us to predict any such action from this body. To whom, then, shall we turn for aid? I have one suggestion and it is this: Our city is renowned for its women's clubs. Nowhere have these associations assumed such proportions or done such excellent work. If these clubs will unitedly take hold of this work of systematically adding to the beauty of our city upon some definite plan, the work will be accomplished. I have as great faith in it as I have in the beneficent influence of our American homes that are moulded by our noble American women.

Why Cass City Should Have a Sugar Factory.

Cass City, Dec. 26—I should like to have the Tradesman present the advantages of Cass City as a desirable location for a beet sugar factory. We are located on the P., O. & N. Railroad, seventy-five miles north of Pontiac and twenty-five miles from the terminus of said road (Caseville) on Saginaw Bay. The land from the shore to North Branch, thirty miles south of us, is very favorably adapted to the raising of sugar beets and, as we are located on Cass River, we have an abundant supply of vein water—all the water necessary for such a business. The vein water of Cass City, after analysis, shows a very small percentage of salt. We also expect the extension of the Michigan Central Railway branch from Caro to this place in the spring, which will also add to our advantages.

O. K. Janes.

Detroit—The Standard Brass Works has filed articles of association for the purpose of handling all kinds of brass goods. The capital stock is \$5,000, 80 per cent. of which is paid in. The incorporators are: Thomas H. and Mary L. Fraser, Frank X. and Maggie M. Brabant.

Detroit—The Nugol Chemical Co. has filed articles of association with a capital stock of \$5,000. The incorporators are Julius Newman, S. Lou Goulson and Harry C. Haywood.

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 AT A BARGAIN—TWO THOUSAND dollar stock of groceries, feed, etc., also store, fixtures, millinery store and stock adjoining; also large warehouse beside railroad track. Profits last year, two thousand five hundred dollars. Proprietor wishes to retire. Address E. D. Golf, Fife Lake, Mich. 159

SPLENDID OPPORTUNITY TO BUY OUT good business—good clean stock dry goods and groceries; well established trade in town of two thousand; best farming country in Central Michigan. Reasons for selling, other business. Address No. 158, care Michigan Tradesman. 158

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

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

PAPER ROLLS FOR DESK CASH REGISTERS, price \$1.50 per dozen; all widths. Send sample. E. L. Maybee, 1262 Slater St., Cleveland, Ohio. 144

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

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

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

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

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

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

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. Railway, Grand Rapids, Mich. 919

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

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

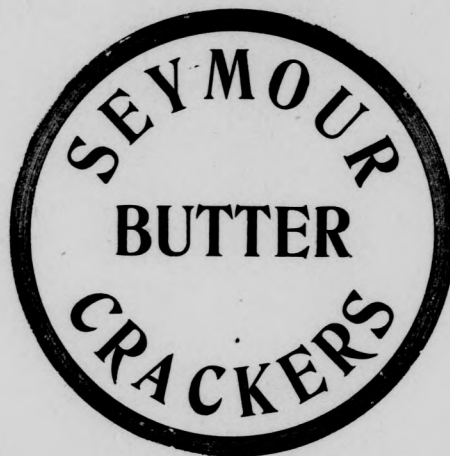
SUPPER

Epps'
Cocoa

Epps'
Cocoa

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.

DON'T GIVE UP HOPE!



Keep up just a little longer---help is at hand! When we throw out the life-line grab a hold and don't let go until you are safely landed on the good old ship "Money Weight." You are certain to go under if you stick to your old fashioned "weights." You must abandon these old out of date pound and ounce scales to get results. The Money Weight System will bring results.

Remember our scales are sold on easy monthly payments.

THE COMPUTING SCALE CO., Dayton, Ohio