

MICHIGAN TRADESMAN

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Volume XVII.

GRAND RAPIDS, WEDNESDAY, JANUARY 3, 1900.

Number 850

Send Us Your "Sorting Up" Orders Now

After the unusually heavy holiday trade your stock will need considerable filling in. You will be short on lots and lots of staple articles and it's poor policy to disappoint customers on that class of goods. DON'T DO IT. Go over your stock carefully and SEND US YOUR WANT LIST at once. We are in good shape to take care of your orders.

IN A SHORT TIME we will endeavor to interest you in the NEW THINGS of which our buyers are now making a careful selection.

WHAT WE WANT NOW is your sorting up business.

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.



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.

Walsh-DeRoo Milling Co.,

Holland, Michigan

BUCKWHEAT PANCAKES made from Walsh-DeRoo Buckwheat Flour look like Buckwheat, taste like Buckwheat and are Buckwheat. Absolute purity guaranteed. Send us your orders.

WALSH-DEROO MILLING CO.

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

To Succeed in Business

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

NORTHROP, ROBERTSON & CARRIER,
LANSING, MICH.

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.

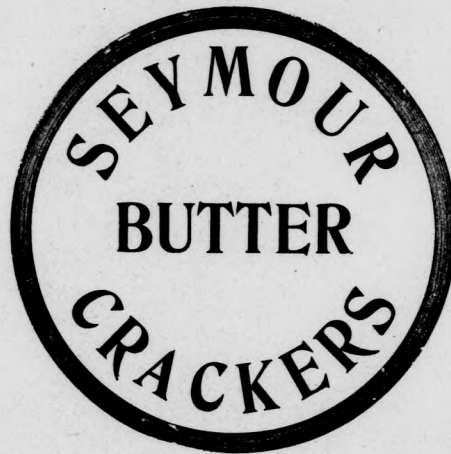
FLEISCHMANN & CO.

UNDER THEIR YELLOW LABEL OFFER THE BEST!

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

Making Trade and Keeping It

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



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

National Biscuit Company,
Grand Rapids, Mich.

Sears Bakery.

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, JANUARY 3, 1900.

Number 850

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.



419 Widdicombe 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.

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.
Widdicombe Bld'g, Grand Rapids, Mich.
Books arranged with trade classification of names. Collections made everywhere. Write for particulars.
L. P. WITZLEBEN, Manager.

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

A. I. C. HIGH GRADE COFFEES
Pay a good profit. Give the best of satisfaction. Handled by the best dealers in Michigan. For exclusive agency, address
AMERICAN IMPORTING CO.,
21-23 RIVER ST., CHICAGO, ILL.

Tradesman Coupons Save Trouble. Save Money. Save Time.

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THE TRAGEDY OF LIFE.

One of the saddening thoughts of life is the dense ignorance that shuts us in on every side. Yesterday is but a half-explored mystery at whose meanings we dimly guess. To-day we grope our way, step by step, like children frightened in the dark, not knowing whither the road may lead or where our feet shall stumble in the maze. Between us and tomorrow is the wall, terrible, sphynx-like, through which no eye can see, and which gives back no answer to our questioning. Nor is this all. The very daily life that goes on all about us is full of mystery. Even of the people and things closest to us we are profoundly ignorant, except in the crudest way, and not without reason may we plead in extenuation of human faults and frailties and follies that we did not know. If we had only known what tears and regrets, what repentance and what sorrow we might have been spared! If we had only known that the flowery path we trod so gaily led to the awful precipice, how we should have stayed our feet upon the downward road! If we had only known that the friend from whom we parted so carelessly an hour ago we should never see again, how our hands would have clung together and our trembling lips tried to frame some word of the heart's deep love and tenderness. If we could only know that the man whom we deem so cold hungry for sympathy; that the young boy trembling on the brink of some folly that will wreck his life needs but a little counsel to steady him; that this soul fainting with despair needs but a breath of encouragement to buoy it up and carry it on to success, surely we should not go so carelessly on our way. But we do not know. No angel whispers it to us. The veil that lies between every human heart is not lifted, and we pass each other by, inhuman through our ignorance of each other's needs. A little tragedy that brings this forcibly to mind occurred only a few days ago in the very heart of a Michigan city, when a old woman, poor, unknown, a vagrant—but still one with the best of us in a common brotherhood of humanity—crawled into a vacant house, and there miserably perished. Who she was or whence she came none knows. No one even knows

how long she was there. The house was for rent, and through some door or window left ajar she crawled in, and, there forgotten of all, save death, met her end. Perhaps the black shadow came mercifully quick to enfold her. Perhaps through long days and nights of agony she lay there racked with pain, with none to soothe it; famished for food, with none to give it; tortured with thirst, with no kindly hand to hold to her parched lips a cup of cold water. Within the sound of her hearing the busy traffic of the street went on, footsteps passed by the hundreds and thousands, ceaselessly to and fro! Christmas went rollicking by, and there, just within the wall, shut away by a few feet, was the moldering body of an old woman who had died as helplessly and as alone and unfriended as if she had been in the heart of an African jungle, instead of the heart of a Christian city. Yet no one was to blame. If they had only known it a thousand kindly hands would have been opened and a thousand kindly hearts would have offered her succor. It was just another of the tragedies of life, inevitable because we only knew too late.

American factories manufactured 2,473 locomotives last year, the largest number they ever turned out in one year and 598 more than were made in 1898. More than 25 per cent. of the number, or 534, were made for railroad companies in other countries. Large as the output was—and it was fully equal to the capacity of the works—it was little or no more than sufficient to replace those that were worn out and discarded. There are about 37,000 locomotives in the United States.

While one group of inventors is at work on liquid air as a motive power, with a temperature enormously below zero, another makes a claim of remarkable merits for superheated water in light and heavy transportation. The water is heated in upright steel tubes to 150 degrees above the temperature of steam in a locomotive. When released into an engine it expands nearly 1,000 times and performs the service required of a storage power.

One of the most interesting events in connection with the Paris Exposition will be the holding of a world's congress of deaf mutes and their educators—a gathering which will be the first of its kind in history. Paris is the city where the foundations of deaf mute education were first substantially laid, in 1750. It is expected that the congress will be attended by delegates from every civilized country in the world.

Janesville, Wis., is the most important tobacco market in the Northwest. There are twenty-two tobacco warehouses in the city, packing and handling thousands of cases annually.

People who never lose their temper seem to have it always with them.

Some men labor very hard trying to live without work.

POPULARITY OF TRUST COMPANIES.

One of the most important developments in financial affairs in recent years has been the growth of the trust companies. Not only have old-established companies of this sort greatly added to their strength, but there has been organized quite a number of such companies with large capital within the past year or two. Bankers complain that the development of the trust companies has been at the expense of the banks, as they do a large banking business without being subjected to the same restraints or the same taxation as banks.

The banking business is now surrounded with such ample safeguards and restrictions that the public is amply protected from unbusinesslike methods. The trust companies, on the other hand, are under no such public supervision or restriction, and, although they do a banking business, the public is afforded by no means the same legal protection which the National and state banking laws assure.

The banks are compelled to maintain a reserve of 25 per cent. as a proper security for the prompt payment of their demand liabilities. The trust companies, on the other hand, are under no such obligation, hence are in a position to earn interest upon all their available funds. The Chicago Banker, a financial magazine, points out that while the reserve held by the banks is about 26.6 per cent. at the present time, the trust companies hold a reserve of only 1.7 per cent.

If it is claimed, as some people do claim, that the banks are compelled to hold an excessive reserve, the trust companies surely hold a reserve too small to afford people who deposit with them proper protection. If the reserve of trust companies is as small as is claimed, then it is not at all surprising that the trust company which failed in New York the other day, although possessing apparently ample assets, was not able to meet its obligations on demand.

Speaking on this subject, the Chicago Banker says:

The rapid growth of trust companies shows that a way has been found, and has proved to be profitable, to do banking business without such restrictions, and the Federal law cannot reach it. The State can only produce equality by imposing restrictions upon the institutions it controls. It would be a pity to have the State imitate the mistakes of the general Government, and at the same time it is an anomaly that the same business should be carried on under laws so unlike as those governing the banking and the trust institutions. The difference is not limited to the reserves; it is complained by the banks that it is very marked in the matter of taxation. This is susceptible of remedy by local legislation. Irrespective of the name under which it is done, business of practically the same character ought to be subjected to like restraints and regulations.

There can be no denying the logic of this reasoning. Not only is the public entitled to every protection in so important a matter as banking, but all institutions employed in the same line of business should be subjected to like supervision and like restrictions, as well as to equal taxation.

Dry Goods

The Dry Goods Market.

Staple Cottons—Bleached cottons show a moderate business and sellers are reserved in their attitude. No effort is being made to increase sales and the firmness is unchanged. Wide sheetings show a fair business at the last advances. Denims are enquired for, but the market being bare of supplies, little business is accomplished. The market for all coarse colored cottons is against the buyer, and supplies are short at first hands.

Prints and Gingham—Printed goods have been very quiet during the week, but the total amount of business has been very fair. The lower grades of fancies have shown the best business, but all lines have participated in the trading. Enough business has been accomplished, according to reports, to ensure steadiness in prices for the remainder of the season. Coarse colored lines, including indigo blues, shirtings, turkey reds, etc., have received an average amount of business, and as a rule orders are "at value" only. All fine fabrics are scarce in desirable styles, and consequently very firm. Considerable trouble is being made by late deliveries, and buyers are getting very anxious for their goods. Gingham continue in short supplies and are very strong. Woven patterned goods, domets and other napped fabrics are very firm, and in good request.

Dress Goods—The volume of supplementary spring orders on wool and worsted dress goods has not assumed large proportions. The annual inventory-taking period is at hand, and this serves to impart an appearance of inactivity to the market. It is to be expected that the volume of supplementary spring orders will soon be increased largely. Although buyers have bought very freely of spring goods, and the average mill is sold far ahead, it is believed that so large is the outlet for goods that there will be a large supplementary demand for spring goods, and it is doubtful if the mills will be equal to the demands made upon them. Buyers will have to put up with very late deliveries—somewhat after the manner they have had to on fall goods.

Underwear—The principal feature of interest in the manufacturing centers to-day is the price of fleeced underwear. The American Knit Goods Association has established a schedule and the manufacturers have promised to adhere to it. Whether it will be strictly adhered to or not remains to be seen. The results of the previous meeting, while not entirely satisfactory, were so much better than anything of the kind past years have produced that those principally interested in the matter feel much encouraged, and it is hoped now that those who have not seen fit to co-operate will now find it to their advantage to do so. By this means, and this only, can the knit underwear business be placed on a paying basis.

Hosiery—This is a quiet season for the wholesalers. The retailer is having his innings, and in spite of the weather the whole fall and winter season has been a good one for him. Enormous quantities of blacks and many solid colors have been sold, and as for fancies the business has exceeded all expectations. It is almost positive that the demand for finer grades of fancies for spring will be far ahead of last spring and the retailers are preparing them-

selves accordingly. Golf hosiery promises well for the spring and the importers who carried lines over from last year now feel that they will have a good market for these goods at advanced prices.

Carpets—The situation in carpets continues very encouraging. The wholesale trade this season has far exceeded all expectations. The market is exceedingly firm and the tendency is still to advance. The special prices of January 1 dating have all been withdrawn and no goods can be bought except on face value. Furthermore, the demand has been so great that buyers have to take what they can get and be glad that they are able to get anything. It is exceedingly dangerous to figure on contracts unless they can be backed by goods in stock. High pile goods have been withdrawn, and the jobber who has not bought the goods of this line which he needs will be unable to fill orders for next season. All the carpet manufacturers are extremely busy and find difficulty in getting their orders out on time. The goods that are not delivered up to January 1 will go at January 1 prices, whether there is an advance or not. All orders now taken are at March 1 dating. Large jobbing houses have placed heavier orders than ever before and anticipate unusual sales for the new season. There are some very attractive new patterns in velvet carpets shown by the jobbers and retailers. A very handsome velvet carpet, which promises to be one of the best sellers, has a green background and the design is of violets. The border to match is $\frac{5}{8}$ wide and makes an exceptionally artistic floor covering. Tapestry carpets seem to come next to velvets in the selling line. Velvets and tapestries are going very well. Stair carpets, principally in reds and greens, are very popular and are selling well. Red in two shades with a self-colored border is favored by the buyers. In-grain carpet manufacturers are very busy filling orders and are well supplied with these for some time to come.

Curtains—Lace curtains sell very well and as there is a possibility of further advances, buyers are anticipating these by getting such goods as they will need. The spring line of ruffled and bobbinet curtains shows very neat and attractive designs, and on account of the scarcity and big advance of nets, buyers of this line of goods have been placing orders earlier than usual, and manufacturers report that they have booked orders in large quantities for spring delivery. Bobbinet curtains bid fair to have the largest sale ever known.

Look Out for Yourself.

The golden rule of business is always "Mind your own business." Live up to that and you will do good to yourself and those you deal with, both in buying and selling.

Don't worry if an opponent spends his time in watching you in order to try to checkmate your best moves. He can not do it if you are wide-awake, because at best he is but an imitator, and an imitator rarely equals the original and never excels it. If he can not excel he may as well give up.

Don't give him the satisfaction of allowing him to see that you resent such methods by meeting his prices or cutting below them unless you are prepared to give him such a crack as will scare him into silence or set him howling like a whipped cur.

A merchant who spends his time in watching his neighbors can not have much business of his own to attend to and should be easily vanquished.

Wash Goods and Prints

We have the finest line of Wash Goods and Prints ever shown in this section of the country. Mail orders solicited.

P. Steketee & Sons,

Wholesale Dry Goods,

Grand Rapids, Mich.



**Splendid Assortment,
Prices Very Low.
Why?**

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

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

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

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.

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.

GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.

Special Correspondence.

New York, Dec. 30—Rio No. 7 coffee closes firm at 67c and jobbers report a pretty good demand from interior dealers generally. The market during the week has felt some apprehension, owing to financial trouble in Santos, and the outlook at times was rather ominous. European markets were cabled as being firm, which helped things here. There has been rather more speculation on the Street than was noticed last week and prices were slightly higher. Quite a little export demand for coffee to Cuba has sprung up and it is hoped will become larger all the time. In store and afloat the amount of coffee aggregates 1,238,209 bags, against 1,192,951 bags at the same time last year. For mild grades there is a firm and unchanged market, with the odds favoring the seller. Importers are very firm in their views and look for steady markets right along. There is considerable mild coffee here, the quality of which is not all that could be desired and works out slowly. East India sorts are firm, but, as a rule, are held steady.

The market for refined sugar has been dull or at least very quiet, as buyers are not taking more than enough to last from day to day. After the turn of the year it is likely some change will take place and that we shall have more "war" news. No changes have been made in list prices for hards, which are firmly held, but soft sorts are shaded 1-16@1/4c as "circumstances seem to require."

While the tea trade is, as usual, dull at this season, brokers are full of confidence that with the new year we shall have a good run of business. Even this week has shown some improvement and buyers who have been here for other goods have placed some fairly good orders in the tea district; but there is room for improvement and this, it is quite sure, will come later on. Foreign advices, as well as the statistical position, both favor the idea of an improving market in the near future.

The rice market is quiet, but, as matters go, is fairly firm. Stocks, it is thought, are rather light in the hands of traders in the interior and holders are unwilling to make any concession to effect sales. Stocks are only moderate. Foreign grades are firm. Choice to head, Southern, 5 3/4@6 1/2c.

The week has brought few, if any, changes in spices and the general attitude, both of sellers and buyers, seems to be one of waiting. Prices are generally firmly held and buyers who shop around to secure bargains find that they are gaining nothing whatever. Singapore pepper is held at 11 3/4@12 1/2c. Zanzibar cloves, 7 1/4@7 5/8c.

The molasses situation remains about unchanged. Possibly there is a little more call than has lately been experienced for the most desirable sorts, but buyers are not taking stocks ahead. Sellers seem to be confident that the future will be favorable and close the year cheerfully. Syrups are very firm. Refiners hold out for highest possible rates and generally get them, as stocks are unusually light. Prime to fancy sugar syrups are quotable at 20@27c.

The last week of 1899 is no exception to the general rule of quietude in the canned goods market. While demand is nothing to brag of, the situation is not at all discouraging. Everything on the list is firmly held and the new year will see a market for canned goods in better condition than any year for a decade.

The cold weather has taken what little life there was in the lemon market. Prices are low and orders almost nil, coming along for a box or so at a time. Oranges are firm, but there is no special activity. After Jan. 1, all hands look for a larger volume and better established prices than now exist. California navels are worth from \$2.85@4 per box with about every fraction between. Floridas, \$3.25@4 per box. Bananas are dull and lower at \$1@1.10.

The dried fruit market is about as uninteresting as any in the grocery trade. Buyers are taking the smallest amounts

they can do business with and seem to be interested in everything but dried fruits. And yet sellers are borrowing no trouble over the present state of affairs and say that they feel confident things will come their way very soon. Raisins, prunes and currants are all dull and selling at about nominal quotations. Dates, as before reported, are still active and fetch high prices.

A better demand for butter has existed during the week and, as receipts have been lighter, the market is firm and higher, fancy Western creamery now bringing 28c without difficulty. Good firsts, 27c; seconds to thirds, 23c; Western imitation creamery, 23@23 1/2c for extras, with firsts at 21@22c; Western factory, 18@20c; rolls, 16@20c.

Cheese stocks are not large, but there seems to be enough cheese to meet all demands without any trouble. The "demand," however, is not very large. Small size full cream cheese is worth 12 1/2@13c.

The egg market gains strength hourly with the cold wave and, with lessened receipts, there has been a good demand, so that altogether "eggs are eggs" just now. There is some little accumulation of goods that will not come up to the mark, but, upon the whole, the new year will find the market pretty well cleaned up.

The demand for beans is rather light and the general situation is not all that could be desired. Michigan pea beans, in barrels, \$2; bags, \$1.95; marrows, \$2.15@2.20.

The year closes full of hope. The wars existing are so far away and our own share therein is so trifling—although pretty expensive—that business is not affected at all. Nineteen hundred will be a joyful year, and permit me to extend to the Michigan Tradesman and its thousands of readers the heartiest wishes for their future.

The Bellboy's Prospective Revenge.

"Some day when I have accumulated a stake," said one of the bright bellboys at the Morton House the other day, "I am going to have some fun."

"What are you going to do?" a bystander asked.

"I am simply going to some big hotel in Chicago and live for a day," and the boy paused to let the remark soak in.

"And that's your idea of a good time, is it?" queried the curious listener.

"Hold on. I am not through yet. I am going to a big hotel with three big grips and I am going to make the bell-boy carry all of them up to the room for me. I won't carry even the smallest one. Then as soon as I am in my room I am going to have some ice water. I will not ring for ice water, but for a bellboy, and after he has climbed to the fifth floor—bellboys are not permitted to use the elevator, you know, and I shall not take a room lower than the fifth floor—when he has climbed up there, I will tell him I want some ice water.

"I will drink all the ice water I can and pour the rest in a cuspidor. Then I will ring for more ice water. After that I shall order a cocktail served in my room. I don't drink, but there must be variety in my scheme. Then I will decide to take a Turkish bath and will call a boy to carry my grip down to the bathroom. When I return I will ring for more ice water.

"I will insist on having the same bell-boy serve me all the time, and I'll keep him chasing around until he will curse me at every step. Then when I get ready to leave and he is happy to think he shall never see my cursed face again, I will give him a dollar. You know I couldn't think of putting a boy to all that trouble without rewarding him, because I have been through the mill myself. What I have just described happens to a bellboy every day of his life—all except getting the dollar when it is over."

Not Her Fault.

"Is this the cracked wheat, Jane?"
"I dun' know, mum; I ain't looked at it or teched it, an' if it's cracked it was cracked afore I come here."

Crockery and Glassware

| AKRON STONEWARE. | |
|-------------------------------------|--------|
| Butters | |
| 1/2 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 |
| 22 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 | |
| 1/2 gal. flat or rd. bot., per doz. | 40 |
| 1 gal. flat or rd. bot., each | 43 1/2 |
| Fine Glazed Milkpans | |
| 1/2 gal. flat or rd. bot., per doz. | 60 |
| 1 gal. flat or rd. bot., each | 55 1/2 |
| Stewpans | |
| 1/2 gal. fireproof, ball, per doz. | 85 |
| 1 gal. fireproof, ball, per doz. | 1 10 |
| Jugs | |
| 1/2 gal. per doz. | 40 |
| 3/4 gal. per doz. | 50 |
| 1 to 5 gal., per gal. | 6 |
| Tomato Jugs | |
| 1/2 gal., per doz. | 50 |
| 1 gal., each | 65 1/2 |
| Corks for 1/2 gal., per doz. | 20 |
| Corks for 1 gal., per doz. | 30 |
| Preserve Jars and Covers | |
| 1/2 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 | 60 |
| Nutmeg | 50 |

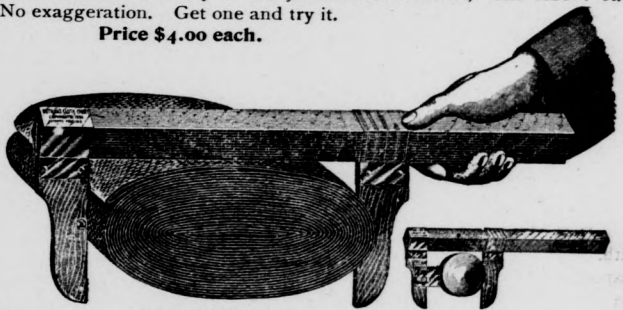
| LAMP CHIMNEYS—Seconds | |
|---|-------|
| Per box of 6 doz. | |
| No. 0 Sun | 1 28 |
| No. 1 Sun | 1 42 |
| No. 2 Sun | 2 42 |
| Common | |
| No. 0 Sun | 1 50 |
| No. 1 Sun | 1 60 |
| No. 2 Sun | 2 45 |
| First Quality | |
| No. 0 Sun, crimp top, wrapped & lab. | 2 10 |
| No. 1 Sun, crimp top, wrapped & lab. | 2 15 |
| No. 2 Sun, crimp top, wrapped & lab. | 3 15 |
| XXX Flint | |
| No. 0 Sun, crimp top, wrapped & lab. | 2 55 |
| No. 1 Sun, crimp top, wrapped & lab. | 2 75 |
| No. 3 Sun, crimp top, wrapped & lab. | 3 75 |
| CHIMNEYS—Pearl Top | |
| No. 1 Sun, wrapped and labeled | 3 70 |
| No. 1 Crimp, per doz. | 4 70 |
| No. 2 Hinge, wrapped and labeled | 4 88 |
| No. 2 Sun, "Small Bulb," for Globe Lamps | 80 |
| La Bastie | |
| No. 1 Sun, plain bulb, per doz. | 90 |
| No. 2 Sun, plain bulb, per doz. | 1 15 |
| No. 1 Crimp, per doz. | 1 35 |
| No. 2 Crimp, per doz. | 1 60 |
| Rochester | |
| No. 1 Lime (65c doz) | 3 50 |
| No. 2 Lime (70c doz) | 4 00 |
| No. 2 Flint (80c doz) | 4 70 |
| Electric | |
| No. 2 Lime (70c doz) | 4 00 |
| No. 2 Flint (80c doz) | 4 40 |
| OIL CANS | |
| 1 gal. tin cans with spout, per doz. | 1 40 |
| 1 gal. galv. iron with spout, per doz. | 1 75 |
| 2 gal. galv. iron with spout, per doz. | 3 25 |
| 3 gal. galv. iron with spout, per doz. | 3 75 |
| 5 gal. galv. iron with spout, per doz. | 4 85 |
| 3 gal. galv. iron with faucet, per doz. | 4 85 |
| 5 gal. galv. iron with faucet, per doz. | 5 35 |
| 5 gal. Tinting cans | 7 25 |
| 5 gal. galv. iron Necesses | 9 00 |
| Pump Cans | |
| 5 gal. Rapid steady stream | 8 50 |
| 5 gal. Enreka, 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, slide lamp | 14 00 |
| No. 3 Street lamp, each | 3 75 |
| LANTERN GLOBES | |
| No. 0 Tub., cases 1 doz. each, box, 10c. | 45 |
| No. 0 Tub., cases 2 doz. each, box, 15c. | 45 |
| No. 0 Tub., bbls 5 doz. each, per bbl. | 1 78 |
| No. 0 Tub., bull's eye, cases 1 doz. each | 1 25 |

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.

Clio—Ole Peterson has sold his meat market to Herbert Sims.

Middleville—W. H. Rowe has opened a meat market at this place.

Detroit—John Cooper, grocer and meat dealer, has sold out to Daniel L. Bale.

Benton Harbor—Krieger & Seel have purchased the grocery stock of Chas. Antes.

Ann Arbor—W. G. Johnson succeeds D. H. Johnson & Son in the grocery business.

Detroit—Kresge & Wilson succeed J. G. McCrory & Co. in the bazaar business.

Ludington—Asplund & Brandt have purchased the grocery stock of Chas. Clausen.

Belding—J. W. Walker, of Portland, has opened a bakery and lunch room at this place.

Stockbridge—John V. Russell has purchased the hardware stock of Henry P. Everett.

Benton Harbor—Crisp & McCullough have purchased the meat market of Rowe Bros.

Holly—Henry W. Holmes, proprietor of the Cash Shoe store, has sold out to B. F. Bump.

Kalamazoo—Driver & Baker continue the drug business formerly conducted by Carl Davis.

Smith's Creek—Jas. Lindsay & Sons succeed James Lindsay in the implement business.

Durand—Campbell & Ingersoll, dealers in musical instruments, have removed to Flint.

Flint—Garner Bros. have purchased the grocery stock and meat market of D. H. Sanders.

Fennville—C. L. Fosdick has purchased the grocery and crockery stock of Caldwell & Co.

Newaygo—L. Nuko, Detroit, has opened a merchant tailoring establishment at this place.

Detroit—Webster, Harrigan & Reid succeed Webster & Meathe in the plumbing business.

Benton Harbor—Herman Potts succeeds R. Bradford & Co. in the cigar manufacturing business.

Brutus—Hinkley Bros., manufacturers of staves and heading, have dissolved, Homer Hinkley succeeding.

Middleville—The Keeler Brass Co. has placed a large dynamo in its lighting plant and now employs 112 persons.

Kalkaska—W. C. McFarren is closing out his stock of novelty goods and will retire from trade on account of poor health.

Lapeer—Wm. Bennett, of the hardware firm of Bennett Bros., died last week from Bright's disease, at the age of 47 years.

Clarendon—The style of the general merchandise firm of J. M. Osborn & Co. has been changed to Osborn & Ballentine.

Otsego—A. B. Bosman, of Holland, will shortly open a clothing store at this place. E. W. Sherwood will have charge of the business.

Carson City—Geo. Walt, of Charlevoix, has taken possession of the Wm. C. Smith meat market, which he purchased a short time ago.

Coldwater—The clothing stores here will close at 6 o'clock from Jan. 1 to March 15, except Saturday nights, and the 2d and 17th of each month, which are the pay nights of the cement factory.

Owosso—Marion Mason has engaged in the feed and lumber business in the building recently occupied by the grocery stock of S. F. Henderson.

Kingsley—David E. Wynkoop has sold his hardware stock to Jas. H. Monroe, of South Boardman. Mr. Wynkoop will go West for his health.

Detroit—Stockholders of the New State Telephone Co. have voted to increase the capital stock of the corporation from \$1,000,000 to \$1,500,000.

Stockbridge—Henry P. Everett, who has been engaged in the hardware business here for the past fifteen years, has sold out to J. V. Russell, of Merrill.

Detroit—W. H. Allen & Co. is the style of the firm which continues the manufacture of ladies' skirts and waists formerly known as Allen, Ehrman & Co.

Otsego—F. E. Bushman, who recently bid in the H. E. Earle drug stock, is removing same to the Sherwood block and will place a man in charge thereof.

New Buffalo—C. E. Whipple has purchased the general merchandise stock of G. H. Manuel, and will continue the business, with Don Tanner and Miss Lena Manuel as clerks.

Eastport—Edwin S. Morris, who recently purchased the Dr. Chamberlin stock at this place, has added a line of general merchandise. He has also received the appointment of postmaster.

Lowell—T. A. Murphy has purchased the half interest of John Flogaus in the meat market business of Murphy & Flogaus and will continue the business under his own name at the same location.

Zeeland—A. DeKruijff, druggist, has nearly completed a two-story brick block, 26x94 feet in dimensions, with plate glass front, which he will occupy with an enlarged drug stock. The second floor will be rented for hall or office purposes.

Menominee—Local merchants are agitating the matter of closing their business places at 6 o'clock evenings during the winter months. The Menominee Hardware Co. inaugurates the movement and will hereafter close its store at 6 p. m. every evening except Saturday.

Newaygo—Charley Anderson, of this place, and Harry Wennerstrom, of Grand Rapids, have formed a copartnership and will continue the grocery business formerly conducted by Mr. Anderson, and will add a line of crockery. The new firm will be known as Anderson & Co.

Marshall—D. W. Marsh, dealer in notions, has made an assignment for the benefit of his creditors to Attorney C. U. Champion. Mr. Marsh has overstocked and is not able to meet the demands of creditors promptly and has deemed it wise to take this course. The assignee thinks there are ample assets to pay all claims in full.

Holland—F. B. Standart has purchased a half interest in the hardware stock of Kanters Bros. and the business will be continued under the style of Kanters & Standart. Mr. Standart has traveled for the Fletcher Hardware Co. (Detroit) for the past seventeen years and has been coming to Holland regularly for the past dozen years.

Detroit—The Louis Peters Co. has been incorporated for the purpose of buying, importing, packing and selling tobacco. The capital stock is \$275,000, of which \$250,000 is stated to have been paid in. The stockholders are: Louis Peters, 16,450 shares; Louis A. Peters, 7,500; Albert W. Davis, 1,000; E. Roland Boye, 20; Charles H. Vogel, 20; J. Wesley Morris, 10.

Manufacturing Matters.

Detroit—The style of the Standard Can Co. has been changed to the Air Tight Can Co.

Ravenna—The directors of the Ravenna Creamery Co. have declared a 10 per cent. dividend on this season's business, besides liquidating an indebtedness of \$300.

Saginaw—The Michigan Wheelbarrow & Truck Co. has been organized with a capital stock of \$25,000 for the purpose of manufacturing wheelbarrows and trucks. The company will at once erect a factory building and expects to begin operations in the early spring.

Homer—The Electric Oil Stove Co. has sold its plant to H. L. Smith, of Jackson, who will continue the business at the same location. The business was established in 1890 by the late B. F. Goodrich, under whose management the business expanded to large proportions.

Detroit—Articles of incorporation of the Detroit Laundry Machinery & Supply Co. have been filed. The capital is \$35,000, of which \$15,000 is preferred and the remainder common stock. The amount paid in is \$3,500 and the stockholders are: John F. Wilmot, Detroit, 122 preferred and 1,300 common shares; Frank D. Adams, Detroit, 175 preferred and 150 common shares; W. H. Wilmot, Detroit, 150 common shares.

Meeting of Michigan Produce Shippers.

The semi-annual convention of the Michigan Produce Shippers' Association will be held at Sweet's Hotel, Grand Rapids, Wednesday, Jan. 10, convening at 10 o'clock in the forenoon. The programme arranged for the morning session is as follows:

Report of President—E. A. Moseley.
Report of Treasurer—W. H. Lovely.
Report of Secretary—R. R. Bane.
Committee Reports: Transportation, C. G. Freeman; Legislation, E. C. Roberts; Grievances, O. M. Carpenter; Membership, C. R. Bailey.

Remarks—L. Starks, Chicago.
Terminal weights, how secure. Shall they be universal or confined to certain cities? Shall they be final between loader, shipper and receiver?—C. L. Randall, Oxford.
Car famines—Sanford W. Buck, Gaylord.

The sieve, cylinder and table—J. C. Morgan, Traverse City.

The programme for the afternoon session is as follows:

Shall we incorporate apples, onions, beans and cabbage?—R. A. Snyder, Chelsea.

Benefits of Michigan Produce Shippers' Organization—Geo. Cary, Lapeer.
Forecast—April and May, 1900—J. Osmun, Greenville.

Receiving Potatoes—Wm. Fisher, Columbus, O.

Icing—F. M. Shiffeld, Detroit.
Freezing—J. S. Dennis, Butternut.
Heating—W. M. Sanford, Paris.

All produce dealers are invited to attend and participate in the proceedings of the convention.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Tuesday evening, Jan. 2, President Dyk presided.

The Committee on Sunday Closing reported the result of an interview with the Grand Rapids Retail Meat Dealers' Association, which precipitated a lengthy discussion, at the conclusion of which the Committee was given two weeks' further time, at the suggestion of J. Geo. Lehman.

A committee from the Grand Rapids Window Dressers' Association was introduced and stated that the organization would like to occupy the rooms jointly with the grocers and grocery clerks.

Joseph Terrill, of the Clerks' Association, stated that his organization had no objection to sub-leasing the rooms, and the matter was thereupon referred to the Executive Committees of the two Associations, with power to act.

The Committee on Banquet reported that it had been decided to hold the second annual banquet at Sweet's Hotel on the evening of Jan. 29 and that Chas. W. Payne had been selected to act as toastmaster. The Committee also reported that arrangements had been made for speaking and vocal and instrumental music and other features of an entertaining character. The following sub-committees have also been selected:

Reception—H. C. Wendorff, Chas. W. Payne, John Schmidt, Peter Braun, J. Geo. Lehman, Wm. Vander Maas, B. J. Brogger, A. Vidro, John Tournell, Adrian Brink, Gerrit Rinevelt, John Roesink, Cornelius Seven, F. J. Dyk, Homer Klap, B. S. Harris, Wm. Killean, Ed. C. Jenkins, Chas. Sach and J. Frank Gaskill.

Invitation—F. L. Merrill, Fred W. Fuller and John Witters.

F. J. Dyk was elected to represent the Association at the Cleveland convention of retail grocers.

There being no further business, the meeting adjourned.

The Boys Behind the Counter.

Ionia—George Hubbard has severed his connection with Thos. A. Carten and gone to Saginaw to accept a position as window trimmer with the Saginaw Dry Goods and Carpet Co.

Ann Arbor—Fred Pistorius has resigned his position at the St. James dry goods store to accept one with a similar firm.

Jackson—J. M. Fethouse, for the past year manager of the bicycle department of Gallup & Lewis, has resigned to take a position on the road for the Plano Manufacturing Co. He commenced his new duties January 2.

Charlotte—Truman Gillette, chief clerk at the corner hardware for the past nine years, has resigned his position.

Owosso—W. E. Kreher has resigned his position with Osburn & Sons and taken a position as manager of the dry goods and clothing house of Shepard & Benning, of St. Joseph. He expects to begin his new duties next week. Mr. Kreher has been in the employ of Osburn & Sons sixteen years, and is a thoroughly able and efficient man.

Paw Paw—Bert Bennett, who has long been identified with the Phillips furniture store, will occupy the same position with the new proprietor, R. A. Shoemith.

Owosso—The hardware department of the Foster Furniture Co. will be in charge of Morris Southard.

Petoskey—Practically all the stores here have agreed to close at 6 o'clock, except Monday and Saturday evenings, from Jan. 2 to April 15. This agreement was brought about by Jack Clark, clerk in Rosenthal's shoe store.

Shippers Should Use Due Caution.

The Tradesman is informed that R. B. Sulter, of Cleveland, is sending out letters to Michigan merchants and shippers soliciting consignments of butter and eggs. Mr. Sulter will be remembered as the son of A. Sulter, who made such a disastrous failure at Cleveland a year ago, and he refers to the German American Savings Bank Co., which is the same institution which bolstered up his father almost to the very day of the failure. While there is no question as to his responsibility, his antecedents and associates are such that Michigan merchants will do well to deal with him with the utmost caution.

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

Grand Rapids Gossip

Career Cut Short by Exposure.

The business career of E. B. McDonald, doing business under the style of the Wykes Market Co., came to a sudden termination last week by the foreclosure of the mortgage on the stock, held by the former owners. Their equity was purchased by the U. S. Packing Co., which is temporarily conducting the business pending the advent of a purchaser. Mr. McDonald did not return to the city after Christmas and, on Monday of this week, the Tradesman received a four-page letter from him postmarked at Milwaukee, in which he denounced the town and the business men of the city and incidentally opened the phials of his wrath on the Tradesman for having cut short his career. It now transpires that McDonald did not intend to remain here permanently, inasmuch as he informed a local business man in November that he would probably pay the \$50 purchase note due in December, but might not pay the notes due in January and February. This clearly discloses his motive, which was to get in all the shipments he could and make himself scarce directly after New Years. The exposures of the Tradesman apparently cut his career short about two weeks and probably saved the merchants and shippers of Michigan from \$5,000 to \$10,000, although the losses up to date aggregate \$4,600 and will probably reach \$6,000 or \$7,000 as soon as the returns are all in. The Tradesman is receiving claims and memoranda of claims from shippers throughout the State, but is powerless to assist its friends in the matter, because the bird has flown, leaving nothing behind but a record of treachery and swindling seldom equaled in this community. If anyone has letters or quotations from the Wykes Market Co., purporting to quote the price of goods above the parity of Michigan markets, the Tradesman would be pleased to receive these evidences and may, possibly, be able to use them to good advantage before the next grand jury of the United States Court.

The Grain Market.

The new year opens very unsatisfactorily in the grain markets of all kinds, caused probably by the slack demand. This is especially true of wheat, as the traders are holding off buying until they have taken inventory. We think, as stated last week, that by the middle of January this state of affairs will change for the better, as dealers will have to replenish their depleted stocks. The visible made a small decrease this week and prices advanced about 1c over closing quotations one week ago. Receipts have been small all over the wheat section, winter as well as spring, and should our exports increase over the present low level, prices would probably go higher. We must remember we have six months until our harvest, which means quite a consumption of flour. Besides, our visible will decrease much faster than in former years.

Corn remains very quiet and stationary during the week. Receipts have been rather small, but the amount back in farmers' cribs is large. With good roads and fair weather the receipts will materially increase. We see nothing at present to enhance the price.

Oats likewise remained stationary and, for the same reason as corn, will keep at present prices, at least for a while. Any one dealing in oats will

need to be on the lookout, as a very material change for the better may occur any time.

Rye is flat—that is about all that can be said—not much enquiry and not much offering.

Beans are also stationary, varying hardly any during the week. \$1.78 for hand picked beans is quoted by the carload.

The flour trade has had the usual holiday dullness, but is picking up, as enquiries come in from domestic as well as local dealers.

In millfeed there is no change. The demand fair for the season.

Receipts during the week have been as follows: wheat, 54 cars; corn, 29 cars; oats, 7 cars; flour, 1 car; hay, 1 car; straw, 3 cars.

For the month of December: wheat, 259 cars; corn, 80 cars; oats, 33 cars; flour, 12 cars; hay 8 cars; straw, 16 cars; beans, 4 cars; malt, 1 car.

For the year 1899: wheat, 2,763 cars; corn, 823 cars; oats, 418 cars; rye, 58 cars; flour, 76 cars; beans, 5 cars; malt, 12 cars; hay, 203 cars; straw, 60 cars.

Millers are paying 66c for wheat from farmers' wagons, 33c for corn and 27c for oats. C. G. A. Voigt.

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.

Beans—The market is steady and firm, due to the action of holders in lying low and not crowding sales and the indisposition of buyers to pay present prices.

Beets—\$1 per 3 bushel bbl. Butter—Factory creamery is strong at 25c, local dealers being now able to secure sufficient supplies to meet their requirements. Receipts of dairy run poor in quality and the price is about the same as it was a week ago. Extra fancy readily commands 20c, fancy fetching 18c and choice bringing 16c.

Cabbage—60@75c per doz. Carrots—\$1 per 3 bushel bbl. Celery—15c 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 10c. Fowls are in demand at 8c. Ducks command 12c for spring and 10c for old. Geese find a market on the basis of 8c for young. Old are not wanted at any price. Turkeys are in good demand at 9c for No. 2 and 10@11c for No. 1.

Eggs—Receipts of fresh are very meager, all offerings being grabbed up as fast as they arrive at 18c. Local storage stock commands 17c, but Chicago storage goods are in large supply at 13c.

Game—Rabbits and squirrels are in good demand at \$1 per doz.

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

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

Nuts—Ohio hickory command \$1.25 for large and \$1.50 for small. Butter-nuts and walnuts are in small demand at 60c per bu.

Onions—Spanish are steady at \$1.60 per crate and home grown are moving in a limited way at 40c for Red Weatherfields, Yellow Danvers and Yellow Globes and 45c for Red Globes.

Parsnips—\$1.25 for 3 bu. bbl.

Potatoes—The market has hardly had time to rally from the cold weather and the stagnation due to the holiday and inventory seasons. Local dealers are paying 30@35c, holding at 35@40c.

Squash—Hubbard commands 1½c per pound.

Sweet Potatoes—Kiln dried Jerseys are slow sale at \$4@4.25 per bbl.

Turnips—\$1 per bbl.

The Grocery Market.

Sugars—Raw sugars are unchanged, 4¼c being still the basis for 96 deg. test centrifugals, but as offerings continue light, very few sales are made. Refined sugar is in fair demand at unchanged prices. With the beginning of the New Year it will be of interest to take a look backward and see what the past year has accomplished for the sugar trade. Some predictions made at the incoming of the year have been fulfilled and some have not. Last January it was said that the year 1897 filled out a series of seven years of declining prices, and that 1898 led in several years of advancing prices, while 1899 would continue the record of the advancing level. This has proved true of raw sugars, the average price of centrifugals for the year 1899 having been 4.42c net cash per pound, against 4.235c per pound, the average in 1898, an increase of .185c. Turning to refined sugars, however, we have a decided illustration of the effects of unlimited competition upon this or any other trade. At the beginning of 1899, the so-called independent refiners had come into full operation and were seeking to obtain a share of the refined sugar trade, which the American Sugar Refining Co. was at the same time seeking to retain. This competition for supremacy has continued with only slight intermission throughout the year, with the result that, although the average cost of raw sugar to refiners was increased .185c per pound, the cost of refined sugars was reduced .074c per pound to consumers, a clear saving to the people of approximately ¼c on every pound of sugar used. The average price of granulated sugar in 1899 was 4.891c per pound net cash, against 4.965c in 1898, a decrease of .074c. Thus it will be seen that the prediction in regard to the refined sugar has not been fulfilled. The total stock of sugar in the United States is 213,782 tons, against 95,397 tons at the same time last year.

Canned Goods—Holiday week is always dull in the canned goods trade and the week just past has proved no exception. Offerings were never as small as this season and prices have scarcely ever been so generally high as they are at present. Dealers, however, expect a good business after the completion of inventories. Tomatoes have disappointed their friends thus far, in that the prophesied advance has not occurred as yet. Most holders are asking more for their goods, but few of them are getting it. While prices do not advance, they do not decline any and this is considered a good feature. Undoubtedly heavy buying will commence shortly as stocks in the hands of dealers are very light. Corn is very firm, but there is no change in price. Advices from Maine are to the effect that there is no corn in first hands there and that buyers will have hard work to supply their spring requirements. This is also true of the majority of the markets throughout the country, as corn is a very scarce article this year. Peas are so scarce that they are hardly thought of any more. There are a few small lots here and there, but they are held at very high figures. Gallon apples are firm, with good demand. The sardine market is very strong, but the looked for advance in price has not occurred yet. An advance in red Alaska salmon is confidently expected, for the market is very firm and there is an excellent demand with comparatively light stocks to draw from. Dried Fruits—The dried fruit market

is characterized by a holiday dullness and scarcely any business has been done during the last few days. The market for all varieties is in strong position and when buying does begin there will be a rush to replenish depleted stocks. There is some little demand for prunes, but principally for the small sizes. The stock of prunes now remaining in California is considerably larger than that held at the corresponding time for some years past. However, it is believed that the general stock in the East is small, and at the prevailing prices, which are the lowest in the history of the business, we look for a largely increased demand, and no doubt the crop will be entirely exhausted before that of 1900 is ready to market. The remaining stock held in California is said to be mostly 40-50s, 50-60s and 60-70s, the smaller sizes being almost entirely exhausted. Raisins are firm and high. There has been no advance in standard loose Muscatels, but the crop is out of first hands and the present rate of demand will cause holders to advance prices shortly. Peaches are quiet and there is not a large demand for them. Prices, however, are firmly maintained and a better demand is expected later. Apricots are quiet and limited to small orders. Figs are quiet, demand is light and the market is easy. Consumers and distributors appear to be well stocked for the present; hence the almost total lack of interest. Figs are and have been low in price and California dealers particularly complain of the unprofitable season. Evaporated apples are firmer and there is a slight advance on some grades. The movement has not increased materially, but there is promise of a better business soon. Currants are unchanged, with the volume of trade heavy for the season. Dates are active and, notwithstanding the large supplies, prices rule steady at the high range that has been previously mentioned. Conditions are promising, and at the present rate of buying there will be few left of even the large crop this season. The demand for dates this year is unusually heavy, and promises to continue as long as this crop lasts.

Rice—Trade in rice is also dull and, on account of their taking stock, the jobbers will not take on any heavy supplies until that is completed.

Tea—Tea continues in light demand. Prices are steady but the trade appear to have fair stocks on hand and no large sales are made.

Fish—The demand for codfish and mackerel is very light, as it generally is during the holiday season.

Green Fruits—Lemons are dull, although prices have not declined. What few orders are coming in are for small quantities and do not amount to much. Bananas are fairly steady, but there is only a small demand. Small receipts and the probable increase in demand in the near future keep prices from going any lower.

Molasses—Molasses is still very firm and the statistical position of this article may be summed up by stating that the receipts and stocks in the South are fully 50 per cent. less than at this time a year ago. This does not look as though prices would go any lower.

B. E. Kinney has put in a new stock of groceries at 1262 South Division street. The Worden Grocer Co. furnished the stock.

D. Fritts has opened a grocery store at Fennville. The stock was furnished by the Ball-Barnhart-Putman Co.

Woman's World

Miscellaneous Resolutions Which Women Might Make and Keep.

This is a time when it is wholesome and expedient for women to canvass their consciences for faults, with the praiseworthy determination of swearing off and beginning the New Year with a clean slate. The very suggestion that she has a fault is enough to raise the average female up in arms. She has been told that she was only a little lower than the angels so long that she has come to believe it, and she suffers in consequence. It has been her misfortune to take seriously what was only intended as a compliment. Still it is well to remember that there is no sex in faults and frailties and foibles. They are ailments common to all humanity, and women may well imitate their brothers at New Year's and swear off, if even temporarily, from the sin that doth so easily reset.

First and foremost, let us all swear off from talking about our neighbors. Of course, we never, never gossip. Every mother's daughter of us will rise right up in meeting and deny that accusation in toto. We admit that we discuss the doings of people. Naturally, one must talk in society, and if one only conversed about books and the opera and politics and high art, one would very soon find oneself addressing empty chairs. It's odd, too, isn't it, how much more interesting the fi-fi things about people are than the nice ones? Oh, I know all about it, and all the temptation. Nobody will listen to me when I attempt to tell them how devoted the Smiths are to each other and how Mr. Blank comes home at 6 o'clock every evening and plays with the children until bed time and is asleep and snoring by 10 every night of his blameless and domestic life; but when I have the latest details of Mrs. Highflyer's mysterious diamond necklace—that everyone knows Highflyer couldn't possibly have afforded to give her—and a whisper about a divorce in consequence; or when I relate how Mr. Clubman never gets home until 3 o'clock in the morning and how Mrs. C. habitually receives him with a lecture that can be heard half a block, I have sufficient material to make me the star performer at an afternoon tea.

Nobody, we feel, is justified in calling that gossip. Neither do we feel that we are gossiping when we repeat some scandalous little story—but which is enough to wreck a girl's good name—or relate some tale that imputes a mean and dishonorable deed to a man. Gracious knows we didn't originate the report, we say, self-righteously, washing our hands of the matter. We simply told it as it was told to us and if the story was like a snow ball that kept gathering and gathering as it rolled and getting bigger and bigger until it finally crushed a poor fellow-creature, it's none of our affair. My dear sisters and fellow-conversationalists, for I have been all along there, too, that is merely a sophistry with which we try to poultice the pin pricks of conscience. You know, and I know, that if we made a resolve, and kept it, to repeat no evil of our neighbors—to disseminate no reports concerning them that we would not be willing to have go abroad about ourselves and our own sons and daughters—we should move the millennium up a million miles nearer than it is.

Another resolution I should dearly like to see a number of my married friends

make is to be better wives. Of course, this, too, applies to our neighbors. Personally, we all feel that our own particular William Henry ought to be at heaven on his knees returning thanks that he got such a blessing as we are, instead of that Maria Jones to whom he paid attention in his bachelor days, or that Mayme Smith whom he would have married but for our providentially appearing on the scene in time to snatch him as a brand from the burning. Still, it is barely possible that, good wives as we are, we might be a little better. For one thing we might "tote fairer." It is a lamentable fact that, however much of a hero of romance a man is before marriage, the average woman seems to regard him, when once she is married to him, merely as a beast of burden. We might resolve to take our share of the trials of life as well as its perquisites, and if he furnishes us with a sealskin sack in winter, give him the comforts of a home and the pleasure of our society through the long, hot summer. We might remember that he "pays the freight," and is justly entitled to a small corner of the house where he can smoke without being reminded of the curtains, and knock the ashes out of his pipe, and leave his papers on the floor without reproaches. We might also resolve to give him a small top drawer in the bureau and one hook in a closet that should be sacred to his own use. No reasonable man would expect more. We might swear off from asking a busy man to match samples and mail letters and bring home butcher's meat at night. We might resolve to remember that nerves are not an entirely feminine attribute and that there are times when the strongest man wants to be allowed to grumble in peace and be coddled and petted for it, just like a hysterical woman. Finally, beloved, let us all make a New Year's resolution to introduce the tactics that we used before marriage into the after campaign and be as neat and tidy, as anxious to keep our husbands as we were to catch them, as sweetly sympa-

thetic, and take as much trouble to entertain them—in a word, be sweethearts as well as wives—and my word for it, the divorce records of 1900 will show an appalling deficit.

I should like to see all the mothers I know turn over a new leaf and start out with a cast-iron resolution to teach their children the good old-fashioned virtues of obedience and respect for their elders. I know it is a lot easier to obey a child than it is to make it obey you, and that the child of the present day is brought up in the admonition and belief that it knows everything. This is a mistake. The time is bound to come in every young life when it will need at the helm of its bark some pilot who has sailed those waters before and knows the hidden reefs and the treacherous currents, but the child has been brought up with no reverence for age or experience, and it refuses the proffered counsel, and one more wreck is added to the many that strew the shores of life. There is no other such mischievous nonsense talked now as the idiocy about breaking a child's proud spirit by forcing it to obey. Obedience is law, order, religion. Disobedience is anarchy. Everywhere you meet mothers who say of even little children that they can not control them. Such a woman confesses herself a weakling and a failure. Make a resolution that you will teach your children to obey you and that you will control them, no matter what it costs in self-sacrifice and labor. A child's soul is worth paying a heavy price for.

Then there's a lot of miscellaneous resolutions we might make with profit to ourselves and the good of others:

We might resolve to keep an engagement when we made it and to be on time. It is as dishonest to steal another's time as it is their money.

We might swear off talking during the acts at the theater. It is possible that some people go to see the play.

We might swear off from talking so much about ourselves. There are other

topics of interest in the world besides our children and our servants.

We might quit telling our troubles to anybody who will listen. Most people have sorrows enough of their own.

We might brace up and do our duty and stop whining over it. Troubles bravely faced often disappear.

We might swear off from telling our private affairs in the street cars and other public places. Few people who travel suffer from deafness and many a family secret leaks out in that way.

Women who shop might resolve to quit asking for samples; quit having things sent home on approval; quit looking at goods they have no intention of buying; quit ordering salesgirls about like they were slaves; quit unfolding laces and ribbons for tired hands to fold up again; quit running up bills they can't pay.

The salesgirl might resolve to try—if she can—from looking quite so haughty, and from assuming such a patronizing air when you want to buy cotton stockings instead of silk. She might try to be as polite to a small purchaser in an unfashionable gown as she is to a rich woman in a swell silk-lined tailor-made frock. She might resolve not to converse quite so much with her friends behind the counter and a little more with the customer in front of it. She might be willing to try to take a little more trouble to find you what you want. She might not appear quite so superior when she tells you that nobody wears a frock or a hat like the one you want, and that she knows better than you do about everything generally.

The business woman might resolve to be on time; to appear a little more like she was working for money instead of conferring a favor; to talk less about what she is used to and the better days she has seen; to give way to her nerves less often; to be bright, and cheerful, and willing; to quit asking favors because she is a woman, or expecting people to put up with poor service on the same account. There is no sex in work.



As it was, is, and ever will be.

Girls might resolve to hint less for candy and supper after the theater; to judge a man by something else beside his ability to dance the cotillion; to stop using slang; to quit trying to be an imitation man; to learn more about the cooking stove and less about the golf links; to read fewer silly novels; to quit wearing cheap jewelry; to remember that dirty finery is vulgar; to stop writing letters to and gushing over actors; to quit giving their photographs to Tom, Dick and Harry.

We might all resolve to be less selfish, and to give other women, occasionally, the end seat in the car and the church pew. And, oh! what a bright, beautiful world it would be if we would all stop trying to reform other people and reform ourselves. Dorothy Dix.

Woman's Way.

When her duty's manifold,
And her hours of ease are few,
Will a change come o'er the spirit
Of the woman who is "new?"
When she's drawn upon a jury,
Or is drafted for the wars,
Will she like her freedom better
Than the "chains" she now abhors?

When she's running for an office
And gets "left" and has the blues,
Won't she wish that she was back in
The "oppressed" old woman's shoes?
When the Ship of State is steering
Mid a storm of mad abuse,
Won't she wish that for the ballot
She'd ne'er thought she had a use?

When she finds that she is treated
"Like a man," O, tho' she's longed
For just that, won't she be tempted
Often times to think she's wronged?
When no man e'er gives his seat up
In a car, or deigns to hold
Her umbrella when it's raining,
Won't she wish that she was "old?"

Won't she think the men "just horrid,"
Left to hustle for herself,
Where she's looked on as a rival
In the race for power and pelf?
When man's reverence no longer
Is accorded as her due,
When he treats her as a brother,
She'll be sorry that she's "new!"

His Capacity Had Limits.

An old farmer, who was in the habit of eating what was set before him, asking no questions, dropped into a Grand Rapids cafe for dinner. The waiter gave him the menu card and explained to the old gentleman that it was the list of dishes the cafe served for dinner that day. Accordingly he began at the top of the bill of fare and ordered each thing in turn until he had covered about one-third of it. The prospect of what was still before him was too overpowering, yet there were some things at the end that he wanted to try. He called the waiter and, confidentially marking off the spaces on the card with his index finger, said:

"Look here, I've et frum thar to thar. Can I skip from thar to thar and eat on to the bottom?"

Good Name For the Dog.

A boy's fishing rod was fastened to the root of a tree on the river bank, and he was sitting in the sun playing with his dog, idling his time away. He had been fishing all day and caught absolutely nothing.

"Fishing?" enquired the man passing.

"Yes," answered the boy.
"Nice dog you have there. What is his name?"

"Fish," replied the boy.
"Fish? That's a queer name for a dog. What do you call him that for?"

"Cause he won't bite."
Then the man proceeded on his way.

Couldn't Blow it Out.

An old farmer who had been to New York was describing to his friends the splendor of the hotel he stayed at.

"Everything was perfect," said he, "with the exception of one thing—they kept the light burning all night in my bedroom—a thing I ain't used to."

"Well," said one of them, "why didn't you blow it out?" "Blow it out!" said the farmer, "how could I? The blamed thing was inside a bottle."

The Utter Selfishness of Mother Unselfishness.

If there is one virtue that appears to the childless man and woman to be unduly lauded, it is the unselfishness of mothers. It is nothing that poets have sung it, that romancers have idealized it, and that we have made it a fetich until we have come to believe that it symbolizes the most exalted type of character and that an ability to give up one's own desires and pleasures is almost angelic. We have worshipped false gods and before mother unselfishness deserves to take rank with the virtues it will have to be expanded until it takes in someone else besides one's own offspring.

As it is, it is the narrowest thing on earth, and one of the most outrageously selfish. It is nothing in its favor that most mothers are willing to sacrifice themselves to their children. They are also willing to sacrifice everybody and everything else on the same altar, and it is utterly vain to expect to get even justice from the ordinary woman where her children are concerned. There is nothing unselfish then. It is mere brute instinct to get the best there is for their own, and indulge them at anybody's expense who happens to stand in the way.

It is hard to dispel an illusion, but universal experience will bear out the assertion, and it is small wonder there are so many selfish men and women when one observes the selfish way they are raised and the selfish disregard of other people's rights they are trained in. Draw your feet away from a child's muddy shoes on the cars, when it "kneels up," as children say, to look out of the window. What a scowl you get from that unselfish mother, who is perfectly willing for you to have a tailor-made frock ruined if it will give her child ten minutes' gratification. Doesn't it infuriate a mother to have anybody insinuate that her child's talking disturbs a play or a lecture? The idea of your not being willing to pay a dollar and a half to hear that sweet thing babble!

What makes a visit from a mother with children a nightmare? Simply her selfish determination that they shall enjoy themselves at the expense of you and your belongings. Does she try to stop little Willy from sliding down the polished stair rail that is your pride? Never. She merely complacently comments on how active he is, and she doesn't care a bit whether you want it scratched or not. Of course she can see why you would object to that horrid Jones boy, next door, scratching it, but Willy's scratches are a different matter. In the same way she lets Susie dribble bread and molasses all over your best rug and look at your first proof etchings with sticky fingers, and the baby play with your choice bric-a-brac. She knows that all of these things keep you on the rack, but she doesn't care. She would give the screw another turn if it would afford her petted darlings the slightest amusement to see you squirm.

This does not overstate the case one iota, and it presents one of the most curious contradictions in life, for the women who thus calmly trample on everybody's rights for their children are women who are scrupulously honest and considerate and just, so far as their own good conduct is concerned. It is just where their children are concerned that they have a deficient moral sense, and this is further exemplified in the fact that not one mother in a thousand can be just to other children. Let a group

of children be playing and fall into a disagreement, and the mothers rush to the defense of their own, with no thought of finding out who is the aggressor. It looks as if the love of a child should teach sympathy with other children to a mother's heart, but it does not. It is the step-mother without children of her own who can give another woman's children the love of the mother they have lost. With children of her own comes that mother selfishness that is one of the most unlovely traits on earth.

Cora Stowell.

Why Apples Are Scarce.

Housekeeper—Why are apples so high in price?

Market Man—Cause they're scarce, mum.

"But the papers say the crop was so enormous that apples were rotting on the trees all over the country."

"Yes'm. That's why they're scarce. It didn't pay to pick 'em."

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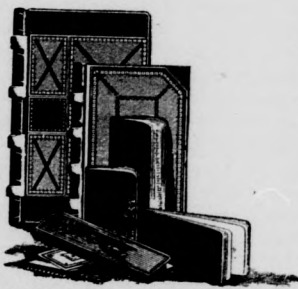
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When writing to any of our Advertisers, please say that you saw the advertisement in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - JANUARY 3, 1900.

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. 27, 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 thirtieth day of December, 1899.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

GENERAL TRADE REVIEW.

The beginning of the new year is signalized by a rapid recovery in the stock market from the effects of the long depression which culminated in the panic of two weeks ago. The rise in all the leading industrials has been general and attended with an activity in buying which has more than met the expectations of the most sanguine. The fact that the money situation has so much improved that there now seems to be abundance for all needs at low rates would seem to argue that the long stringency in the Eastern centers was a material factor from the first of the depression. It is notable that the recovery comes without any improvement in the English situation in Africa, showing that beyond transient changes the local influences were really the significant ones. However, the outflow of gold is increasing somewhat, \$4,800,000 having gone out last week, making nearly \$12,000,000 for the month; but this is simply on account of the need of our English neighbors to borrow to meet their extraordinary demands. The continued favorable balance of the export trade shows that the outgo is only an indication of their need—we can well afford to lend a much larger portion of the great accumulation in the Treasury.

It is no news that the year has gone far beyond any other in history in volume of trade, and increase in prices except when influenced by war conditions. The volume of clearing house transactions in New York was much greater than ever recorded, a fact naturally attributed to the transference of billions of the corporation business to that center in the great consolidations, but notwithstanding this the volume of transactions outside was also far in excess of any previous year.

The iron and steel manufacture rarely has much new business in the holidays,

but much is now pending which is expected to result immediately, and without change in pig for some weeks; the wire and nail concern announces another rise in prices, which is scarcely in harmony with the lower prices for some other products. These concessions result from exhaustion of orders taken by some concerns, and are slightly more numerous, although in galvanized sheets and common iron bars more strength appears at Pittsburg. The probable settlement between the contractors and the workers of the building trades at Chicago is held likely to result in considerable contracts, although at the moment prices hinder. Tin is weak and has lost about 8 cents of its great advance to September, but retains about 5½ cents' gain since January 1, 1899; while copper, after a rise of 5½c, is 3¼c higher.

In the textile trades generally favorable conditions are reported, subject to the usual holiday interruptions. Cotton export movement was small as compared with last year—less than one-half. Sales of wool continue heavy and the changes in prices of goods have been in the direction of advance. Boots and shoes continue their heavy movement, especially for early delivery.

NEW YEAR RESOLUTIONS.

The time for turning over a new leaf has come. Everybody, as soon as he awakes on the New Year morning, insists on doing something in the turn-over line. The young man feels in his pockets, empty after the pull on them of a New Year's eve celebration, and resolves that he will spend less money and save more, and goes so far as thinking he will not borrow money to throw away treating people who will stand by him while he has a dollar to spend. He thinks keeping an expense account will remind him to hold on to his money. He gets a memorandum book and a new pencil, which he sharpens and sees the point. His first entry is: "Quit drinking Jan. 1." That is splendid. Then he jots down a few calls and feels tickled about himself. This goodness goes on for a few days until he begins to feel lonesome. He breaks the point from his new pencil and soon forgets to make entries in his new resolution diary. Then he loses the book, and loses confidence in himself, and goes on the same old way, about as good as he was last year, but not a blamed sight better, and he has only himself to blame. With many good resolutions made for better habits are like the resolutions passed at a political convention or like adopting a platform of principles. The thing is considered as done when the resolution is adopted and all is speedily forgotten, if not forgiven.

Every indication points to a large and representative attendance at the seventh convention of the Michigan Retail Grocers' Association, which will be held in this city Jan. 25 and 26. The list of topics already assigned indicates that the proceedings will be of unusual interest to every retail grocer in the State, and several other topics are under consideration and will be presented at the convention, in case suitable persons can be secured to exploit them. Every grocer in Michigan, whether he is a member of the Association or not, is invited to attend the meeting and participate in the discussions and the banquet which will be tendered those present the evening of the first day of the convention.

THE MC DONALD SWINDLE.

During the career of the Michigan Tradesman, covering a period of seventeen years, something like forty fraudulent commission merchants have been run down, exposed and driven out of business, so far as Michigan is concerned. Some have been arrested and compelled to dislodge their ill-gotten gains, others have been indicted and two have been sentenced to terms of penal servitude. It has come to be understood among the fraternity of frauds that the atmosphere of Michigan is not congenial for them because of the constant watchfulness of the Tradesman, the promptness with which it is usually able to detect crookedness and the vigilance with which it posts its patrons on the first intimation of wrongdoing.

Unfortunately for themselves, there are some merchants and shippers in Michigan who are not on the subscription list of the Tradesman, and this class is sufficiently numerous to afford a feeding ground for an occasional fraud who appears in the State with the suddenness of a meteor and secures several thousand dollars' worth of plunder from those who are too proud or too poor to take a trade journal which can save them dollars for every cent invested.

A striking illustration of this peculiar phase of business life is afforded by the collapse of the conspiracy engineered by Edward B. McDonald and a couple of confederates under the style of the Wykes Market Co. They appear to have come here from Milwaukee, although one of the men claimed to hail from Toledo. They purchased a retail market on Monroe street and immediately sent out cards, soliciting shipments of butter, eggs and poultry at prices considerably above the parity of Michigan markets. This would not have excited the suspicions of the Tradesman if the men had been well rated or given any evidence of being financially able to establish a business along such lines. As a matter of fact, their stock was covered by a blanket mortgage, held by the former owners of the business, and they refused to make any statements to the mercantile agencies relative to their antecedents or responsibility. In the face of these facts, the Tradesman immediately issued a timely warning to the trade, setting forth the facts above stated and advising that no dealings be entered into with the parties except on a cash-in-advance basis. As the plans of the conspirators developed, the Tradesman was more fully convinced that the enterprise was a fraudulent one and each week thereafter the Tradesman repeated its warnings to the trade, giving cogent reasons why the warnings should be heeded.

So far as the Tradesman's readers are concerned, the exposure appears to have been practically effective, inasmuch as only two or three such merchants were victimized by the trio, and they attribute their loss to the fact that they were "too busy to read the paper" during the height of the holiday rush. Among those outside of the Tradesman's influence the loss falls heavily, the claims now in the hands of local attorneys—and returned by them as hopeless—aggregating \$4,600. In all probability the claims yet to be heard from will swell the sum total of the stealings to \$6,000 or \$7,000—every cent of which could have been saved if the victims had not been too poor or too proud to take a trade journal and profit by its advice.

A peculiarity of the transaction is the

carefulness with which the two solicitors who were kept out on the road avoided the dealers who keep the Tradesman on file. They usually approached a merchant with a request to see the last issue of the Tradesman. If the request was complied with, they took it for granted that the dealer was posted and departed without leaving a card or disclosing the nature of their business. If, on the other hand, they were told that the subscription had lapsed or that a trade journal was a superfluous expense, they immediately opened fire on the dealer and generally succeeded in getting him interested in the inflated prices they offered for goods.

One reason why the swindlers were so successful is due to the name they adopted. Mr. Wykes conducted business at the same location for thirty years and was generally known to have acquired a competence. It was not generally known that he had disposed of his interest in the business and that the name assumed by McDonald and his associates was intended to mislead the trade by stimulating the belief that he was still identified with the business.

Another thing which reassured the trade was the name of the Grand Rapids Savings Bank on the cards and letter heads of the Wykes Market Co. Such a reference should have no weight with the trade, and the fact that it was put on the stationery without the sanction of the Bank should have been sufficient excuse for the officers to insist on the confiscation of the printed matter, especially as the reports of the mercantile agencies plainly indicated that the parties were unworthy of confidence and should not have had the assistance of the Bank in victimizing the public. The fact that a crooked commission merchant uses the name of a bank without authority has been held by the courts to be prima facie evidence of fraud and the Tradesman will never cease to condemn the practice of some banks in permitting strangers entirely unknown to them to use the name of the bank as reference. The State Bank of Michigan recently sent a clerk to the office of a man who had used the name of the Bank without authority and destroyed all the stationery on which the name was used, and the Tradesman commends this plan to the Grand Rapids Savings Bank, which has been too lenient in lending its name to Frank J. Lamb, C. A. Lamb and other swindlers of a similar character.

A curious lawsuit, which grew out of the purchase of a piano, has just been adjudicated in Providence, R. I. The buyer of the instrument ordered it delivered at her residence, but when it arrived there it couldn't be carried through the door. The window sashes were then taken out, but in vain; and it was next decided to remove the window frame. The piano dealers were unwilling to bear the expense of that operation, and so was the purchaser. As a result the instrument was taken back to the piano rooms, and the woman demanded the return of her money. Upon the refusal of the dealers to comply with her request she entered suit, and the case has been decided against her.

Men are known by the company they keep; but communities can not be gauged by the delegations they send to the Legislature.

As things go in this world, heaven help those who have no desire to help themselves.

WAR AND BUSINESS.

It is reported by the United States Consul at Cape Town, South Africa, that trade in that country is paralyzed by the war. The English army is fed with supplies from other countries and, while much of these may have originally come from the United States, they reach there via England. The customs duties and railroad and telegraph revenues have fallen off. As the railroads and telegraphs are owned by the government, a very large source of government support is lost, to say nothing of the employes thrown out of work.

Here is an object lesson in the business of railroads and telegraphs owned by the government. In time of war they are monopolized by the military authorities, and, as a consequence, having no income, they must be supported by government subsidies. It would be the same in this or any other country. During the Civil War in America the railroads and telegraphs were chiefly used for military purposes and received large amounts of money compensation for such Government use. If those lines of communication and transportation had been owned by the Government, the vast sum paid out for transportation and telegraphing by the military authorities would not have gone into ordinary circulation, but would have been accounted for in a mere transfer of charge on the treasury books, and only the money necessary to pay the expenses of the traffic would have gone out to the people.

War creates enormous wastage and destruction, so that the amount required to maintain several millions of men in active military campaigning is many times as much as would keep them in peaceful avocations. In that way enormous sums of money were paid out for the expenses of war directly to the people, and they were able in many cases to amass fortunes. The loss came in when the Government was forced to raise thousands of millions of dollars to pay these extraordinary expenses, and the money had finally to be paid by the people in burdensome taxes, so that the nation was worsted to the amount of all the losses caused in the war, but individuals had made fortunes by furnishing supplies and transportation for war purposes. In Cape Colony, on the contrary, where the government owns the railroads and telegraphs, and imports all the army supplies, the people of the country get little or nothing by the war which destroys their business and turns thousands of work-people out of employment.

Consul Stowe, whose report has been mentioned above, has something also to say about business in the country of the Boers. He declares that the emigration of the uitlanders from the South African Republic and Orange Free State has been unprecedented in history. Many of these people—the mining population, the bone and sinew of the country—have scattered over the world. Numbers of them, too poor to get out of the country, are subjects of charity in the cities of Cape Colony and Nataland have to be fed. Some have funds for a few days or weeks, but will in time have to be supported by the public, and this in a country that can not or does not produce the foodstuffs for its own people.

Johannesburg, in the Transvaal, and Bloemfontein in the Free State, are, to all intents and purposes, deserted cities. Johannesburg, the largest commercial center in South Africa, has, so far as

trade is concerned, ceased to exist. This once busy, bustling city, producing monthly over fifteen tons of gold and yearly \$60,000,000 worth, is silent. Up to this time, goods have reached the Transvaal via Delagoa Bay, but it is not supposed that they will long be permitted to enter. The two republics must then live on their own resources. Their crops are ready for the sickle, but can not be cut, as the men are off to the war. Prices are so high that the trade papers refrain from publishing the usual column of "market prices." Large quantities of gold en route to seaports for shipment to England have been taken by the Boers.

The Boer country is in the interior and does not touch the sea anywhere, but has been accustomed to do its export and import business through the Portuguese territory at Delagoa Bay. This trade, in time of war, is attended with more or less difficulty, while the English have the free use of the sea. It may well be imagined that the Boers, despite their bravery and military prowess, are suffering seriously in many ways by reason of their isolated position, although it is an advantage just now, for if they had ports of their own they would be closely blockaded by the British navy, whereas they can still do some business through the Portuguese ports on Delagoa Bay.

Reports from the New York market indicate that the call for hardware from that market for the present season has been the largest in the history of the trade, the Argentine Republic being one of the principal buyers. The increased trade is attributed to the efforts made by United States firms during the past six months to take the trade away from European competitors, who were dealing largely in American products.

W. T. Shepherd, a long-suffering citizen of Wichita, sues for divorce on the ground that his wife has nagged him until he hasn't the heart to say grace at the table. As a second cause, he charges that she has threatened to take the whole family down to the creek and drown them. The children are all grown up, the youngest being more than 17.

American bottles are preferred to all others for the export trade, and especially in warm climates where American and English goods come into close competition. American glass is said to stand tropical climates better than the English, the reason being that it is better annealed.

Beginning with October 1, the commission merchants of Kansas City who are handlers of poultry, eggs and butter discontinued the commission business in a body. They declare they will all buy the goods outright, claiming this method is a better one for both shipper and receiver.

A Newark saloonkeeper is gathering together a small army of cats which will be sent to Manila and sold to the government. The services of the felines are needed as rat catchers in the storehouses of Manila and other Philippine towns.

A German savant declares that red noses are caused by wearing veils in winter. That is very kind of the learned doctor and polite to the ladies; but he knows there are lots of red noses on faces that were never covered by veils.

THE COUNTRY'S FOREIGN TRADE.

For a couple of years past there has been a steady increase of exports over imports, a circumstance which has helped not a little to bring about the prosperity which is now being experienced. It is worthy of note, however, that a change is taking place in the drift of our foreign trade, as the returns for the month of November, recently made public by the Treasury Department, show that the imports are beginning to increase, compared with the same time last year, while the exports show a decrease. The imports for the month were valued at \$74,452,283 which represents an increase of over \$22,300,000 as compared with November of last year, and of not far from the same amount as compared with the corresponding month of the preceding year. The dutiable imports, it may be remarked, exceeded in value those free of duty by almost \$10,000,000. The exports were valued at \$123,752,038, which represented a decrease of a little over \$6,000,000, as compared with November, 1898, but an increase of over \$7,000,000, as compared with the corresponding month of 1897. There was an excess of exports over imports for the month, amounting to \$49,299,755, which marks a decrease in the amount of the excess of exports as compared with either of the preceding years.

Of course, this is the showing for but a single month of the calendar year; but the figures for the eleven months to Dec. 1, while they still show that the exports are increasing over last year, indicate very clearly that the excess over imports is no longer so considerable as it was, as the imports have increased in a much greater ratio than have the exports.

For the eleven months ending with November the imports were valued at \$732,401,721, which represented an increase of over \$152,500,000, as compared with last year, and an increase of lesser volume over any of the years immediately preceding. The exports for the eleven months were valued at \$1,152,190,465, which represented an increase of nearly \$34,500,000, as compared with the corresponding eleven months of last year, and of over \$177,500,000, as compared with the corresponding months of 1897, while, as compared with like periods in the years immediately preceding, the increase was greater still. For the eleven-month period there was an excess of exports over imports amounting to \$419,788,744.

This excess of exports over imports, while large, is still very much less than was the case a year ago, and shows some change in the drift of our foreign trade. Our larger purchases abroad no doubt are due to greater prosperity in this country. It is not likely to have any considerable effect for the time being on the trade balance, which, owing to the operations of the past two years, is still so largely in our favor; but the tendency is unmistakably for the purchase of more foreign goods by our people and a smaller demand for our products abroad.

The volume of the foreign trade for the eleven months, however, is extremely liberal, footing up a total of \$1,884,500,000. It is also apparent that, if the movement continues as large for the last month of the year as it has been to Nov. 30, the total foreign trade of the United States for 1899 will reach the \$2,000,000,000 mark for the first time on record.

SEEING THE WORLD.

The advantages of travel are so many and so manifest it seems idle to recount

them at this late day. "Home-keeping youth hath ever homely wit," is an old proverb whose truth is attested by universal experience. People who live and die in the same spot are bound to be narrow and provincial. It is those who get out of their own rut and move about who find out how big and beautiful and kindly the world really is and that their own particular corner does not monopolize all the advantages and virtues of the universe. When the big man of Simpkins' Crossroads gets away to the metropolis and has an opportunity of really sizing himself up and finding out how insignificant he is, his self-complacency gets a jolt that makes him a more enduring creature the remainder of his life. Deacon Straightlace takes a more lenient and hopeful view of human frailty after having been beguiled into seeing a ballet when he went to town to buy goods, and even Parson Creed entertains a better opinion of almighty grace if he can ever be induced to contemplate anybody else's goodness but his own. That is one view of the advantages of travel. There is another, which presents the subject in a whimsical light and seems to indicate that the chief pleasure and profit the average traveler gets out of a trip is in thinking how much better off he was at home than he is away from it. The little town of Tail Holt never looms up as such an Eden on earth as when he contemplates its perfections from Paris or London or Madagascar. Set him down to terrapin and canvas-back and he will yearn for the fried ham and eggs he is used to. Take him to grand opera and he will interrupt the finest aria of the prima donna to tell you all about how Mary Jones sung in the concert the village choir gave in the schoolhouse. "If you could have just heard that!" he exclaims. It is in vain you offer him the delicacies of the place and climate. He is joined to the canned goods of his idolatry and prefers the salt mackerel and cove oysters of the interior to anything the seaside can offer him, and mourns because he can't get buckwheat cakes and maple syrup under the shadow of the Pyramids. Such people go South, swathed in flannel and bundled up in furs, to complain of the enervating climate, and they come North clad in a linen duster to grumble and shiver at the cold. Even nature does not satisfy them unless things look just as they do at home. The man from the hills complains that the seaside is flat, and the gentleman from the plains wonders why they don't level down the mountains. The works of man—unless they have worked them themselves—are equally unfortunate in not meeting with their approval. "Dear me," cries the American tourist of this type, when viewing a hoary ruin, "what a ramshackle old building! So shiftless in them not to repair it. Why, in Squeedunk there isn't a single building that wasn't repainted last spring." The European, on the other hand, groans over the bald newness of a spick and span American town, that has nothing to show but the latest improvements and still smells of the varnish. With these people, whatever is at home is right, and all the rest is wrong. Travel does nothing for them in the way of enlightenment, but they get their money's worth in the pleasure they get in contemplating their own immeasurable superiority over all the rest of the world.

A Boston shoe man who recently received a remittance from a customer named Icicle found that the check was drawn on the Frost National Bank. A cool transaction all around!

Clerks' Corner.

Mysterious Burglars of the Crossroads Store.

Berot was the new clerk at Old Hawkins' crossroads store. He landed at the crossroads one night just at dusk, looking for all the world like a lumber jack fresh from the pine woods with his pack slung across his back, lumber jack fashion. This sack contained all of Berot's earthly possessions, except the clothes he had on, and for all of that it was not very well filled. Berot himself was attired in a coarse woolen blanket jacket and a pair of jean trousers which were tucked into the rough heavy boots which encased his feet. His cap was from the skin of the muskrat, under which gleamed a pair of honest brown eyes, set in a rugged face stamped with the indelible marks of justice and sincerity. Old Hawkins had engaged Berot over the border in Canada the week before and, after a short talk with him, had decided he was just the sort of a fellow that he wanted to aid him in his business, for Hawkins, after seventeen years' servitude as the crossroads store-keeper and postmaster, wanted some one on whom he could place a part, at least, of his burden of business. Berot had struck him favorably because he had appeared honest and fearless and at the same time was not inclined to put on frills in his dressing, as Old Hawkins termed it. Upon his return Old Hawkins told the loungers around the crossroads stove all about Berot, and added that he was a likely sort of a fellow—just the kind who'd attend to business and after a while scrape and save a little and probably buy Hawkins out. As the crossroads world revolved around Hawkins and Hawkins had intimated in pretty strong terms he was soon to retire and take a little much needed recreation, with Berot as his most likely successor, the coming of Berot was regarded as a great event in crossroad circles and was eagerly anticipated by the fifty or more customers of the crossroads store and postoffice. Many faces full of curiosity peered out of the various farm houses as Berot trudged the long mile from the stage station to the store, and when he had once been seen, much idle speculation was indulged in as to what kind of a fellow he was. Berot was entirely unmindful of the curiosity he was arousing and the interest his advent caused to the community. His mind was eagerly engaged with the new duties which he was to assume, and if Old Hawkins had certain ambitions for his new clerk, Berot had those of his own, which encompassed much more of life and the future than even Old Hawkins dreamed of. In the French community where Berot had resided and clerked in the village store for \$6 a month and board there had been no future for him. But here he was to make his fortune. His salary of \$20 a month seemed colossal, and if he had been enabled to save \$2 out of the \$6, as he certainly had, he felt certain he could save \$15 out of the \$20. Twelve times \$15—that was \$180 by the time the next year rolled around and it would only require a few years with that money out at interest and being constantly added to before he would be in possession of a nice, tidy sum. He could buy Hawkins out, and his mind was filled with other plans besides. He could rent the little cottage over on the hill and bring Athole there and live in comfort and peace and plenty. Imperceptibly Berot quickened his pace at

the thought of it. He wanted the years to move swiftly and all of these good things to come to him—especially Athole, for they had been lovers since the merest children, and the only thing that stood in the way of their becoming happily married was the small earning capacity of Berot, which was now of the past.

* * *

Berot got along very nicely with Old Hawkins. He was a man of few words; never impertinent; always ready to make himself useful; he waited upon customers promptly and respectfully, gained their confidence and attracted new trade; although a man of few words, he would upon occasion express himself upon the weighty questions which the loungers discussed around the stove at night, and his opinion always had weight, because it was founded upon good judgment and sound, common sense. Then came Old Hawkins' trip to the city on business. Berot had gained the confidence of his employer and the latter did not hesitate to trust him to make up the cash at night and put it away in the huge iron safe, while Old Hawkins was away. When he was at home Old Hawkins had always looked after this task, but with a few instructions to Berot, he left with no load upon his mind and in the full belief that he would return to find everything all right.

On the second day after Old Hawkins had gone Berot was alone in the store. A few moments before a customer had called and after purchasing a bill of goods had paid \$10 on account. Although there was nothing unusual in the transaction, for some not apparent reason this money kept worrying Berot. He had placed it—two five dollar bills—in the till, and then had gone about his work. Twice he had looked in the till since then and the money was still there. Reasoning with himself, Berot had concluded that he was unusually nervous, but the premonition came to him so vividly something was wrong, that he again looked for the third time. He started back with an exclamation of surprise. The two five dollar bills had disappeared. He had been alone in the store, had been attentive to everything that had happened and had seen no one go near the money drawer. He searched the till again, wondering what sort of a trick his mind was playing him. But no, the money had disappeared; he searched his pockets, thinking he might have placed it there for safe-keeping. It was still missing. Who had taken it? He could not explain the unaccountable incident. A cold chill ran down his back and he began to wonder more than ever if his mind was just right. No one in the store, and yet the money had disappeared! He hunted high and low, hoping against hope that he had misplaced it or put it in some other place in his anxiety over it. The money could not be found. He remembered dimly that a stranger had called early that morning and had talked with him when the customer came in who had paid the money. Could there be any connection between the appearance of this stranger and the disappearance of the money? It seemed unreasonable to suppose so, but how could it be explained in any other way? All through the day Berot thought upon the problem which faced him. There was only one thing for him to do—relate the incident to Old Hawkins and offer to make honorable restitution out of his own funds for this loss. He had saved all of his first month's wages; he could restore the

The Magic Gas Lamp

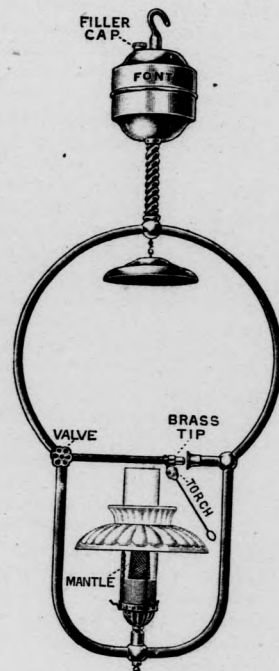
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money—he knew that he was guiltless—what should he do to explain it? The explanation which offered itself to him seemed vapid and useless. Would Old Hawkins believe him? Yes, if he offered to make honorable restitution—then Old Hawkins could see that he had gained nothing, even if he suspected Berot of taking the money.

When Hawkins returned Berot related the circumstances to him. Immediately Old Hawkins connected the stranger with the theft, but exonerated Berot from all blame, although he could not explain how the money was taken. And the best evidence of his faith in his clerk was shown when he refused to take the \$10 which Berot offered him. Another week rolled around, and although there had been no word of disagreement, no word of complaint between the employer and the employed, there had been a change of the relations between the two. A sudden, unaccountable, indefinable, unreasonable coldness had grown up between Berot and Old Hawkins. Berot waited upon his customers as cheerfully and as promptly as before; he attended to all his duties with the same faithfulness and carefulness. His individual ability was bringing added new custom to the store. What, then, was the cause? There was something gnawing at the vitals of the one or the other that had resulted in severing the bond of sympathy which bound them together. Old Hawkins watched the clerk with the eye of suspicion. The clerk knew that he was being watched, and not knowing the cause of it, resented it.

Then came the climax. Berot was called up to the desk one Saturday noon—the busiest day in the week. Coldly dignified, with no air of kindness in his eyes, Old Hawkins regarded him severely.

"Mr. Berot, I shall have to discharge you from my employ," he said in a tone of great severity.

The young man recoiled as if he had been struck a severe blow. An evil light flashed in his eye for one brief moment and then gave way to a questioning look of appeal.

"An explanation!" he demanded.

"None is necessary," replied Old Hawkins as severely as before.

"Have I failed in my work?"

"Your work is above reproach. But your character—well, I am disappointed, for you are a thief."

Old Hawkins may have had more to say, but he never said it. Berot's face turned a deadly pale, his eyes flashed, then he remained passive and silent, like a criminal before the bar of justice. He glanced again. Old Hawkins' face was more severe than before. It seemed horribly ugly, it had a sneer on it, a sneer of the deepest contempt. The judge had made up his mind. Berot knew his judge and knew that no appeal would save him. He might as well have appealed to a man of iron as to the man before him. Berot turned on his heel and walked out of the store, broken, crushed, stunned—and guiltless.

As for Old Hawkins, he remained passive at the desk for an hour after the one on whom he had passed judgment had gone. Had he done right? There seemed to be no other way out of it. Money had disappeared from the till every day for a week. Sometimes large bills, sometimes small. Who could have taken it if not Berot? No one had access to the till. But even although his own outward appearance indicated that he believed he had passed judg-

ment on ingratitude and criminality, in his inner heart Old Hawkins was struggling with the thought that he, perhaps, had not been justified. He had watched him, but without success. Yet the money had disappeared. It could be accounted for in no other way. Berot had stolen it. Suspicion could direct itself to only one quarter, and Suspicion pointed in that direction with the hand of a sign post. Berot was guilty. To gratitude he had replied with ingratitude; from a man he had become a thief. Old Hawkins wished never to see him again.

But the speculations did not cease with the forced absence of Berot. Old Hawkins, the Monday night following, counted his cash and was short \$10. He started when he made the discovery. Had Berot, not content with stealing before his very eyes, broken into the store and taken the money? He made enquiries. No one had seen his former clerk that day; he learned that Berot had secured a position at manual labor in the stage town and had been at work from early in the morning until late at night. Suspicion, under these circumstances, must point in another direction. But where? Apparently nowhere. Even Suspicion, who plays such pranks on people at times, was at a loss in this emergency. Old Hawkins started out to set a watch on the drawer the following day. He turned the store into a hotel and ate his dinner and his supper beside the money drawer. That night he was again short, only a crisp one dollar bill, but it had disappeared. That human hands had taken it from the drawer was impossible. Suspicion, always so free with information that injures people, was more than silent, was ominously, oppressively quiet.

The day before Christmas arrived and Old Hawkins was frantic with fear. He had concluded, although being a matter-of-fact man and little accustomed to psychical researches, that ghosts haunted his footsteps and stole his money from him at the turn of his back. Bill after bill had disappeared without a trace of its being found. These thefts now amounted to nearly \$100. He would be ruined. Ghost or no ghost, he must catch the thief and prevent the money from being stolen. Suspicion had been buried in a deep grave—so deep that even this ubiquitous personage could not be resurrected. And in this dilemma, following the bent of human nature, Old Hawkins turned to the man he had so vitally wronged. He called Berot back to him and demanded his assistance in finding the ghostly visitor who stole money so freely and so easily with a human being watching the money drawer. On Berot's face there was the sullen, hurt feeling of an injured man, but when the situation was explained to him, he relented. Forgiveness was in his heart because gratitude and fearlessness were there with many other manly virtues. The two set about the task of discovering the vapory phantom who came near making them deadly enemies. They were friends again and they united against the common evil. The day passed and there was no clue to the ghost or the thief. No money disappeared that day. This was, at least, better. Perhaps it would not disappear the next day and both would again breathe easier.

Christmas morning dawned bright and sharp. Old Hawkins, weakened from the strain upon his mind, which he could stand less than a strain upon his physical nature, failed to reach the store.

When Berot called for him an hour later he was in bed, sick at heart and in mind. He again trusted his clerk and instructed him to open the store and conduct the business. The afternoon was rapidly waning and Berot was alone in the store. A mouse scampered across the floor, ran up the wooden counter and disappeared in the corner. Insignificant things sometimes change the whole of our future. This pitiless mouse had changed Berot's future and had brought illness to Old Hawkins, but Providence compensates many times for the things which we take as ills. And Providence, through a mouse, compensated Berot and Old Hawkins. As the mouse ran Berot, grabbing a club, followed, discovered the animal's hiding place and began to poke it. A mass of greenish, fibrous stuff was dislodged from the corner into which the mouse had disappeared. It came tumbling down and spread itself on the floor. With an exclamation of surprise, Berot grabbed up the material. It was soft and silky and had the touch of money. With an exclamation of glad surprise he sprang through the door and rushed into the house where Old Hawkins was.

"I have found the thief," he shouted. "I have found the thief."

Old Hawkins sprang from the bed. In a frenzy of excitement the two tore away the top of the counter. There many remnants of missing bills were found and nestling in the center of the mass of pulp, paper and silk fiber were three very young mice. An investigation of the till disclosed a hole in the top of the counter not easily disclosed even upon close investigation, where the animals had stolen the bills and carried them along the ledge to the nesting point. Old Hawkins, with tears in his

eyes, asked Berot's forgiveness, and a few more clods were heaped on Suspicion's grave, so that by no possible chance could he be resurrected in the hearts of Berot and Old Hawkins.

* * *

This was a long time ago, but over on the hill is a little white cottage in which Mrs. Berot resides, and her intimate friends call her by the name of Athole Berot. And Berot is the postmaster and the storekeeper and the influential personage who now dominates the crossroads, while Old Hawkins, retired and feeble, calls occasionally to see how his successor is getting along.—Commercial Bulletin.

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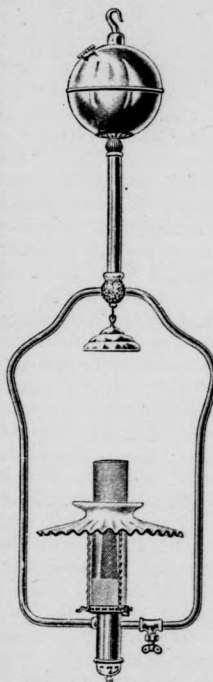
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Shoes and Leather

Where Shoes First Wear Out.

There is a great loss in shoes from the fact that the different parts do not wear out uniformly. In most cases a large portion of the upper remains apparently almost as good as when new, while a break at the side of the vamp renders it unfit for further service unless the unsightly process of patching is resorted to.

Another place where the upper often shows signs of wear while the remainder of it is still in good, wearable condition is the top, just over the instep. At this place the surface of the leather, being almost always stock that is finished on the grain—often cracks, while the vamp and sole still remain in good shape. Still another place where the upper leather is apt to crack or wear away is the back of the quarter, where it is being continuously bent during the process of walking.

These three points are the most vulnerable ones in the upper, and it is well to guard against their occurrence as far as possible.

The first, the break across the vamp where it bends just over the joint of the little toe, is generally the result of a faulty last. The spring of the last on which the shoe was made and the natural room of the foot when in repose are at variance. When the heel is raised from the ground while walking and the weight of the body rests upon the ball of the foot there must, necessarily, be more or less wrinkles formed across the vamp at this point, and the great desideratum is to have them as few in number and as little acute as possible; for the less acute they are the greater amount of service will be performed by the vamp before they cause the upper leather to crack or break.

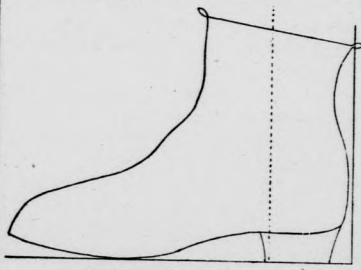
In its natural position, that is when not resting on the ground, the part of the foot from the ball forward inclines slightly upwards. From this it is evident that the bottom of the last on which the shoe is made should be shaped so as to conform to this position. And this slight rise, forward of the ball, must be in addition to the height of the heel that it is proposed to add. Thus, for a medium-sized, normal-shaped foot, the last for which a shoe with a heel of an inch in height is required should have a heel-spring of at least an inch and a half, in order that the upper leather across the ball of the foot may fit the foot in the smoothest manner possible. When this is accomplished it will be found that the minimum amount of wrinkles will appear in the vamp during the process of walking. This break across the vamp is the cause of more shoes being discarded before the other parts of the upper show any perceptible amount of wear than any other fault that occurs in the upper.

The reason why the upper leather over the instep often cracks before the other portions of the upper show any marked effect of wear is found in the fact that the cuticle, or scarf skin, is less elastic than the epidermis which constitutes the fleshy portion of the skin. The latter will readily yield to a strain that is sufficient to cause the former to break. This is particularly the case when the leather has become dry and harsh from having been frequently wet and dried. This fault can be, to a great extent, prevented, if, when the leather has become wet, and before it is allowed to dry, the wearer will rub into it a little oil, or any greasy substance. The effect

of this will be to soften the fibers of the grain so that it will yield to pressure.

Continuous wrinkling of the leather at the back of the top, just above the heel, is the cause of the upper leather breaking at this point. These wrinkles occur when, in walking, the foot is extended backward. To prevent them as much as possible should be the aim of the pattern cutter. In walking, the leg part of the shoe assumes a position at directly right angles with the sole part just twice as often as it is inclined either backward or forward. From this it is evident that the formation of the upright portion of the upper should, with the heel added, form an exact right angle to the sole, as is shown in the accompanying cut. This will insure the minimum amount of wrinkles. The upper that pitches forward at the top will wrinkle excessively at the back, and the one that leans backward will wrinkle excessively at the front; and where these wrinkles are found the leather will crack or break first.

A large majority of people wear away the sole of the shoe on the outside of the ball first. This fault is sometimes the result of the manner in which the wearer



Where Shoes First Wear Out

walks, as, for instance, in the case of those whose legs are more or less bowed at the knees. These will, naturally, plant their feet down on the outside with every step they take, and the consequent result will be that the soles will be worn away first on that side. But another and frequent cause for this is the non-conformation of the sole to the shape of the foot. To remedy this fault in a majority of cases the maker will add to the outside of the last, with the intention of giving more room to that side of the foot. This would seem plausible, but at the same time it would be incorrect, and would fail to accomplish the desired result. In order to remedy a fault the reason for it must first be ascertained. In this case the reason is found in the fact that there is not enough room at the inside of the forward part of the shoe for the ball of the foot to properly adjust itself, and hence the upper leather on that side presses the foot over and against the outside, causing the upper on the outside to overrun the sole, and causing the weight of the body to fall mainly on that side in walking.

As a general thing the heel wears away first on the outside, and long before the other parts of the shoe are worn to any great extent the heel becomes lop-sided. In occasional instances, however, the inside of the heel wears away first. The former is the effect of turning the toes outward in walking and the latter of turning them inward. When a man walks with a straight, firm tread, the heels will always wear off first at the center of the back, as his foot being extended forward when it strikes the ground, that part will first come in contact with it.

Those who take short steps do not run down the heels as much as others whose

stride is of greater length. This will be remarked on examining women's shoes that have been worn for some time. They will be found to have been worn away much more evenly than shoes worn by men that have performed the same amount of service.

The wearer imperceptibly becomes accustomed to the worn-off heel, even when it has assumed an angle of forty-five degrees, but, if he has such a heel patched up, the sudden transition of form will at first be very awkward for him.

The best precaution against this evil is to have a row of steel nails driven in that portion of the heel which experience has shown the wearer always runs down first. It is also an excellent plan to have this part of the heel trimmed off flush with the counter, not beveled in, as is generally done. A heel so trimmed will perform almost double the service of another before needing to be repaired.

A good mechanic can obtain much useful knowledge by examining cast-off shoes. He will learn what their weak points consist of, and armed with this knowledge will be prepared to remedy, or at least to lessen them in future work.—O. Wallace Boyden in Boots and Shoes Weekly.

Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

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

**Boston
and
Bay
State
Com-
binations.**

**Knit or Felt Boots with
Duck or Gum Perfections.**

Our stock is complete. Send us your orders and they will have prompt attention.

Rindge, Kalmbach, Logie & Co.,
10-22 N. Ionia St., Grand Rapids, Mich.

Agents Boston Rubber Shoe Company.

YOU NEED THEM

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

WE MAKE THEM

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

**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.

Relation of the Traveling Salesman to the Credit Man.

Every one acting a responsible part in the world continually works with and for others as well as for himself. This is nature's law and he who would accomplish anything must work in harmony with it.

Selfishness is fatal; absolute independence and isolation impossible.

To accumulate wealth is the prime object of every business and professional career, but nature has large plans, has other things in view than the filling of our bag or the boiling of our pot, and much of the benefit comes to the world through him who struggles chiefly to win a prize for himself.

Shakespeare went to London to retrieve his fortune, and gave to the world the mightiest achievements of human intellect.

Watt harnessed a mighty horse in steam, and amassed riches, but how small his personal gain compared with the wealth his discoveries and appliances brought to mankind.

The projector's chief aim was for private good, but the general benefits derived from railroads are beyond estimate and vastly exceed any intentional philanthropy known of.

The Vanderbilts, Rockefellers, Carnegies and other great captains of industry are not always spoken of as disinterested benefactors, but their gigantic enterprises and extensive operations have realized for themselves but a small percentage of the harvest of wealth gained by the country.

The lesson to be learned is that in all the round of human activity each purpose carries with its own check and balance, that the laws of compensation and equilibrium work with equal force and certainty in money-making enterprises as in the solar system, that he who would win any real success must lean on principles and work for catholic and universal ends.

It has been said of Napoleon that he did all that in him lay to live and thrive with a sensual and selfish aim and without moral principle, and his career ended in miserable failure. The history of every community furnishes similar, but less illustrious examples; as Ruskin well says: "No privilege can assist knaves, no possession enrich them; their gains are occult curses, comfortless loss their truest blessing, failure and pain nature's only mercy to them."

It is the belief, almost the conviction, of some to use the phrase of a brilliant Kansan in regard to politics: that the decalogue and the golden rule have no place in business, but the eternal fact remains that the idea is practical; that the golden rule is the greatest ideal motive power in the field of human endeavor, and the only practical principle of action in all the relations of life.

The two chief agencies in marketing the products of factory, farm and mine, the intermediaries between buyer and seller at wholesale of raw materials and manufactured articles, necessities and luxuries, are the salesman and the credit man.

As existing to-day, they are both of comparatively modern origin, although credit transactions and buying and selling have been continuous since the world began and the work of salesman and credit man has been done in such manner and method as seemed best adapted to the time, and have been satisfactory as to results.

The rapid development of the coun-

try and enormous expansion of business with its sharp rivalries and keen competition led to the discovery that specialties facilitate commerce and promote efficiency, and the salesman of general utility now finds his duties limited to selling goods, with the credit man in the office to manage credits, and in some houses a separate legal and adjusting department.

The rapid growth of commercial traveling in the past twenty-five years is the marvel of the age. It is estimated that fully 500,000 salesmen are employed in the United States at the present time.

This great number distribute as traveling expenses annually not less than \$500,000,000 with an equal sum as salaries. This vast sum of money is scattered all over the country in the great work of pushing commerce and developing the National resources.

The character of the traveling salesman has changed very greatly in the past few years. In some parts of the country it was common to find men traveling with a pistol, pack of cards and a bottle of whisky in satchel; many were dissipated and behaved themselves as roysters and rounders and brought the craft into disrepute.

The successful salesman of to-day feels that his occupation has assumed the dignity of a profession, and he aims to deserve the esteem and respect of all classes. As a rule, he does not dissipate; has no use for vulgarity, intemperance or profanity, but is self-respecting and respected by all. He carries with him a library of information regarding his particular line and is a constant student of new goods, prices and better methods.

In most large houses there is a salesman's department, whose manager is in daily communication with the men on the road, sending them literature regarding the merits and good points of new goods, suggesting better methods of pushing articles on which there is a liberal margin of profit, and helping them in every way to become more efficient. One house claims that the establishment of this department enabled them to increase their profits 2 per cent. the first year.

The salesman's success is in concentration; like Cromwell, he "not only strikes when the iron is hot, but by continual striking heats the iron." To solve his proposition requires coolness, right reasoning, promptness, patience and never-relaxing vigilance.

His duties are too exacting to admit of much responsibility as to credits, and the tendency of modern methods is to separate more and more the credit and sales departments. But to secure the best results requires a cordial co-operation between credit man and salesman, and having in view the general results of the business, it is the duty of the credit man to persistently and assiduously cultivate such relations; unless this is done, an immense power is lost of expanding the business and keeping such expansion within safe and proper limits.

The credit man is interested in maximum sales as well as minimum losses; the salesman is equally interested in doing a safe business as in doing a large business. Co-operating, the salesman's enthusiasm finds balance and strength in the credit man's conservatism, while the credit man's caution is merged in the enterprise of the salesman.

There must be a substantial basis of truth and good will to sustain such re-

lations as are desirable between salesman and credit man.

Obedience to natural law is necessary to success, and leaning on universal principles we share the omnipotence. The golden rule should be the motto of every business establishment and of every labor organization; it contains the solvent of every public question; is the hope of every student of economics; the inspiration of every statesman. It is the fountain of justice, equity and fair dealing, and brings "peace and good will to men."

Good will awakens enthusiasm, quickens faculty and promotes achievement. The majority of credit men and salesmen are honest and their integrity is unquestioned; they mean to promote the interests of the business as much as in them lies. The salesman's enthusiasm sometimes gets the better of his judgment; the credit man decides according to his best lights, sometimes according to a bad liver.

As before mentioned, there is a great power for expansion of business without increase of risk in the close and cordial co-operation of credit man and salesman.

It is stated that with no additional expense, this co-operation means an increase in sales of not less than 10 per cent. In a business of \$1,000,000 this means an increase of \$100,000, at 15 per cent. profit, adding \$15,000 to the net earnings of the business.

A credit man may reduce his losses by bad debts to the minimum and still be an unprofitable factor, and positive detriment to a business, if friction and antagonism exist between himself and the salesman.

Suggestions as to methods are scarcely

needed; where good will and sympathy exist and the co-operation and mutually helpful instinct are awakened, methods will suggest themselves as may be best adapted to each particular line of business.

Some method should be persistently followed which will make habitual frequent correspondence and consultation with salesmen regarding risks and opportunities for doing business.

Letters appreciative and letters suggestive are trade winners and money savers.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

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| File and 1,000 printed blank bill heads..... | \$2 75 |
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Tradesman Company, Grand Rapids.


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.

Fruits and Produce.

Picking, Packing and Marketing Poultry of all Classes.

'Tis an old, old story to the veteran poultry packer; he has heard it for years and years, and it is hoped he has profited by the oft repeating of it. It is not for him that this article is especially intended, although if he be able to gather any helpful information from it, it will be that much the better. It is presented for the benefit of the hundreds of new shippers who are continually entering the field in all parts of the country. Some, of course, come into the ranks as poultry packers with a full knowledge of the business, but many open up their houses with comparatively slight information concerning the proper methods to be adopted in slaughtering and preparing their product for the market. We purpose in what shall follow to outline what are considered the best methods for properly preparing poultry of all kinds for shipment to the consumers.

A trip to the large distributing centers will reveal the necessity of more careful work on the part of the shipper, for the amount of poultry reaching these points in poor condition, caused by improper slaughtering, picking and packing, is astonishing. If the shipper could be prevailed upon to use the greatest care in these important respects, his season's packing would prove a much more paying business to him.

In the first place, poultry should be well fed and well watered, and then kept from eighteen to twenty-four hours without feed before killing. Stock dresses out brighter when well watered, and this adds much to the appearance of it. Full crops injure the appearance and are liable to sour, and when this does occur correspondingly lower-prices must be accepted than would be obtainable for choice stock.

To Dress Chickens: Never kill poultry by wringing the neck. Kill by bleeding in the mouth or opening the veins of the neck, and then hang by the feet until properly bled.

Scalded chickens sell best in the majority of markets, but at a few points there is a decided preference for dry-picked stock. To dry pick chickens properly, the work should be done while the chickens are bleeding; do not wait and let the bodies get cold. Dry picking is much more easily done while the bodies are warm. Be careful not to break or tear the skin.

For scalding chickens, the water should be as near the boiling point as possible without boiling. Pick the legs dry before scalding; hold by the head and legs and immerse three times. If the head is immersed it turns the color of the comb and gives the eyes a shrunken appearance, which leads buyers to think the fowl has been sick. The feathers and pin feathers should then be removed immediately, very cleanly and without breaking the skin; then "plump" by dipping ten seconds in water nearly or quite boiling hot and then immediately into cold water. Hang in a cool place until the animal heat is entirely out of the body.

Ordinarily, it is best to leave the head and feet on and not to remove the intestines. There is a prejudice in nearly all markets against drawn fowls, but there are firms in several of the leading centers which make a specialty of handling this class of poultry. The packer should, therefore, take his con-

templated market into consideration when preparing his poultry for shipment. Do not remove the head or feet unless the fowl is to be drawn.

To prepare drawn poultry, proceed as follows: After the poultry is picked, take off the head, strip the blood out of the neck, pull back the skin and cut off a piece of the neck bone, then, just before packing, except in warm weather, draw the skin over the end of the neck bone and tie and trim neatly.

In drawing the intestines make the incision as small as possible and leave the gizzard, heart, etc., in. Wing and tail feathers should be pulled out clean.

To Dress Turkeys: Observe the same instructions as given for preparing chickens, but it is nearly always best to dry pick. Dressed turkeys when dry picked sell better and command better prices in nearly every market than scalded lots, as the appearance is brighter and more attractive. But there is a class of trade in some cities which strongly favor scalded turkeys. Endeavor to market all old and heavy gobblers before January 1, as after the holidays the demand is for small, fat hen turkeys only, old toms being sold at a discount to canners.

To Dress Ducks and Geese: Ducks and geese should be scalded in the same temperature of water as for other kinds of poultry, but it requires more time for the water to penetrate and loosen the feathers. Some parties advise, after scalding, to wrap them in a blanket for the purpose of steaming, but they must not be left in this condition long enough to cook the flesh. Do not undertake to dry pick ducks and geese just before killing for the purpose of saving the feathers, as it causes the skin to become very much inflamed and is a great injury to the sale. Do not pick the feathers off the head; leave the feathers on for two or three inches on the neck. Do not singe the bodies for the purpose of removing any down or hair, as the heat from the flame will give them an oily and unsightly appearance. After they are picked clean, they should be held in scalding water about ten seconds, for the purpose of "plumping," and then rinsed off in clean, cold water. Fat, heavy stock is always preferred.

Before packing and shipping, poultry should be thoroughly dry and cold, but not frozen; if packed with the animal heat in, it will be almost sure to spoil. Pack in boxes or barrels. Boxes holding from 100 to 200 pounds are preferable. Pack snugly with the back upward. Straighten out the body and legs so that they will not arrive in market very much bent or twisted out of shape. Fill the packages as full as possible, to prevent moving about on the way. Barrels answer better for chickens and ducks than for turkeys and geese.

No. 1 stock should be of uniform quality, and packed in separate packages from No. 2 stock. Put old bull turkeys in a separate package or with No. 2 stock.

Line boxes with clean paper, but never use straw in packing, and never wrap the birds in paper. Parchment paper is considered much the best, and, although it may cost a trifle more than the paper which is ordinarily used, it makes the package appear much more inviting and will have a strong tendency to bring a better price for the poultry. Appearances count for a good deal in the poultry business, as well as in other matters.

Mark on the cover the kind, the gross weight and tare. Deception in tares of

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.

.. OYSTERS ..

IN CANS AND BULK.

F. J. DETTENTHALER, Grand Rapids, Mich.

Redemeyer-Hollister Commission Co.,

ST. LOUIS, MISSOURI,

General Commission Merchants.

We have secured the United States contract to furnish Government supplies for Cuba for one year and must have 100,000 bushels of apples, onions and potatoes. Shipments and correspondence solicited.

packages or in packing the poultry is sure to injure the shipper for future business.

The address of the firm to which the poultry is shipped should also be marked on the cover, and the initials or shipping mark of the shipper. Full advices and invoice should be sent by first mail after goods are shipped.

Grouse and quail should be carefully wrapped in paper and packed in small boxes or barrels with heads down; never in any case should the entrails be removed.

Mark the number of grouse or dozen of quail on each package.

Egg on Tap.

Leslie Larimer has lost his taste for eggs. Mr. Larimer is the spruce-looking young man who gives money for paper at a banking house in California. One evening in August Mr. Larimer drove out to a friend's ostrich roost, and while prowling around the coop he "shooed" a hen off her nest and stole one of the eggs. He took the egg home and put it on tap in the cellar, beside the beer keg.

The next morning there was an egg omelet breakfast in the Larimer house. At lunch there was egg, straight up, and for dinner there was egg, shipwrecked. The next day there was egg, sau-ta, sou-fla and fra-pa on the bill of fare. That evening Mrs. Larimer gave Mrs. Smith some egg. Mrs. Smith made two pound cakes and had enough left for Mr. Smith to swallow as a prelude to a jigger of sherry.

After fried eggs for breakfast on the fourth day, Mr. Larimer sounded the shell with a bung starter and found it empty. Mrs. Larimer had kept books on the egg and found it equal to thirty-three hen's eggs. The shell now swings in the dining room window as an "olla," and Mr. Larimer says it holds about as much as an "eighth."

Don't Overload Coops.

Shippers are too often careless about shipping their live fowls. The common fault is the loading of crates too heavily. A coop of poultry may be in the pink of condition and of excellent appearance when shipped, but the question is how they will look when they reach their destination. It is the appearance of an article when offered for sale that makes that little difference in price which places the balance on the credit side of the shipment. When poultry is packed too closely in a coop, fowls frequently die in transit, and it is not unusual for the whole crate to reach the market in very poor condition, droopy in appearance and unsalable at anything like what they were worth at the time of their shipment. A great many shippers also use crates that are much too heavy. Nothing is gained by this, and the profit is lost in added transportation charges. Heavy coops, too many fowls in a coop and bad transportation will ruin shippers, and they can not be too careful for their own good. The commission merchants in the majority of cases are not half as much to blame for the low prices returned for poultry as are the shippers who do not pay proper attention to packing and shipping.

Condensed Egg Plant.

Kansas City is to have a unique industry. After a thorough investigation of several Missouri locations, the Pure Food Company, of Newark, N. J., through its representative, W. O. Stoddard, Jr., has purchased a site and decided to establish a plant at Kansas City for the purpose of "condensing" eggs. This company has a process by which eggs are reduced to a powder and yet retain the valuable qualities which make them eggs. The product is put up in cans, and placed on the market in packages similar to those in which baking powder is bought to-day. The work is accomplished by heating, the moisture in the egg being entirely removed. It is claimed that the powder may be shipped to any part of the

world, irrespective of climate, and can be used for all purposes for which eggs are used. It is thought they will prove especially valuable for sailing vessels, where it is difficult to carry eggs in their natural state, on account of their bulkiness and the difficulty in preserving them. Armour & Co. have been experimenting in this line for some time with considerable success.

Work is now in progress on the arrangement of the building, and it is expected that the plant will be in working order early in the year 1900.

Glorifying the Hen.

Galen Wilson, in Farm and Fireside, requested an old crippled soldier engaged in poultry raising to give his views and received the following:

Eggs are always cash. They are ready for market the minute laid and the sooner they get there the better. They require no cultivating, pruning or spraying, but are at once in a salable condition. With plenty of fresh eggs on the farm there are lots of good things in the kitchen and money in the family purse. Gathering up the eggs is like picking up dimes and dollars. Great is the hen that produces them. When everything is dull in winter, the egg basket helps out many a farmer. The crops may be poor, the provisions low, the family cow dry, with a long wait for the next growing season, but the hen comes up smiling and is ready to get a pound of tea or a sack of flour. If treated well, she will respond as soon when the snow is on the ground as when the fields are green. She is a friend to the rich and poor alike.

A Genuine Antique.

Mrs. Suburb—Is this the house you've been talking about? I don't like it at all.

Agent—It's the latest Queen Anne style, mum.

Mrs. Suburb—I don't like it. The kitchen opens right into the parlor, or nearly so.

Agent—Yes, mum, Queen Anne was a famous cook, mum. She named that fine old pudding, "brown Betty," after Queen Elizabeth, mum. Queen Elizabeth was noted for doing things up brown, you know, mum.

Mrs. Suburb—And, dear me, the cellar is half full of water.

Agent—Yes, mum. In those old days people always kept water on hand, to use in time of a siege, you know, mum.

Could See the Horns.

"Uncle Reuben," enquired a city young lady, who was spending a few days with country relatives, "is that chicken by the gate a Brahma?"

"No," replied the old farmer, "he's a Leghorn."

"Why, certainly, to be sure!" exclaimed the city girl. "How stupid of me! I can see the horns on his ankles."

Justifiable Homicide.

Magistrate—Why did you commit this unprovoked assault?

Prisoner—I wanted to get my picture in the papers.

Magistrate—Well, will you be good if I let you go?

Prisoner—I am afraid not. I now want to kill the artist who made the pictures.

Possibly Eggs.

Miss Stagestruck—"Don't you feel inspired when you stand up before a large audience?"

Hamaker—"Yes, and I have stood up before some audiences when I felt other things besides inspiration."

Parchment paper for packing poultry and game is being used more and more each year. The genuine paper is so cheap that shippers are gradually discarding the cheap substitutes, which are often more harmful than beneficial, although a good deal of imported paper is still used, owing to its cheapness. But the quality is mostly inferior and the best shippers use nothing but a good quality of genuine parchment.

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.

WHEN YOU WANT

A strictly pure article of Buckwheat Flour write to us. We make it ourselves and know it is right.

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.

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.

Why German Commercial Travelers Succeed in South America.
Wm. E. Curtis in Chicago Record.

I am receiving many enquiries from young men who want to go to South Africa to engage in business, and they ask where they will find the largest chances of success. There is no use in any man going to a strange country to better his condition unless he can speak the language of that country, which in the case of all the other American republics, is Spanish. A young man who should go to Venezuela or Ecuador or the Argentine Republic in search of employment without being able to speak the Spanish language would be as helpless as a Spaniard who came to this country without being able to speak the English language, and even if he had capital and desired to make investments on his own account he would be entirely at the mercy of his interpreters.

The ignorance of our merchants and commercial travelers on this point is one of the greatest obstacles to an increase of trade. In order successfully to compete with salesmen from Europe it is necessary for our drummers to meet the customers they are seeking in social as well as business circles; to entertain and be entertained, and to make themselves as agreeable as possible. What sane manufacturer or wholesale merchant would send out a drummer in this country who could not speak English? Who would send a drummer to France that could not speak French and expect him to sell goods there? What European would send to this country an agent that could not talk our language? Such a thing would be considered a waste of time and effort; yet it is seldom that you find an American commercial traveler in South America who can speak Spanish. Last summer I met a dozen or more representing various manufacturing and commercial interests, and all but one were entirely dependent upon interpreters to translate their conversation. If they had not been so keen-witted they would not have accomplished anything, but they could have sold a hundred times as many goods if they could have talked to their customers directly.

Now that we have added so much Spanish territory and so many Spanish-speaking people to our national domain, we ought to teach our children to converse with them in their language, as well as their children to converse with us in our language. English may be at some time the universal language, but not until every man who is now speaking it is dead and gone.

Spanish is the easiest of all languages to learn, particularly to those who have a knowledge of Latin, and by steady application a young man ought to be able to hold an ordinary conversation in six months.

German commercial travelers are able to sell more goods in South America than those of any other country because they have a larger stock of patience and understand the character of the people with whom they deal. When an English or an American drummer strikes a town he goes around among the retail dealers, greets them cordially, pays a few compliments, enquires after their families and mutual friends and discusses other subjects of similar mutual interest for a few moments. Then he asks if they want any goods in his line, and unless they happen to be out of some staple for which there is an active demand they reply in the negative. He offers to show his samples and invites them to call upon him at the hotel or the club where he makes his headquarters. Then he goes on to the next shop, where the scene is repeated, and he may take several limited orders.

When a German drummer comes to town he wanders into a retail establishment in an indifferent manner, pokes over the goods, enquires where they got this and what they paid for that, and if there are no customers to be served, he offers the merchant a cigar and sits down for a sociable chat, which usually ends with an invitation to lunch or dine at the club, where he arranges an attractive spread and provides a copious supply of good wines, which is returned

by an invitation to dine at the merchant's house. Not a word is said about business at either place. It is merely a friendly exchange of hospitality, which a perfect knowledge of the Spanish language enables the German drummer to make the most of. Not only one merchant, but all the tradesmen whose business is profitable are cultivated in this way, and they meet the diplomatic drummer in the presence of each other at the clubrooms and the residences of each other without the slightest restraint.

Sooner or later the curiosity of the merchant impels him to ask the drummer's business, and is told that he is selling a certain line of goods which are probably of no particular interest to him. This stimulates curiosity instead of satisfying it, and by his own volition, without any urging or even an invitation from the drummer, within a few days he is examining the samples and giving large orders for goods. Meantime the drummer maintains an outward indifference, but puts the merchant under obligations to him by social attentions and appropriate presents to the members of his family. They are friends and cronies rather than salesman and customer, and when the drummer leaves town every merchant of importance will accompany him to the steamer and toast his health and happiness and his early return with a bottle of champagne.

In several long journeys in South America I have always noticed that when a German commercial traveler comes aboard a departing steamer he is invariably accompanied by a group of friends, but English and American drummers never have any one to see them off except their fellow-countrymen.

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

Bay Cities Retail Grocers' Association
President, C. E. WALKER; Secretary, E. C. LITTLE.

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

Traverse City Business Men's Association
President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

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

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

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

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

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

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

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

Michigan Fire and Marine Insurance Co.

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

D. WHITNEY, JR., Pres.
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Our No. 1 and 12 M. Triplicates.....\$29 7
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Address Orders or Enquiries to
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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.

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.

ESTABLISHED 1868

Detroit, Mich.

Office, 32 Campau st.
Factory, 1st av. and M. C. Ry.

Foot 1st St.



Is not only a good place to discuss **Uneeda Biscuit**, but a good place to test them—test them by tasting. For a cup of tea accentuates the delicate goodness of the new delicacy, and the flavor of a good cup of tea is, in turn, made better by **Uneeda Biscuit**. You can't understand this until you try them, for there is nothing in your past experience with biscuit to make a comparison. The best biscuit skill in the country is concentrated in

Uneeda Biscuit

Ask your grocer about them. Sold only in 5 cent packages. Never in any other way.

Commercial Travelers

Michigan Knights of the Grip
 President, E. J. SCHREIBER, Bay City; Secretary, A. W. STITT, Jackson; Treasurer, O. C. GOULD, Saginaw.

Michigan Commercial Travelers' Association
 President, A. MARYMONT, Detroit; Secretary and Treasurer, GEO. W. HILL, 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.

Hillsdale Standard: F. W. Parkhurst has secured a position as traveling salesman for W. J. Gould & Co., of Detroit, dating from Jan. 1. His brother, Fred, will take charge of his grocery store on Broad street.

Hudson Gazette: Will Sweezy has severed his connection with Z. T. Maynard and will represent the wholesale confectionery firm of Thorp, Hawley & Co., of Detroit, on the road, with headquarters at Hudson.

Kalamazoo Telegraph: At 9 o'clock Saturday evening the salesmen of the Hanselman Candy Co. presented George Hanselman with a handsome group picture of themselves as a token of their esteem and appreciation. It includes Messrs. Baker, Sage, Waldo and Sipple.

Barney Stratton, who has been covering Central Michigan for the Ball-Barnhart-Putman Co. for several months past, has been assigned to the city trade and M. G. Bowen will hereafter cover the outside territory. Mr. Bowen has been identified with the house for three years in the capacities of record clerk and billing clerk.

Arthur Zwisler, formerly on the road for Foster, Stevens & Co., but for the past two years superintendent of the Coldwater Gaslight & Fuel Co., has engaged to travel in Southern Michigan for the Fletcher Hardware Co., succeeding F. B. Standart, who retires from the road to engage in the hardware business at Holland under the style of Kanters & Standart.

Eaton Rapids Journal: After twenty years of steady employment as traveling salesman in this State for the wholesale grocery house of W. J. Gould & Co., of Detroit, Harry Mest has been secured by the Church & McDonnell Co., of Toledo, Ohio. There are few salesmen in the State who have been more punctual than Mr. Mest, and he has a way about him that never makes enemies if he doesn't make friends. He is always the same genial fellow, seldom off duty and whenever he meets his friends he has time for a pleasant remark. He will travel nearly the same territory for the new grocery firm as he did for the old, and with an equally good line of goods will hold his old trade. Being a native of Eaton Rapids, he prefers to reside here, where he has a pleasant home and family and hosts of warm personal friends.

Annual Meeting of the Michigan Commercial Travelers' Association.

Detroit, Dec. 29—We have this day concluded the twenty-fifth annual meeting of the Michigan Commercial Travelers' Association. There was a good representation and an interesting meeting. No radical changes were made in the constitution. The following will serve as officers for the coming year. Nearly all are young men interested in

the building up of the Association and great things are expected:

President—A. Marymont, Detroit.
 First Vice-President—W. C. Atchison, Detroit.

Second Vice-President—S. O. Brooks, Grand Rapids.

Third Vice-President—D. S. Howard, Pontiac.

Fourth Vice-President—W. J. Howard, Jackson.

Fifth Vice-President—W. H. Eldred, Battle Creek.

Trustees—Chas. V. Sales, Jno. W. Schram, Milton Silverman.

Reserve Fund Trustees—Geo. L. Sampson, James E. Day.

Geo. W. Hill, Sec'y-Treas.

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?—Samuel W. Mayer, Holt.

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.

How to circumvent fraudulent commission merchants—Chas. McCarty, Lowell.

Conducting a dairy business in connection with a store—D. D. Harris, Shelbyville.

Parcels post a deathblow to the country merchant—Frank B. Watkins, Hopkins Station.

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.

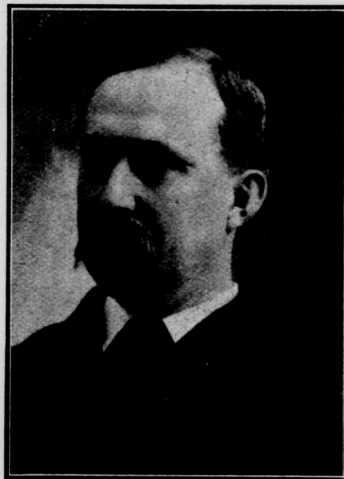
Come one, come all!

Jess Wisler (Mancelona), President.
 E. A. Stowe (Grand Rapids), Sec'y.

SUCCESSFUL SALESMEN.

A. W. Stitt, Secretary Michigan Knights of the Grip.

Archie W. Stitt was born at Pulaski, Pa., April 30, 1858, his antecedents being Scotch on his father's side and English on his mother's side. His father was a tailor by trade and much of his earlier life was spent on a farm. When he was about 16 years of age he went to Cleveland, where he worked four years for E. M. McGillin & Co., wholesale dry goods dealers, in the capacity of stock boy. He then formed a copartnership with Thos. Mann and purchased the grocery stock of Vouwie Bros., on Woodland avenue. The firm of Stitt & Mann was subsequently dissolved by the retirement of Mr. Stitt to accept a position as traveling representative for Vouwie Bros. in Michigan. He continued in this capacity for four years,



when he entered the employ of Lautz Bros. & Co., soap manufacturers of Buffalo, N. Y., for whom he traveled two years in the same territory. Ten years ago he formed an alliance with the Central City Soap Co., of Jackson, which has continued up to the present time and which is likely to continue for many years to come.

Mr. Stitt was married sixteen years ago to Miss Margaret Wineman, of Pulaski, Pa., where they attended school together when children. They have one daughter, Pauline, 13 years of age. The family removed from Cleveland to Jackson fifteen years ago, where they reside in their own home at the corner of First and Mason streets.

Mr. Stitt is a member of the First Congregational church of Jackson and is affiliated with the Michigan Knights of the Grip, one of the Masonic bodies of Jackson, Elks' Lodge No. 113 and Jackson Council No. 54, U. C. T., in which organization he has risen to the rank of Junior Counselor.

Mr. Stitt now sees his customers every three months, covering both the wholesale and retail trade in Eastern and Northern Michigan. He attributes his success to hard work and to the fact that he has always been fortunate enough to represent good houses. The Tradesman might add to this that he is also fortunate in the fact that his employers have always been long-headed enough to appreciate the services of a good man. His standing with the trade is attested by the length of time he has remained with one house, and his standing with the boys on the road is plainly demonstrated by his election to the office of Secretary of the Michigan Knights of the Grip by a practically unanimous

vote. Mr. Stitt enters upon the work of his new office in the belief that he will be able to render the organization yeoman service in keeping up interest in the Association and increasing its membership, and those who know him well and realize the amount of latent energy he possesses confidently predict that the organization can not fail to make rapid strides in an upward direction during his term of office.

Hides, Pelts, Furs, Tallow and Wool.

The hide market closed with a good demand for 1899. Sales were well up in value and price, which was but a fraction lower than had been ruling for a few weeks past. Most, and, in fact, all, grades hold up well.

Pelts are strong in price and are sold up close and there is a good outlook for same.

Furs show no weakness, although they are not sought after as sharply, as it was too late for shipments to the London sales on Jan. 14.

Tallow holds strong with no great supply offering. There is a good demand.

Wools show no change and light sales. The supply is much below that of a year ago, which makes holders firm as to price. The heavyweight sales come this month and prices are expected to advance. The foreign demand for fine grades keeps prices above our markets. Contracts are being made at the West for the coming clip in June at much higher prices than last year.

Wm T. Hess.

Comparing Notes.

Mrs. Jones—My husband is the light of my life.

Mrs. Smith—So is mine. One of the kind that smokes and goes out nights.

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

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

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

Examination Sessions

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

State Pharmaceutical Association

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

Are the Boards of Pharmacy Doing Their Full Duty?

This question has been uppermost in my mind for some months, and although a member of one of the most progressive boards, I am compelled to answer it in the negative. Do not rush to the conclusion that I believe boards to be of no account, for on the contrary it is my conviction that they have done, and are to-day in a greater degree than ever doing, much to protect the public and to foster our chosen calling. The more advanced of them have fairly learned the difficult task of giving an examination which, because it combines the practical and the theoretical, thoroughly tests the knowledge of the candidate; and it is because of this that comparatively few applicants—in Illinois at least—obtain certificates of registration who are not well qualified to receive them.

In this respect, and in enforcing other provisions of pharmacy laws, the boards are doing excellent work; but it seems to me that they are missing a great opportunity for doing an equally important thing. There is a universal demand for better educated men in the drug business, but as yet there has been no united effort to supply it. There are a large number of colleges of pharmacy, in some of which the courses of instruction are well planned, and in which the professors are men of high standing in their particular departments of work, and of marked ability as teachers. A young man who has graduated from a high school, or who has the gift of knowing how to study, is greatly benefited by attending such a college, and, after attending it, is well prepared to pass any board examination, provided he has had sufficient practical experience; but a serious trouble is that many students in our colleges have not had enough primary education to enable them to understand the instruction there given. They manage somehow to gain their diplomas, but in a few months, when they appear before a board of pharmacy, they fail to pass an examination far easier than that given them in the colleges. This may seem to some readers a strong statement, but I could make it much stronger and still keep within the limits of the truth. The number of graduates who fail to pass the examinations given by the Illinois Board is painfully large, and the saddest part of it is that those who fail often believe that they have done well, when the chances are that they have not obtained an average of 50 per cent. Of course, the disappointed candidate blames the board, and tells his employer that the examination was purely theoretical and an unfair test; and too often the employer is misled and condemns the board.

Allow me to refer to the examinations given in Illinois. They are in brief:

1. A written examination in chemistry.
2. A written examination in pharmacy.
3. Identification of specimens.
4. Dispensing.
5. Prescription reading.
6. Oral.

Each of these branches is rated as of equal value with the others; the first two are designed to be tests of the technical and theoretical knowledge of the candidate; the third is expected to test his ability to recognize drugs, chemicals and preparations in daily use in almost every drug store; the purpose of the fourth and fifth is self-evident; and the sixth and last is general, and frequently consists in part in asking the candidates to read some working formulae from the Pharmacopoeia, and comment thereon. Thus it is seen that more than one-half of the work is thoroughly practical. It is more than likely that the disappointed candidates have failed as badly in the practical as in the theoretical work.

Now, why is it that a college graduate, who has had four or more years of practical experience, can not pass such an examination? I do not know what the reader's answer may be, but mine is this—that the failure is largely due to a lack of primary education. If by some means druggists can be persuaded never to employ any boy who desires to learn the business unless he has had a grammar school, or better still a high school, education, and if the colleges of pharmacy can be forced to refuse admittance to all prospective students who do not come up to this standard, then this great evil will largely disappear, and soon there will be a marked improvement in the character of men who enter the drug business.

This, I think, is where boards of pharmacy are neglecting their duty. They should so conduct their examinations that druggists would learn that it was not advisable to employ uneducated boys, and so that colleges of pharmacy would be ashamed to graduate students who are unable to solve simple problems in arithmetic. At a recent examination given by the Illinois Board, the candidates were asked to read the following prescription, and tell how much strychnine there would be in each pill:

R Strychnine, gr. jss.
Fiat pilulae No. XXX.

A surprisingly large number were unable to solve this and several similar problems, and among those who so failed were graduates of several colleges of pharmacy.

The Illinois Board proposes to do all it can to combat this evil, and to this end has made a ruling that hereafter all persons who seek to take its examinations must first pass a written examination, which shall consist chiefly of questions in arithmetic as applied to pharmacy, and that those who fail shall be excluded from the final examinations. By this means the Board hopes to give an object lesson to druggists and colleges of pharmacy.

Would it not be a good thing to hold a convention of members of the boards of pharmacy in several of these neighboring states, and endeavor to secure a uniform rule, somewhat like the one just referred to? In a short time such a movement might extend over many states. And would it not be equally wise to have representatives from our colleges present at such a convention? I am sure that they would be glad to unite in an effort of this kind. Working alone, one board or college of pharmacy can

not accomplish much, but if any considerable number of boards should unite in this effort, many colleges would quickly join with them, and the result of their united efforts would soon be apparent.

I trust that no college of pharmacy will take offense at this blunt criticism, for I am a friend of every such institution, and cheerfully grant that as a rule they are doing good and honest work. But I do believe that keen competition has kept them from insisting on proper educational qualifications, and I also believe that boards of pharmacy ought to help or force them—as well as the thoughtless druggist—to avoid continuing in this error.

Wm. A. Dyché,
Vice-President Illinois Board of Pharmacy.

Sure Death to Country Merchants.
From the New York Commercial.

Some members of the National Association of Manufacturers, together with the proprietors of several large department stores and other philanthropic citizens, who seem to think that Uncle Sam should conduct his affairs to serve their personal interests, are trying to get Congress to pass a law admitting large parcels of merchandise into the mails at a low rate of postage. Among the arguments they present is the fact that in Great Britain the postage on parcels is 6 cents for the first pound and 2 cents for each additional pound, thus making an 11-pound package, which is the limit, cost only 26 cents; and then they go into hysterics over the great benefit and convenience it would be to the plain people to have such a rate of postage for the transmission of their Christmas presents. The wonder is that they do not ask Uncle Sam to carry their packages for nothing.

Let us see how this would work. To begin with, our postal service now has a deficit of some \$9,000,000 per annum for operating expenses alone, and if to this be added the appropriations for new postoffices and new equipments, with a reasonable amount for depression in values and wear and tear, the deficit would probably amount to \$20,000,000 or more per annum.

Who pays this shortage? Every schoolboy knows that if Uncle Sam does not sell postage stamps enough to pay his postal expenses, he must make it up from his customs duties, or from other internal revenues, so that the people pay the Government's deficit, which forms the profit going into the pockets of a few large business houses who are in a position to work Uncle Sam's machinery to their personal advantage.

If a woman in Oklahoma, or Oshkosh, or any other out-of-the-way place, can get a new dress, or ten pounds of tea, or a boy's suit, or a pair of shoes, or anything else that her family or household uses, in New York, Chicago or St. Louis, or any other big trade center, at an expense of 26 cents or less for postage, will she patronize her local store keeper?

A cheap parcels post means sure death to the country merchants, a blow to the prosperity of every little country village, and an enormous reduction in the business of regular jobbing merchants—and all for the benefit of a few mercantile aggregations that are not satisfied to corral all business within 10 miles of their establishments, but now want Uncle Sam to pay delivery charges on their packages so that they can capture the retail trade of the entire country.

If we are not very much mistaken, the million or so of country merchants will have something to say before Congress passes any new postal laws which would inevitably drive these merchants out of business.

The Drug Market.

Opium—Has advanced in the primary market, owing to reports of severe damage done to the growing crop. The price has advanced here 15c per pound.

Morphine—Is as yet unchanged, but is in a very firm position.

Pyrogallic Acid—Is very firm at the advance.

Ergot—Is very scarce and has again advanced.

Lycopodium—On account of scarcity, is higher. Stocks are said to be concentrated and higher prices will rule during the year.

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

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

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

Do you sell Wall Paper?

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

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

Write us and we will tell you all about it.

Heystek & Canfield Co.,

Grand Rapids, Mich.
The Michigan Wall Paper Jobbers.



Valentines!!

The largest and best assortment we have ever shown.

Valentine Novelties, Card Mounts, Booklets, Hangers, Drops, Cards, Lace Valentines and Comics.

Our travelers are now out with samples.

Beautiful styles at low prices. Write for catalogue.

Fred Brundage, Wholesale Druggist,
32 and 34 Western Avenue,
Muskegon, Mich.

Headquarters for Fireworks, Flags, Celebration Goods, Fishing Tackle and Sporting Goods.



WHOLESALE PRICE CURRENT.

Advanced—
Declined—

| | | | | | |
|--------------------------|---------------|-------------------------|--------------|------------------------|-----------------|
| Aceticum | Acidum | Conium Mac. | 35@ 40 | Seille Co. | @ 50 |
| Benzolicum, German. | 67@ 5 | Copaiba | 1 15@ 1 25 | Tolutan | @ 50 |
| Boracic | @ 16 | Cubeba | 90@ 1 00 | Prunus virg. | @ 50 |
| Carbolicum | 32@ 35 | Excchthitos | 1 00@ 1 10 | | |
| Citricum | 43@ 46 | Geranium | 1 00@ 1 10 | Tinctures | |
| Hydrochlor. | 3@ 5 | Gaultheria | 2 10@ 2 60 | Aconitum Napellis R | 60 |
| Nitrosum | 8@ 10 | Geranium, ounce .. | @ 60 | Aconitum Napellis F | 50 |
| Oxalicum | 12@ 14 | Gossypii, Sem. gal. | 50@ 60 | Pis Liq. No. 1 | 65@ 80 |
| Phosphorium, dil. . | @ 15 | Hedema | 1 70@ 1 75 | Nux Vomica. .po. 15 | @ 10 |
| Salicylicum | 50@ 60 | Juniper | 1 50@ 2 00 | Os Sepia | 25@ 30 |
| Sulphuricum | 1 1/2@ 1 5 | Lamendula | 90@ 2 00 | Pepsin Saac. H. & P. | @ 1 00 |
| Tannicum | 90@ 1 00 | Limonis | 1 35@ 1 45 | Pis Liq. N.N. 1/2 gal. | @ 2 00 |
| Tartaricum | 38@ 40 | Mentha Piper | 1 25@ 2 00 | doz | @ 1 00 |
| | | Mentha Verid | 1 50@ 1 60 | Pis Liq., quarts | @ 1 00 |
| Ammonia | | Morruha, gal | 1 50@ 1 50 | Pis Liq., pints | @ 85 |
| Aqua, 16 deg. | 4@ 6 | Myria | 4 00@ 4 25 | Pil Hydarg. .po. 80 | @ 10 |
| Aqua, 20 deg. | 6@ 8 | Olive | 1 50@ 2 50 | Piper Nigra. .po. 22 | @ 18 |
| Carbonas | 13@ 15 | Pis Liquida | 10@ 12 | Piper Alba. .po. 35 | @ 30 |
| Chloridum | 12@ 14 | Pis Liquida, gal .. | @ 35 | Pilx Burgi | @ 7 |
| | | Ricina | 96@ 1 05 | Plumbi Aect. | 10@ 12 |
| Aniline | | Rosmarini | @ 1 00 | Pulvis Ipeac et Opil 1 | 30@ 1 50 |
| Black | 2 00@ 2 25 | Rosa, ounce. | 6 50@ 8 50 | Pyrethrum, boxes H. | 50 |
| Brown | 80@ 1 00 | Succini | 40@ 45 | & P. D. Co., doz .. | @ 75 |
| Red | 45@ 50 | Santal | 2 50@ 7 00 | Pyrethrum, pv | 8@ 10 |
| Yellow | 2 50@ 3 00 | Sassafras | 50@ 55 | Quassa | 25@ 30 |
| | | Sinapis, ess., ounce. | @ 65 | Quinia, S. P. & W. | 39@ 42 |
| Bacca | | Tigill | 1 50@ 1 60 | Quinia, S. German. | 32@ 44 |
| Cubeba. .po. 15 .. | 12@ 14 | Thyme | 40@ 50 | Quinia, N. Y. | 32@ 42 |
| Juniperus. | 6@ 8 | Thyme, opt. | @ 1 60 | Rubia Tincturum .. | 12@ 14 |
| Xanthoxylum .. | 20@ 25 | Theobromas | 15 @ 20 | Saccharum Lactis pv | 18@ 20 |
| | | | | Salacur | 3 50@ 3 60 |
| Balsamum | | Potassium | | Sanguis Draconis .. | 40@ 50 |
| Copalba | 55@ 60 | Bi-Carb. | 15@ 18 | Sapo, W. | 12@ 12 |
| Peru | @ 2 00 | Bichromate | 13@ 15 | Sapo M. | 10@ 12 |
| Terabin, Canada .. | 40@ 45 | Bromide | 52@ 57 | Sapo G. | @ 15 |
| Tolutan | 40@ 45 | Carb | 12@ 15 | | |
| | | Chloro. .po. 17 7 19 | 16@ 18 | Oils | |
| Cortex | | Cyanide | 35@ 40 | Whale, winter. | BBL. GAL. 70 70 |
| Abies, Canadian. . | 18 | Iodide | 2 40@ 2 50 | Lard, extra. | 55 65 |
| Cassia | 12 | Potassa, Bitart, pure | 28@ 30 | Lard, No. 1. | 35 40 |
| Cinchona Flava. . | 18 | Potassa, Bitart, com. | @ 15 | | |
| Euonymus atropurp. | 30 | Potass Nitras, opt. . | 7@ 10 | | |
| Myrica Cerifera, po. | 12 | Potass Nitras | 6@ 8 | | |
| Prunus Virgini. . | 20 | Prussiate | 23@ 26 | | |
| Quillaia, gr'd | 12 | Sulphate po. | 15@ 18 | | |
| Sassafras. .po. 18 | 14 | | | | |
| Ulmus. .po. 15, gr'd | 15 | Radix | | | |
| | | Aconitum | 20@ 25 | | |
| Extractum | | Althae | 22@ 25 | | |
| Glycyrrhiza Glabra. | 24@ 25 | Anchusa | 10@ 12 | | |
| Glycyrrhiza, po .. | 28@ 30 | Arum po. | @ 25 | | |
| Haematox, 15 lb. box | 11@ 12 | Cantiana. .po. 15 | 12@ 15 | | |
| Haematox, 1s | 13@ 14 | Gentiana. .pv. 15 | 16@ 18 | | |
| Haematox, 1/4s | 14@ 15 | Glycyrrhiza. .po. 15 | 16@ 18 | | |
| Haematox, 1/8s | 16@ 17 | Hydrastis Canaden. | @ 80 | | |
| | | Hydrastis Can. po. | @ 80 | | |
| Ferru | | Hellebore, Alba. po. | 12@ 15 | | |
| Carbonate Precip. . | 15 | Inula, po. | 15@ 20 | | |
| Citrate and Quinia. | 2 25 | Ipeaca, po. | 4 25@ 4 35 | | |
| Citrate Soluble .. | 7@ 7 | Iris plox. .po. 35@38 | 35@ 40 | | |
| Ferrocyanidum Sol. | 40 | Jalapra, pr | 25@ 30 | | |
| Solut. Chloride. . | 4 5 | Maranta, 1/4s | @ 35 | | |
| Sulphate, com'l. . | 2 | Podophyllum, po. | 25@ 25 | | |
| Sulphate, com'l. by | 80 | Rhei | 75@ 1 00 | | |
| bbi, per cwt. | 80 | Rhei, cut | @ 1 25 | | |
| Sulphate, pure | 7 | Rhei, pv | 75@ 1 35 | | |
| | | Spigella | 35@ 38 | | |
| Flora | | Sanguinaria. .po. 15 | 60@ 65 | | |
| Arnica | 14@ 16 | Serpentaria | 40@ 45 | | |
| Anthemis | 22@ 25 | Senega | 60@ 65 | | |
| Matricaria | 30@ 35 | Smilax, officinalis H. | @ 40 | | |
| | | Smilax, M. | @ 25 | | |
| Folia | | Seille | 10@ 12 | | |
| Borrasma | 38@ 40 | Symplocarpus, Fœti- | @ 25 | | |
| Cassia Acutifol, Tin- | 20@ 25 | cus, po. | @ 25 | | |
| nevelly | 30@ 35 | Valeriana, Eng. po. 30 | 15@ 20 | | |
| Cassia, Acutifol, Alx. | 25@ 30 | Valeriana, German. | 15@ 20 | | |
| Salvia officinalis, 1/4s | 12@ 20 | Zingiber a | 12@ 16 | | |
| and 1/8s | 8@ 10 | Zingiber j. | 25@ 27 | | |
| Uva Ursi | 8@ 10 | | | | |
| | | Semen | | | |
| Gummi | | Anisum | @ 12 | | |
| Acacia, 1st picked. . | @ 65 | Apium (graveleons). | 13@ 15 | | |
| Acacia, 2d picked. . | @ 45 | Bird, is | 4@ 6 | | |
| Acacia, 3d picked. . | @ 35 | Carui | 11@ 12 | | |
| Acacia, sifted sorts. | @ 28 | Cardamon | 1 25@ 1 75 | | |
| Acacia, po. | 45@ 65 | Corianderum | 8@ 10 | | |
| Aloe, Barb. po. 18@20 | 12@ 14 | Cannabis Sativa .. | 4 1/2@ 5 | | |
| Aloe, Cape. .po. 15 | @ 30 | Cydonium | 75@ 1 00 | | |
| Aloe, Socotri. .po. 40 | @ 40 | Chenopodium | 10@ 12 | | |
| Ammoniac. | 55@ 60 | Dipterix Odorata. . | 1 00@ 1 10 | | |
| Assafœtida. .po. 30 | 25@ 30 | Fœniculum | @ 10 | | |
| Benzoinum | 50 @ 55 | Fœnugreek, po. | 7@ 9 | | |
| Catechu, is | @ 13 | Lini | 3 1/2@ 4 1/2 | | |
| Catechu, 1/4s | @ 14 | Lini, gr'd. .bbi. 3 1/2 | 4@ 4 1/2 | | |
| Catechu, 1/8s | @ 16 | Lobelia | 35@ 40 | | |
| Camphore | 55@ 60 | Pharlaris Canarian. | 4 1/2@ 5 | | |
| Euphorbium. .po. 35 | @ 40 | Rapa | 4 1/2@ 5 | | |
| Galbanum | @ 1 00 | Sinapis Alba. | 9@ 10 | | |
| Gamboge | 65@ 70 | Sinapis Nigra | 11@ 12 | | |
| Guaiaicum. .po. 25 | @ 30 | | | | |
| Kino | @ 1 25 | Spiritus | | | |
| Mastic | @ 60 | Frumenti, W. D. Co. | 2 00@ 2 50 | | |
| Myrrh. | @ 40 | Frumenti, D. F. R. | 2 00@ 2 25 | | |
| Opil. .po. 4.70@5.00 | 3 50@ 3 60 | Frumenti, O. T. . | 1 25@ 1 50 | | |
| Shellac | 25@ 35 | Juniperis Co. O. T. | 1 65@ 2 00 | | |
| Shellac, bleached. . | 40@ 45 | Juniperis Co. | 1 75@ 3 50 | | |
| Tragaecanth | 50@ 80 | Saacharum N. E. . | 1 90@ 2 10 | | |
| | | Spt. Vini Galli. . | 1 75@ 6 50 | | |
| Herba | | Vini Oporto. | 1 25@ 2 00 | | |
| Absinthium. .oz. pkg | 25 | Vini Alba. | 1 25@ 2 00 | | |
| Eupatorium. .oz. pkg | 20 | | | | |
| Lobelia | 25 | Sponges | | | |
| Majorum | 25 | Florida sheeps' wool | 2 50@ 2 75 | | |
| Mentha Pip. .oz. pkg | 25 | Nassau sheeps' wool | 2 50@ 2 75 | | |
| Mentha Vir. .oz. pkg | 25 | carriage. | 2 50@ 2 75 | | |
| Rue | 25 | Velvet extra sheeps' | @ 1 50 | | |
| Tanaacetum V. oz. pkg | 39 | wool, carriage. . | @ 1 25 | | |
| Thymus, V. .oz. pkg | 25 | Grass sheeps' wool, | @ 1 00 | | |
| | | carriage. | @ 75 | | |
| | | Hard, for slate use. | @ 1 40 | | |
| | | Yellow Reef, for | @ 1 40 | | |
| | | slate use. | | | |
| | | Syrups | | | |
| Magnesia | | Acacia | @ 50 | | |
| Calced, Pat. | 55@ 60 | Aurant Cortex | @ 50 | | |
| Carbonate, Pat. | 18@ 20 | Zingiber | @ 50 | | |
| Carbonate, K. & M. . | 18@ 20 | Ipeaca | @ 60 | | |
| Carbonate, Jennings | 18@ 20 | Ferri Iod. | @ 50 | | |
| | | Rhei Arom. | @ 50 | | |
| Oleum | | Smilax Officinalis. . | 50@ 60 | | |
| Absinthium | 6 50@ 6 75 | Senega | @ 60 | | |
| Amygdala, Dulc. . | 30@ 50 | Seille | @ 50 | | |
| Amygdala, Amare. . | 8 00@ 8 25 | | | | |
| Anisi | 1 85@ 2 00 | | | | |
| Aurant Cortex | 2 40@ 2 50 | | | | |
| Bergamili | 2 80@ 2 90 | | | | |
| Cajiputi | 80@ 85 | | | | |
| Carophylli | 75@ 85 | | | | |
| Cedar | 35@ 45 | | | | |
| Chenopodii | @ 2 75 | | | | |
| Cinnamoni | 1 25@ 1 35 | | | | |
| Citronella | 35@ 40 | | | | |

| | | | | | |
|------------------------|------------|--------------------------|--------------|------------------------|-----------------|
| Menthol | @ 3 75 | Seldiltz Mixture. | 20@ 22 | Linseed, pure raw. . | 55 58 |
| Morphia, S. P. & W. | 2 20@ 2 45 | Sinapis | @ 18 | Linseed, boiled. . | 56 59 |
| Morphia, S. N. Y. Q. | @ 30 | Sinapis, opt. | @ 30 | Neatsfoot, winter str | 54 60 |
| & C. Co. | 2 10@ 2 35 | Snuff, Maccaboy, De | @ 41 | Spirits Turpentine. . | 56 62 |
| Moschus Canton. . | @ 40 | Voes | @ 41 | | |
| Pis Liq. No. 1 | 65@ 80 | Snuff, Scotch, De Vo's | @ 41 | Paints | BBL. LB. |
| Nux Vomica. .po. 15 | @ 10 | Soda, Boras. po. | 9@ 11 | Red Venetian. | 1 1/2 2 @ 8 |
| Os Sepia | 25@ 30 | Soda, Boras. po. | 23@ 25 | Ochre, yellow Mars. . | 1 1/2 2 @ 4 |
| Pepsin Saac. H. & P. | @ 1 00 | Soda, Carb. | 1 1/2@ 2 | Ochre, yellow Ber. . | 1 1/2 2 @ 3 |
| Pis Liq. N.N. 1/2 gal. | @ 2 00 | Soda, Bi-Carb. | 3@ 5 | Putty, commercial. . | 2 1/2 2 1/2 @ 3 |
| doz | @ 1 00 | Soda, Ash | 3 1/2@ 4 | Putty, strictly pure. | 2 1/2 2 1/2 @ 3 |
| Pis Liq., quarts | @ 1 00 | Soda, Sulphas. | @ 2 | Vermillion, Prime | |
| Pil Hydarg. .po. 80 | @ 10 | Spts. Cologne. | @ 2 60 | American | 13@ 15 |
| Piper Nigra. .po. 22 | @ 18 | Spts. Ether Co. | 50@ 55 | Vermillion, English. . | 70@ 75 |
| Piper Alba. .po. 35 | @ 30 | Spts. Myrcia Dom. . | @ 2 00 | Green, Paris | 13@ 17 1/2 |
| Pilx Burgi | @ 7 | Spts. Vini Rect. bbl. | @ 4 | Green, Peninsular. . | 13@ 16 |
| Plumbi Aect. | 10@ 12 | Spts. Vini Rect. 1/2 bbl | @ 4 | Lead, red. | 6 @ 6 1/2 |
| Pulvis Ipeac et Opil 1 | 30@ 1 50 | Spts. Vini Rect. 10gal | @ 4 | Lead, white. | 6 @ 6 1/2 |
| Pyrethrum, boxes H. | 50 | Strychnia, Crystal. . | 1 05@ 1 25 | Whiting, white Span | @ 70 |
| & P. D. Co., doz .. | @ 75 | Sulphur, Subl. | 2 1/2@ 4 | Whiting, gilders' ... | @ 90 |
| Pyrethrum, pv | 8@ 10 | Sulphur, Roll. | 2 1/2@ 3 1/2 | White, Paris, Amer. | @ 1 00 |
| Quassa | 25@ 30 | Tamarindus | 8@ 10 | Whiting, Paris, Eng. | @ 1 40 |
| Quinia, S. P. & W. | 39@ 42 | Terbenth Venice. . | 8@ 10 | cliff | @ 1 40 |
| Quinia, S. German. | 32@ 44 | Theobrom. | 55@ 58 | Universal Prepared. . | 1 00@ 1 15 |
| Quinia, N. Y. | 32@ 42 | Vanilla | 9 00@16 00 | | |
| Rubia Tincturum .. | 12@ 14 | Zinci Sulph. | 7@ 8 | Varnishes | |
| Saccharum Lactis pv | 18@ 20 | | | No. 1 Turp Coach. . | 1 10@ 1 20 |
| Salacur | 3 50@ 3 60 | | | Extra Turp. | 1 60@ 1 70 |
| Sanguis Draconis .. | 40@ 50 | | | Coach Body. | 2 75@ 3 00 |
| Sapo, W. | 12@ 12 | | | No. 1 Turp Furn. . | 1 00@ 1 10 |
| Sapo M. | 10@ 12 | | | Extra Turp Damar. . | 1 55@ 1 60 |
| Sapo G. | @ 15 | | | Jap. Dryer, No. 1 Turp | 70@ 75 |

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 55 6 00 |
| Castor Oil | 69 7 00 |
| Diamond | 50 4 25 |
| Frazer's | 75 9 00 |
| IXL Golden, tin boxes | 75 9 00 |
|  | |
| Mica, tin boxes | 75 9 00 |
| Paragon | 55 6 00 |
| BAKING POWDER | |
| Absolute | |
| 1/2 lb. cans doz. | 45 |
| 1/2 lb. cans doz. | 85 |
| 1 lb. cans doz. | 1 50 |
| Ame | |
| 1/2 lb. cans 3 doz. | 45 |
| 1/2 lb. cans 3 doz. | 75 |
| 1 lb. cans 1 doz. | 1 00 |
| Bulk. | 10 |
| Arctic | |
| 6 oz. Eng. Tumblers | 85 |
| El Purity | |
| 1/2 lb. cans per doz. | 75 |
| 1/2 lb. cans per doz. | 1 20 |
| 1 lb. cans per doz. | 2 00 |
| Home | |
| 1/2 lb. cans, 4 doz. case. | 35 |
| 1/2 lb. cans, 4 doz. case. | 55 |
| 1 lb. cans, 2 doz. case. | 90 |
| JAXON | |
| 1/2 lb. cans, 4 doz. case. | 45 |
| 1/2 lb. cans, 4 doz. case. | 85 |
| 1 lb. cans, 2 doz. case. | 1 60 |
| Jersey Cream | |
| 1 lb. cans, per doz. | 2 00 |
| 9 oz. cans, per doz. | 1 25 |
| 6 oz. cans, per doz. | 85 |
| Our Leader | |
| 1/2 lb. cans | 45 |
| 1/2 lb. cans | 75 |
| 1 lb. cans | 1 50 |
| Peerless | |
| 1 lb. cans | 85 |
| Queen Flake | |
| 3 oz., 6 doz. case. | 2 70 |
| 6 oz., 4 doz. case. | 3 20 |
| 9 oz., 4 doz. case. | 4 80 |
| 1 lb., 2 doz. case. | 4 00 |
| 5 lb., 1 doz. case. | 9 00 |
| BATH BRICK | |
| American | 70 |
| English | 80 |
| BLUING | |
|  | |
| Small 3 doz. | 40 |
| Large, 2 doz. | 75 |
| BROOMS | |
| No. 1 Carpet | 2 75 |
| No. 2 Carpet | 2 50 |
| No. 3 Carpet | 2 25 |
| No. 4 Carpet | 1 85 |
| Farlor Gem | 2 75 |
| Common Whisk | 95 |
| Fancy Whisk | 1 20 |
| Warehouse | 3 15 |
| CANDLES | |
| Electric Light, 88. | 9 1/2 |
| Electric Light, 168. | 10 1/2 |
| Paraffine, 68. | 11 1/2 |
| Paraffine, 128. | 12 1/2 |
| Wicking | 20 |
| CANNED GOODS | |
| Apples | |
| 3 lb. Standards | 90 |
| Galked, standards | 2 65 |
| Beans | |
| Baked | 75@1 30 |
| Red Kidney | 85 |
| String | 80 |
| Wax | 80 |
| Blackberries | |
| Standards | 75 |
| Blueberries | |
| Standard | 85 |
| Cherries | |
| Red Standards | 1 15 |
| White | 1 15 |
| Corn | |
| Fair | 75 |
| Good | 85 |
| Fancy | 95 |

| Hominy | |
|---------------------------------|-----------|
| Standard | 85 |
| Lobster | |
| Star, 1/2 lb. | 1 85 |
| Star, 1 lb. | 3 10 |
| Picnic Tails. | 2 25 |
| Mackerel | |
| Mustard, 1 lb. | 1 75 |
| Mustard, 2 lb. | 2 80 |
| Soused, 1 lb. | 1 75 |
| Soused, 2 lb. | 2 80 |
| Tomato, 1 lb. | 1 75 |
| Tomato, 2 lb. | 2 80 |
| Mushrooms | |
| Stems | 14@16 |
| Buttons | 20@25 |
| Oysters | |
| Cove, 1 lb. | 85 |
| Cove, 2 lb. | 1 55 |
| Peaches | |
| Pie | 1 25 |
| Yellow | @1 65 |
| Pears | |
| Standard | 70 |
| Fancy | 80 |
| Peas | |
| Marrowfat | 1 00 |
| Early June | 1 00 |
| Early June Sifted | 1 60 |
| Pineapple | |
| Grated | 1 25@2 75 |
| Sliced | 1 35@2 25 |
| Pumpkin | |
| Fair | 65 |
| Good | 75 |
| Fancy | 85 |
| Raspberries | |
| Standard | 90 |
| Salmon | |
| Red Alaska | 1 35 |
| Pink Alaska | 1 95 |
| Sardines | |
| Domestic, 1/2 | @4 |
| Domestic, Mustard | @8 |
| French | 8@22 |
| Strawberries | |
| Standard | 85 |
| Fancy | 1 25 |
| Succotash | |
| Fair | 90 |
| Good | 1 00 |
| Fancy | 1 20 |
| Tomatoes | |
| Fair | 80 |
| Good | 90 |
| Fancy | 1 15 |
| Gallons | 2 35 |
| CATSUP | |
| Columbia, pints | 2 00 |
| Columbia, 1/2 pints | 1 25 |
| CHEESE | |
| Ame | @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 |
| Leiten | @13 |
| Limburger | @17 |
| Pineapple | 50 |
| Sap Sago | @17 |
| CHICORY | |
| Bulk | 5 |
| Red | 7 |
| CHOCOLATE | |
| Walter Baker & Co.'s. | |
| German Sweet | 23 |
| Premium | 35 |
| Breakfast Cocoa | 46 |
| CIGARS | |
| The Bradley Cigar Co.'s Brands | |
| Advance | \$35 00 |
| Bradley | 35 00 |
| Clear Havana Puffs. | 22 00 |
| "W. H. B." | 55 00 |
| "W. B. B." | 55 00 |
| Columbian Cigar Co.'s brand. | |
| Columbian | 35 00 |
| Columbian Special | 65 00 |
| Detroit Cigar Mfg. Co.'s Brands | |
| Green Seal | \$55 00 |
| Green Seal Bouquet | 60 00 |
| Green Seal Regalia | 65 00 |
| Maceo's Dream | 35 00 |
| Dispatch | 33 00 |
| No Name | 32 00 |
| Medal de Reina | 28 00 |
| H. & P. Drug Co.'s brands. | |
| Fortune Teller | 35 00 |
| Our Manager | 35 00 |
| Quintette | 35 00 |

| G. J. Johnson Cigar Co.'s brand. | |
|---|--|
|  | |
| S. C. W. | |
| Phelps, Brace & Co.'s Brands | 35 00 |
| Royal Tigers | 55@ 80 00 |
| Royal Tigerettes | 35 |
| Vincente Portuondo | 35@ 70 00 |
| Ruhe Bros. Co. | 25@ 70 00 |
| Hilson Co. | 35@110 00 |
| T. J. Dunn & Co. | 35@ 70 00 |
| McCoy & Co. | 18@ 35 00 |
| The Collins Cigar Co. | 10@ 35 00 |
| Brown Bros. | 15@ 70 00 |
| Banner Cigar 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@175 00 |
| San Telmo | 35@ 70 00 |
| Havana Cigar Co. | 18@ 35 00 |
| C. Costello & Co. | 35@ 70 00 |
| LaGora-Fee Co. | 35@ 70 00 |
| S. I. Davis & Co. | 35@185 00 |
| Hene & Co. | 35@ 90 00 |
| Benedict & Co. | 7.50@ 70 00 |
| Hemmett Cigar Co. | 35@ 70 00 |
| G. J. Johnson Cigar Co. | 35@ 70 00 |
| Maurice Sanborn | 50@175 00 |
| Boek & 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 | |
| Cotton, 40 ft. per doz. | 1 00 |
| Cotton, 50 ft. per doz. | 1 20 |
| Cotton, 60 ft. per doz. | 1 40 |
| Cotton, 70 ft. per doz. | 1 60 |
| Cotton, 80 ft. per doz. | 1 80 |
| Jute, 60 ft. per doz. | 80 |
| Jute, 72 ft. per doz. | 95 |
| COFFEE | |
| Roasted | |
| A.I.C. HIGH GRADE COFFEES | |
| Special Combination | 20 |
| French Breakfast | 25 |
| Lenox | 30 |
| Vienna | 35 |
| Private Estate | 38 |
| Supreme | 40 |
| Less 3 1/2% per cent. delivered. | |
| Rio | |
| Fair | 9 |
| Good | 10 |
| Prime | 12 |
| Golden | 13 |
| Peaberry | 14 |
| Santos | |
| Fair | 14 |
| Good | 15 |
| Prime | 16 |
| Peaberry | 18 |
| Maracaibo | |
| Prime | 15 |
| Milled | 17 |
| Java | |
| Interior | 26 |
| Private Growth | 30 |
| Mandehling | 35 |
| Mocha | |
| Imitation | 22 |
| Arabian | 28 |
| Package | |
| Arbuckle | 11 50 |
| Jersey | 11 50 |
| McLaughlin's XXXX | |
| McLaughlin's XXXX sold to | tellers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. |
| Extract | |
| Valley City 1/2 gross. | 75 |
| Felix 1/2 gross. | 1 15 |
| Hummel's foil 1/2 gross. | 85 |
| Hummel's tin 1/2 gross. | 1 43 |
| COCOA | |
| James Eccps & Co.'s | |
| Boxes, 7 lbs. | 40 |
| Cases, 16 boxes | 38 |
| COCOA SHELS | |
| 20 lb. bags | 2 1/2 |
| Less quantity | 3 |
| Found packages | 4 |
| CONDENSED MILK | |
| 4 doz in case. | |
| Gall Borden Eagle | 6 75 |
| Crown | 6 25 |
| Daisy | 7 75 |
| Champion | 4 50 |
| Magnolia | 4 25 |
| Challenge | 4 25 |
| Dime | 3 35 |

| COUPON BOOKS | |
|---|----------|
| Tradestman Grade | |
| 50 books, any denom. | 1 50 |
| 100 books, any denom. | 2 50 |
| 500 books, any denom. | 11 50 |
| 1,000 books, any denom. | 20 00 |
| Economic Grade | |
| 50 books, any denom. | 1 50 |
| 100 books, any denom. | 2 50 |
| 500 books, any denom. | 11 50 |
| 1,000 books, any denom. | 20 00 |
| Superior Grade | |
| 50 books, any denom. | 1 50 |
| 100 books, any denom. | 2 50 |
| 500 books, any denom. | 11 50 |
| 1,000 books, any denom. | 20 00 |
| Universal Grade | |
| 50 books, any denom. | 1 50 |
| 100 books, any denom. | 2 50 |
| 500 books, any denom. | 11 50 |
| 1,000 books, any denom. | 20 00 |
| Credit Checks | |
| 500, any one denom. | 2 00 |
| 1,000, any one denom. | 3 00 |
| 2,000, any one denom. | 5 00 |
| Steel punch | 75 |
| Coupon Pass Books | |
| Can be made to represent any denomination from \$10 down. | |
| 20 books | 1 00 |
| 50 books | 2 00 |
| 100 books | 3 00 |
| 250 books | 6 25 |
| 500 books | 10 00 |
| 1,000 books | 17 50 |
| CREAM TARTAR | |
| 5 and 10 lb. wooden boxes. | 30 |
| Bulk in sacks. | 23 |
| DRIED FRUITS—Domestic | |
| Apples | |
| Sundried | @ 6 1/2 |
| Evaporated, 50 lb. boxes. | 8@ 8 1/2 |
| California Fruits | |
| Apricots | @15 |
| Blackberries | @15 |
| Nectarines | @15 |
| Peaches | 10 @11 |
| Pears | @15 |
| Pitted Cherries | 7 1/2 |
| Prunelles | @15 |
| Raspberries | @15 |
| California Prunes | |
| 100-125 lb. boxes | @ 4 |
| 90-100 lb. boxes | @ 4 1/2 |
| 80-90 lb. boxes | @ 5 1/2 |
| 70-80 lb. boxes | @ 6 1/2 |
| 60-70 lb. boxes | @ 7 1/2 |
| 50-60 lb. boxes | @ 8 1/2 |
| 40-50 lb. boxes | @ 9 1/2 |
| 30-40 lb. boxes | @ 10 1/2 |
| 1/2 cent less in 50 lb. cases | |
| Raisins | |
| London Layers 2 Crown. | 1 75 |
| London Layers 3 Crown. | 2 00 |
| Cluster 4 Crown | 2 25 |
| Loose Muscatels 2 Crown | 7 1/2 |
| Loose Muscatels 3 Crown | 8 1/2 |
| Loose Muscatels 4 Crown | 8 1/2 |
| L. M., Seeded, choice | 10 |
| L. M., Seeded, fancy | 10 1/2 |
| DRIED FRUITS—Foreign | |
| Citron | |
| Leghorn | 11 |
| Coriscan | 12 |
| Currants | |
| Patras, cases | 6 1/2 |
| Cleaned, bulk | 7 |
| Cleaned, packages | 7 1/2 |
| Peel | |
| Citron American 19 lb. bx. | 13 |
| Lemon American 10 lb. bx. | 10 1/2 |
| Orange American 10 lb. bx. | 10 1/2 |
| Raisins | |
| Sultana 1 Crown | 75 |
| Sultana 2 Crown | 75 |
| Sultana 3 Crown | 75 |
| Sultana 4 Crown | 75 |
| Sultana 5 Crown | 75 |
| Sultana 6 Crown | 75 |
| Sultana package | 75 |
| FARINACEOUS GOODS | |
| Beans | |
| Dried Lima | 5 1/2 |
| Medium Hand Picked 1 90@2 00 | |
| Brown Holland | 5 1/2 |
| Cereals | |
| Cream of Cereal | 90 |
| Grain-O, small | 2 25 |
| Grain-O, large | 1 35 |
| Grape Nuts | 1 35 |
| Postum Cereal, small | 1 35 |
| Postum Cereal, large | 2 25 |
| Farina | |
| 24 1 lb. packages | 1 25 |
| Bulk, per 100 lbs. | 3 00 |
| Haskell's Wheat Flakes | |
| 36 2 lb. packages | 3 00 |
| Hominy | |
| Barrels | 2 50 |
| Flake, 50 lb. drums. | 1 00 |
| Maccaroni and Vermicelli | |
| Domestic, 10 lb. box | 60 |
| Imported, 25 lb. box | 2 50 |
| Pearl Barley | |
| Common | 2 50 |
| Chester | 2 50 |
| Empire | 3 00 |

| Grits | |
|---|----------------------------|
| Walsh-DeRoo Co.'s Brand. | |
|  | |
| 24 2 lb. packages | 1 80 |
| 100 lb. kegs | 2 70 |
| 200 lb. barrels | 5 10 |
| Peas | |
| Green, Wisconsin, bu. | 1 35 |
| Green, Scotch, bu. | 1 40 |
| Split, bu. | 3 |
| Rolled Oats | |
| Rolled Avena, bbl. | 4 00 |
| Steel Cut, 1/2 bbls | 2 15 |
| Monarch, bbl. | 3 75 |
| Monarch, 1/2 bbl. | 2 00 |
| Monarch, 90 lb. sacks | 1 80 |
| Quaker, cases | 3 20 |
| Huron, cases | 2 00 |
| Sago | |
| German | 4 |
| East India | 3 1/2 |
| Salus Breakfast Food | |
| F. A. McKenzie, Quincy, Mich. | 36 two pound packages 3 60 |
| 18 two pound packages | 1 85 |
| Battle Creek Crackers | |
| Gem Oatmeal Biscuit. | 7 1/2 @ 8 |
| Lemon Biscuit | 7 1/2 @ 8 |
| New Era Butters | 6 1/2 |
| Whole Wheat | 6 1/2 |
| Cereola, 48 1-lb. pkgs. | 4 00 |
| Tapioca | |
| Flake | 5 |
| Pearl | 5 |
| Pearl, 24 1 lb. packages | 6 1/2 |
| Wheat | |
| Cracked, bulk | 3 1/2 |
| 24 2 lb. packages | 2 50 |
| FLAVORING EXTRACTS | |
| DeBoe's | |
| Vanilla D. C. | 1 10 |
| Lemon D. C. | 70 |
| Vanilla Tonka | 75 |
| 4 oz. | 1 45 |
| 2 oz. | 4 oz. |
|  | |
| Jennings' | |
| D. C. Vanilla | 3 oz. 75 |
| D. C. Lemon | 3 oz. 75 |
| 2 oz. Oval | 1 00 |
| 3 oz. Taper Panel | 1 00 |
| 4 oz. 2 oz. obert. | 1 40 |
| 6 oz. 3 oz. 00 | 6 oz. 2 00 |
| No. 8. | 4 00 |
| No. 10. | 6 00 |
| No. 2 T. | 1 25 |
| No. 3 T. | 2 00 |
| No. 4 T. | 2 40 |
| No. 4 T. | 1 50 |
| Northrop Brand | |
| 2 oz. Taper Panel | 75 |
| 2 oz. Oval | 75 |
| 3 oz. Taper Panel | 1 35 |
| 4 oz. Taper Panel | 1 60 |
| Perrigo's | |
| XXX, 2 oz. obert. | 1 25 |
| XXX, 4 oz. taper. | 2 25 |
| XX, 2 oz. obert. | 1 00 |
| No. 2, 2 oz. obert. | 75 |
| XXX D D ptehr, 6 oz | 2 25 |
| XXX D D ptehr, 4 oz | 1 75 |
| K. P. pitcher, 6 oz. | 2 25 |
| FLY PAPER | |
| Perrigo's lightning, gro. | 2 50 |
| Petrolatum, per doz. | 75 |
| GUNPOWDER | |
| Rife-Dupont's | |
| Kegs | 4 00 |
| Half Kegs | 2 25 |
| Quarter Kegs | 1 25 |
| 1 lb. cans | 30 |
| 1/2 lb. cans | 18 |
| Choke Bore-Dupont's | |
| Kegs | 4 25 |
| Half Kegs | 2 40 |
| Quarter Kegs | 1 35 |
| 1 lb. cans | 34 |
| Eagle Duck-Dupont's | |
| Kegs | 8 00 |
| Half Kegs | 4 25 |
| Quarter Kegs | 2 25 |
| 1 lb. cans | 45 |

| HERBS | |
|-----------------------------|-------|
| Sage | 15 |
| Hops | 15 |
| INDIGO | |
| Madras, 5 lb. boxes | 55 |
| S. F., 2, 3 and 5 lb. boxes | 50 |
| JELLY | |
| V. C. Brand. | |
| 15 lb. palls | 35 |
| 30 lb. palls | 62 |
| Pure apple, per doz | 85 |
| LICORICE | |
| Pure | 30 |
| Calabria | 25 |
| Stelly | 14 |
| Root | 10 |
| LYE | |
| Condensed, 2 doz. | 1 20 |
| Condensed, 4 doz. | 2 25 |
| MATCHES | |
| Diamond Match Co.'s brands. | |
| No. 9 sulphur | 1 65 |
| Anchor Parlor | 1 50 |
| No. 2 Home | 1 30 |
| Export Parlor | 4 00 |
| Wolverine | 1 50 |
| MOLASSES | |
| New Orleans | |
| Black | 11 |
| Fair | 14 |
| Good | 20 |
| Fancy | 24 |
| Open Kettle | 25@35 |
| Half-barrels 2c extra | |

Herring
Holland white hoops, bbl.
Holland white hoops, bbl.
Holland white hoop, keg.
Holland white hoop, mchs.
Norwegian
Round 100 lbs.
Round 40 lbs.
Sealed
Boaters.

Mackerel
Mess 100 lbs.
Mess 40 lbs.
Mess 10 lbs.
Mess 8 lbs.
No. 1 100 lbs.
No. 1 40 lbs.
No. 1 10 lbs.
No. 1 8 lbs.
No. 2 100 lbs.
No. 2 40 lbs.
No. 2 10 lbs.
No. 2 8 lbs.

Trout
No. 1 40 lbs.
No. 1 10 lbs.
No. 1 8 lbs.
Whitefish
No. 1 No. 2 Fam
100 lbs.
40 lbs.
10 lbs.
8 lbs.

SEEDS
Anise
Canary, Smyrna
Caraway
Cardamon, Malabar
Celery
Hemp, Russian
Mixed Bird
Mustard, white
Poppy
Rape
Cuttle Bone
Scotch, in bladders
Maccaboy, in jars
French Rappee, in jars

SOAP

JAXON

Single box
3 box lots, delivered
10 box lots, delivered
JAS. S. KIRK & CO.'S BRANDS.
American Family, wrp'd.
Dome
Cabinet
Savon
White Russian
White Cloud, laundry
White Cloud, toilet
Dusky Diamond, 50 6 oz.
Dusky Diamond, 50 8 oz.
Blue India, 100 1/2 lb.
Kirkoline
Eos

Scouring
Sapallo, kitchen, 3 doz.
Sapallo, hand, 3 doz.
SODA
Boxes, English
Kegs, English

SPICES
Whole Spices
Allspice
Cassia, China in mats
Cassia, Batavia, in bund.
Cassia, Saigon, broken
Cassia, Saigon, in rolls
Cloves, Amboyna
Cloves, Zanzibar
Mace
Nutmegs, 75-80.
Nutmegs, 105-110
Nutmegs, 115-20
Pepper, Singapore, black
Pepper, Singapore, white
Pepper, shot.
Pure Ground in Bulk
Allspice
Cassia, Batavia
Cassia, Saigon
Cloves, Zanzibar
Ginger, African
Ginger, Cochin
Ginger, Jamaica
Mace
Mustard
Pepper, Singapore, black
Pepper, Singapore, white
Pepper, Cayenne
Sage

STOVE POLISH
Enameline
No. 4, 3 doz. in case, gross.
No. 6, 3 doz. in case, gross.
SYRUPS
Corn
Fair
Good
Choice
Mixed
V. C. Syrup Co.'s Brands.
Valley City
V. C., fancy flavored



WICKING
WOODENWARE
Baskets
Bushels, wide band
Market
Willow Clothes, large
Willow Clothes, medium
Willow Clothes, small
Butter Plates
No. 1 Oval, 250 in crate.
No. 2 Oval, 250 in crate.
No. 3 Oval, 250 in crate.
No. 5 Oval, 250 in crate.
Clothes Pins
Boxes, gross boxes
Mop Sticks
Trojan spring
Eclipse patent spring
No. 1 common
No. 2 patent brush holder
12 lb. cotton mop heads

STARCH
Common Corn
Kingsford's Corn
Kingsford's Silver Gloss
Diamond
Common Gloss
SUGAR
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases his shipping point, including 30 pounds for the weight of the barrel.
Domino
Cut Leaf
Crushed
Cubes
Powdered
Coarse Powdered
XXXX Powdered
Standard Granulated
Fine Granulated
Coarse Granulated
Extra Fine Granulated
Conf. Granulated
2 lb. cartons Fine Gran.
2 lb. bags Fine Gran.
5 lb. cartons Fine Gran.
5 lb. bags Fine Gran.
Mould A.
Diamond A.
Confectioner's A.
No. 1, Columbia A.
No. 2, Windsor A.
No. 3, Ridgewood A.
No. 4, Phoenix A.
No. 5, Empire A.
No. 6.
No. 7.
No. 8.
No. 9.
No. 10.
No. 11.
No. 12.
No. 13.
No. 14.
No. 15.
No. 16.

TABLE SAUCES
LEA & PERRIN'S SAUCE
The Original and Genuine Worcestershire.
Lea & Perrin's, large.
Lea & Perrin's, small.
Halford, large.
Halford, small.
Salad Dressing, large.
Salad Dressing, small.
VINEGAR
Malt White Wine, 40 grain.
Malt White Wine, 80 grain.
Pure Cider, Red Star.
Pure Cider, Robinson.
Pure Cider, Silver.
WASHING POWDER
Kiss's Eos.
Roseline.
Nine O'clock.
Babbitt's 1776.
Gold Dust.
Johnson's.
Swift's.
Rub-No-More.
Pearline, 72 8 oz.
Pearline, 36 ls.
Snow Troy.
Liberty.

Washing Powder
Kiss's Eos.
Roseline.
Nine O'clock.
Babbitt's 1776.
Gold Dust.
Johnson's.
Swift's.
Rub-No-More.
Pearline, 72 8 oz.
Pearline, 36 ls.
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Rub-No-More.
Pearline, 72 8 oz.
Pearline, 36 ls.
Snow Troy.
Liberty.

Pails
2-hoop Standard.
3-hoop Standard.
2-wire, Cable.
3-wire, Cable.
Cedar, all red, brass bound.
Paper, Eureka.
Fibre.

Tubs
20-inch, Standard, No. 1.
18-inch, Standard, No. 2.
20-inch, Standard, No. 3.
20-inch, Dowell, No. 1.
18-inch, Dowell, No. 2.
16-inch, Dowell, No. 3.
No. 1 Fibre.
No. 2 Fibre.
No. 3 Fibre.

Wash Boards
Bronze Globe.
Dewey.
Double Acme.
Single Acme.
Double Peerless.
Single Peerless.
Northern Queen.
Double Duplex.
Good Luck.
Universal.

Wood Bowls
11 in. Butter.
13 in. Butter.
15 in. Butter.
17 in. Butter.
19 in. Butter.

YEAST CAKE
Yeast Foam, 1 1/2 doz.
Yeast Foam, 3 doz.
Yeast Cream, 3 doz.
17 in. Butter.
Sunlight Yeast, 3 doz.
Warner's Safe, 3 doz.

Provisions

Barreled Pork
Mess.
Back.
Lean back.
Short cut.
Pig.
Bean.
Family.

Dry Salt Meats
Bellies.
Briskets.
Extra shorts.

Smoked Meats
Hams, 12 lb. average.
Hams, 14 lb. average.
Hams, 16 lb. average.
Hams, 20 lb. average.
Ham dried beef.
Shoulders (N. Y. cut).
Bacon, clear.
California hams.
Boneless hams.
Cooked ham.

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

Sausages
Bologna.
Liver.
Frankfort.
Pork.
Blood.
Tongue.
Headcheese.

Beef
Extra Mess.
Boneless.
Rump.

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

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

Casings
Pork.
Beef rounds.
Beef middles.
Sheep.

Butterine
Rolls, dairy.
Solid, dairy.
Rolls, creamery.
Kills, creamery.

Canned Meats
Corned beef, 2 lb.
Corned beef, 14 lb.
Roast beef, 2 lb.
Potted ham, 1/4 s.
Potted ham, 1/2 s.
Deviled ham, 1/4 s.
Deviled ham, 1/2 s.
Potted tongue, 1/4 s.
Potted tongue, 1/2 s.

Oils
Barrels
Eocene.
Perfection.
XXX W. W. Mich. Hdt.
W. W. Michigan.
Diamond White.
D. S. Gas.
Deo. Naphtha.
Cylinder.
Engine.
Black, winter.

Grains and Feedstuffs

Wheat
Winter Wheat Flour
Local Brands
Patents.
Second Patent.
Straight.
Clear.
Graham.
Buckwheat.
Rye.
Subject to usual cash discount.
Flour in bbls., 25c per bbl. additional.

Ball-Barnhart-Putman's Brand
Diamond 1/4 s.
Diamond 1/2 s.
Diamond 3/4 s.
Worden Grocer Co.'s Brand
Quaker 1/4 s.
Quaker 1/2 s.
Quaker 3/4 s.

Spring Wheat Flour
Clark-Jewell-Wells Co.'s Brand
Pillsbury's Best 1/4 s.
Pillsbury's Best 1/2 s.
Pillsbury's Best 3/4 s.
Pillsbury's Best 1/4 s paper.
Pillsbury's Best 1/2 s paper.
Ball-Barnhart-Putman's Brand



Duluth Imperial 1/4 s.
Duluth Imperial 1/2 s.
Duluth Imperial 3/4 s.
Lemon & Wheeler Co.'s Brand
Gold Medal 1/4 s.
Gold Medal 1/2 s.
Gold Medal 3/4 s.
Parlisan 1/4 s.
Parlisan 1/2 s.
Parlisan 3/4 s.
Holmes & Judson's Brand
Ceresota 1/4 s.
Ceresota 1/2 s.
Ceresota 3/4 s.
Worden Grocer Co.'s Brand
Laurel 1/4 s.
Laurel 1/2 s.
Laurel 3/4 s.

Meal
Bolted.
Granulated.

Feed and Millstuffs
St. Car Feed, screened.
No. 1 Corn and Oats.
Unbolted Corn Meal.
Winter Wheat Bran.
Winter Wheat Middlings.
Screenings.

Corn
New corn, car lots.
Old corn, car lots.
Less than car lots.

Oats
Car lots.
Car lots, clipped.
Less than car lots.

Hay
No. 1 Timothy car lots.
No. 1 Timothy ton lots.

Hides and Pelts

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:
Hides
Green No. 1.
Green No. 2.
Bulls.
Cured No. 1.
Cured No. 2.
Calfskins, green No. 1.
Calfskins, green No. 2.
Calfskins, cured No. 1.
Calfskins, cured No. 2.
Pelts, each.
Tallow.
Washed, fine.
Washed, medium.
Unwashed, fine.
Unwashed, medium.

Furs
Cat, wild.
Cat, house.
Fox, red.
Fox, gray.
Lynx.
Muskrat, fall.
Mink.
Raccoon.
Skunk.

Fresh Meats

Beef
Carcases.
Forequarters.
Hindquarters.
Loins No. 3.
Ribs.
Chucks.
Plates.

Pork
Dressed.
Loins.
Shoulders.
Leaf Lard.

Mutton
Carcases.
Spring Lambs.

Veal
Carcases.

Crackers

The National Biscuit Co. quotes as follows:
Butter
Seymour.
New York.
Family.
Salted.
Wolverine.

Soda
Soda XXX.
Soda, City.
Long Island Wafers.
Zephyrette.

Oyster
Faust.
Farina.
Extra Farina.
Saltine Wafer.

Sweet Goods-Boxes
Animals.
Assorted Cake.
Belle Rose.
Bent's Water.
Buttercups.
Cinnamon Bar.
Coffee Cake, Iced.
Coffee Cake, Java.
Cocoanut Taffy.
Cracknells.
Creams, Iced.
Cream Crisp.
Crystal Creams.
Cubans.
Currant Fruit.
Frosted Honey.
Frosted Cream.
Ginger Gems, lg. or sm.
Ginger Snaps, XXX.
Gladiator.
Grandma Cakes.
Graham Crackers.
Graham Wafers.
Honey Fingers.
Imperials.
Jumbles, Honey.
Lady Fingers.
Lemon Wafers.
Marshmallow.
Marshmallow Walnuts.
Milk Pencil.
Milk Biscuit.
Molasses Cake.
Molasses Bar.
New Jelly Bar.
Newton.
Oatmeal Crackers.
Oatmeal Wafers.
Orange Crisp.
Orange Gem.
Penny Cake, XXX.
Pilot Bread, XXX.
Pretzels, hand made.
Sears' Lunch.
Sugar Cake.
Sugar Cream, XXX.
Sugar Squares.
Sultanas.
Tutti Frutti.
Vanilla Wafers.
Vienna Crimp.

Fruits
Oranges
Fancy Mexicans.
Jamaicas.

Lemons
Strictly choice 300s.
Strictly choice 300s.
Fancy 300s.
Ex. Fancy 300s.
Extra Fancy 300s.

Bananas
Medium bunches.
Large bunches.

Foreign Dried Fruits
Figs
California, Fancy.
Cal. pkg, 10 lb. boxes.
Extra Choice, 10 lb. boxes, new shipment.
Fancy, 12 lb. boxes new.
Imperial Mikados, 18 lb. boxes.
Pulled, 6 lb. boxes.
Naturals, in bags.

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

Nuts
Almonds, Tarragona.
Almonds, Ivica.
Almonds, California, soft shelled.
Brazil, new.
Fibbers.
Walnuts, green shelled.
Walnuts, soft shelled.
California No. 1.
Table Nuts, fancy.
Table Nuts, choice.
Pecans, Med.
Pecans, Ex. Large.
Pecans, Jumbos.
Hickory Nuts per bu.
Ohio, new.
Cocoanuts, full sacks.
Chestnuts, per bu.

Peanuts
Fancy, H. P., Suns.
Fancy, H. P., Flags.
Roasted.
Choice, H. P., Extras.
Choice, H. P., Extras Roasted.

Shell Goods
Clams, per 100.
Oysters, per 100.

Candies

Stick Candy
Standard.
Standard H. H.
Standard Twist.
Cut Leaf.

Mixed Candy
Grocers.
Competition.
Special.
Conservé.
Royal.
Broken.
Cut Leaf.
English Rock.
Kindergarten.
Frenzy Cream.
Dandy Pan.
Hand Made Cream mixed.
Nobby.
Crystal Cream mix.

Fancy-In Bulk
San Blas Goodies.
Lozenges, plain.
Lozenges, printed.
Choc. Drops.
Eclipse Chocolates.
Choc. Monumentals.
Gum Drops.
Moss Drops.
Lemon Sours.
Imperials.
Ital. Cream Bonbons.
35 lb. pails.
Molasses Chews, 15 lb. pails.
Jelly Date Squares.
Iced Marshmallows.
Golden Waffles.

Fancy-In 5 lb. Boxes
Lemon Sours.
Peppermint Drops.
Chocolate Drops.
H. M. Choc. Drops.
H. M. Choc. Lt. and Dk. No. 12.
Gum Drops.
Licorice Drops.
A. B. Licorice Drops.
Lozenges, plain.
Lozenges, printed.
Imperials.
Molasses.
Cream Bar.
Molasses Bar.
Hand Made Creams.
Cream Buttons, Pep. and Wint.
String Rock.
Burnt Almonds.
Wintergreen Berries.

Caramels
No. 1 wrapped, 3 lb. boxes.

Fruits
Oranges
Fancy Mexicans.
Jamaicas.

Lemons
Strictly choice 300s.
Strictly choice 300s.
Fancy 300s.
Ex. Fancy 300s.
Extra Fancy 300s.

Bananas
Medium bunches.
Large bunches.

Foreign Dried Fruits
Figs
California, Fancy.
Cal. pkg, 10 lb. boxes.
Extra Choice, 10 lb. boxes, new shipment.
Fancy, 12 lb. boxes new.
Imperial Mikados, 18 lb. boxes.
Pulled, 6 lb. boxes.
Naturals, in bags.

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

Nuts
Almonds, Tarragona.
Almonds, Ivica.
Almonds, California, soft shelled.
Brazil, new.
Fibbers.
Walnuts, green shelled.
Walnuts, soft shelled.
California No. 1.
Table Nuts, fancy.
Table Nuts, choice.
Pecans, Med.
Pecans, Ex. Large.
Pecans, Jumbos.
Hickory Nuts per bu.
Ohio, new.
Cocoanuts, full sacks.
Chestnuts, per bu.

Peanuts
Fancy, H. P., Suns.
Fancy, H. P., Flags.
Roasted.
Choice, H. P., Extras.
Choice, H. P., Extras Roasted.

Shell Goods
Clams, per 100.
Oysters, per 100.

Hardware

Are You a Mummy or a Deader?

The world of this day is full of people who don't want to go ahead and who kick against the forward steps that are being taken by others. These people like to stand still. They couldn't be made to run by a charge from a Gatling gun, simply because their mental and physical energy aren't equal to the emergency. They would prefer a shot in the back. You know that such people never face anything—rather than get a little action on themselves. They like to be dead because it's so much easier than living. It also lasts longer.

* * *

When gas was first introduced into this country the dealers rose in their wrath and protested against its use, saying it was dangerous and would kill anyone who inhaled it. Of course it would and will, but gas isn't used for breathing purposes, and it wasn't very long before the dealers began to use gas on their own account. It's a pity that some of them didn't take it by inhalation. The railways were opposed on the ground that they would do away with horses, while the telegraph was resisted because the use of electricity was equivalent to stealing lightning from heaven. One objector said that the wires might carry messages but wouldn't be equal to the job of carrying packages, so the town meeting in opposition to wires "resolved" to that effect.

* * *

And so it goes with almost every new idea or innovation. The world moves in a fixed orbit, and the great majority of its inhabitants think that they move the same way, which means that they stand still. "What was good enough for father is good enough for me," is a common expression. On that idea we could go back to Adam and get along without clothes. But the deaders don't seem to realize that there are a few live people on earth, and that it is necessary to move in order to keep up with the procession.

* * *

It might be supposed that there are no deaders in business. Business moves and its managers are thought to be active. So they are—some of them. But there are lots of mummies in business. Their ideas are so dried up that it is a wonder their physical bodies don't blow away on the first wind. You know some of these mummies. You may even be related to the mummy family, and if you are, although you won't admit it, I want to give you a few pointers on the resurrection idea. It may give you an electric shock, but the voltage will be proportioned to your own necessities as viewed by those who know you, many of whom are your customers, or would be if you were awake.

* * *

Are you a wake? Do you realize that this has been a great big business year, and that 1900—which isn't the beginning of a new century, but the ending of an old one—is, or will be, alive with opportunities for those who realize that it pays to be active? Do you keep your goods in order? Are the goods arranged so that they will please your customers? How about the goods themselves? Are they bought for to-day's uses, and not for 1800? The hatchet with which the immortal George cut down the cherry tree would be valuable as a relic, but could you seal it now because it is one of the latest makes?

* * *

It is a positive pleasure to go into a

stove or hardware store when the goods are arranged in apple-pie order. But it is enough to make a man sick at the stomach to go into a store where the goods look as if they were shaken out of a box and the proprietor didn't care where they might land. It is just the same way when a customer asks for something that is up to date and is told that the article in question is not in stock, but that if he will wait an hour or so the owner will look around and see if he can't find some antiquated pattern to take its place.

* * *

One of the great essentials in business success is keeping up with the times. All other conditions being equal, the merchant who deals with to-day is far more successful than the one who trades on yesterday. You catch the idea? If you do, as I hope you will and that you will act on it, you won't have as many kicks coming a year from now as you may have when Father Time strikes the last hour of 1899. The best way to get at this result is to kick against yourself. Don't oppose progress! This very busy world—busy despite the mummies and the deaders—is against you on that proposition, and if you don't move with the world of business you might as well be relegated to the ranks of the has-beens. —Huster in Stoves and Hardware Reporter.

How the Farm Beat the Mortgage.

There is a story from Buffalo county going the rounds that illustrates the resources of a Nebraska farm. A farmer up there from Missouri got discouraged because he didn't get rich the first year, and, as there was a mortgage of \$700 on his farm, was about ready to jump the whole business, but determined to make one effort, and sowed eighty acres of wheat. It happened to be a poor year for wheat, and the stand was not very good. Concluding that it wasn't worth harvesting, he pulled up stakes and moved back to Missouri, leaving the farm to fight the mortgage all by itself. The farm was equal to the occasion.

The wheat ripened, fell down and deposited the seed in the soil again. Next spring the wheat began to grow lustily. Some of the neighbors were honest enough to write about it down to the fugitive in Missouri, and he got interested enough to come back and take a look. Then he stopped and harvested the voluntary crop. He sold it for enough to pay off the mortgage and the rest of his debts, and had a tidy little surplus over, with which he moved his family back, and now declares there is no State like Nebraska. This may be a true story, and it may not, but it is vouched for by the Lincoln Journal.

How To Build Up a Town.

The only way to build up a town is for all to go hand in-hand, every man to the wheel. Banish all feelings of discord, if any, let harmony prevail, and you are sure to prosper. Talk about your town, write about it, push it, speak well of it, encourage your people at the head of municipal affairs, choke the croakers, beautify the streets in every way, patronize its merchants, refrain from sending outside for goods, advertise in the newspapers, favor home enterprise always, and if you can't say something good, keep quiet. You are all hustlers—keep it up. Be courteous to strangers who come among you so they will go away with a good impression. Always cheer up the men who go in for improvements. Don't kick about "unnecessary" improvements because they are not right at your door, or for fear your taxes will be raised a few cents. Let everybody labor in sympathy and harmony and you will not only get to the front, but stay there.

To Prevent Smoke From a Lamp.

Soak the wick in strong vinegar and dry it well before you use it; it will then burn both sweet and pleasant and give much satisfaction for the trifling work in preparing it.

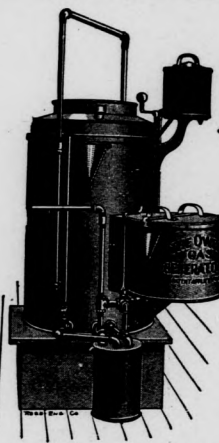


Air Tight Stoves

Write for Price List.

FOSTER, STEVENS, & CO.,

GRAND RAPIDS.



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.

Here It Is!

The Holmes Generator

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

Holmes-Bailey Acetylene Gas Co.
Manton, Michigan.



The 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.

SUCCESSFUL SALESMEN.

Ira F. Gordon, Representing the Potato Implement Co.

Ira F. Gordon was born on a farm in Worth township, Sanilac county, Aug. 25, 1870, his parents being Scotch Canadian on both sides. When he was 3 years old his parents moved to Columbia county, Wis., where they remained seven years, when another change of location took them to Solon township, Leelanau county, where they located on a farm near Solon postoffice. Ira attended district school until he was 19 years of age, when he went to Traverse City and engaged with Douglass & Boughey to sell implements and vehicles on the road in the Grand Traverse region. He remained with this house nearly four years, when he engaged to



travel for the Potato Planter Co., which is now known as the Potato Implement Co. He covers a large extent of territory, seeing part of his trade only once a year and the remainder twice or three times a year.

Mr. Gordon was married on Christmas, 1892, to Miss Georgiana Irwin, of Charlevoix. A daughter three years old and a son a year old complete the family circle, their abiding place being 207 West Eleventh street, Traverse City.

Mr. Gordon is a member of the Traverse City lodge of Modern Woodmen, Knights of Pythias Lodge No. 73 and the First Congregational church.

He attributes his success to hard work, believing that nothing is equal to patient and persistent effort in surmounting the obstacles which confront the traveling man, no matter what house he may represent or what line he may undertake to exploit.

Strongly Upholds the Commercial Traveler.

Some time ago, speaking of the organized effort of commercial travelers in opposition to trusts, a New York "promoter" named Pickerel made a somewhat violent attack upon commercial travelers in general and pronounced them an entirely unnecessary part of the mercantile forces. Out of this has grown a controversy in which several men of more or less prominence have figured. Senator William E. Chandler, of New Hampshire, now comes to the front as the champion of the traveling salesman. In a letter to the President of the Commercial Travelers' National League, the Senator takes the ground that the elimination of the traveling salesman would sooner or later result in higher, rather than lower, prices for the consumer. He says:

An attempt has been made to break

the force of the opposition by commercial travelers to trusts by insisting that it is wise to dispense if possible with the expense of the travelers in order to lessen the cost of producing and selling articles, and thereupon to furnish them to consumers at lower prices.

But can the cost of commercial travelers be saved under any method of trade reasonably attainable? I answer no. It is quite true that if trusts are allowed to destroy competition commercial travelers must be dispensed with. But if competition is to continue to rule as the life of trade the commercial travelers will remain an indispensable part of such competition.

If competition must go the commercial travelers must go—not traveling, but out of existence. Yet it is certain that even then under trusts without competition or commercial travelers the various savings will not all go to the consumers. They will be used to increase the profit of the trusts. They will get the lion's share and retail prices are sure to rise. So the commercial travelers are fighting not only for themselves, but for the consumers. As a pure economic question the position of the commercial travelers is impregnable.

On Record as Opposed to Gift Schemes.

J. T. Percival, Secretary of the Port Huron Merchants and Manufacturers' Association, favors the Tradesman with a cardboard notice calling attention to the fact that nearly two years ago that organization placed itself on record as opposed to gift enterprises and schemes. The notice is especially pertinent at this time because of the number of and variety of fakirs who are going about the State, endeavoring to interest retail dealers in cunningly devised and ingeniously exploited enterprises. The notice is as follows:

NOTICE!

RESOLVED, That on and after the 1st day of April, 1898, next, we agree to do away with all Gift Enterprises and Schemes of every name and nature, and any member of this Association giving away gifts of any description, with the sale of goods, it shall be considered a violation of his obligation with this Association.

CHAS. WELLMAN, President.
J. T. PERCIVAL, Secretary.

Also, if approached by any person with a scheme if any sort or nature the member will bring the matter before the Association at the next meeting.

Adopted March 1, 1898.

Oppose the Parcels Post.
From Stoves and Hardware Reporter.

The parcels post system now in use in several countries has proven a distinct disadvantage to the smaller merchants, especially to those in the rural districts. The result of its establishment would be the same in the United States, however greatly it might add to postal revenues. Every dealer in the country will serve his own interests by opposing the new system, both personally and through letters to his congressman. It should not be opposed because it is new, but because its workings will be injurious to the greater number of people.

An advance of 5 per cent. over present prices to take effect Jan. 1 has been announced by the new bath-tub combine.

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. | 3/4 in. |
| BB | 8 c. | 7 c. | 6 c. |
| BBB | 9 | 7 1/2 | 6 1/2 |
| | 9 1/2 | 8 3/4 | 7 1/4 |
| Crowbars | | | |
| Cast Steel, per lb. | | | 6 |
| Caps | | | |
| Ely's 1-10, per m. | | | 65 |
| Hick's C. F., per m. | | | 55 |
| G. D., per m. | | | 45 |
| Musket, per m. | | | 75 |
| Chisels | | | |
| Socket Firmer | | | 65 |
| Socket Framing | | | 65 |
| Socket Corner | | | 65 |
| Socket Slicks | | | 65 |
| Elbows | | | |
| Com. 4 piece, 6 in., per doz. | | net | 65 |
| Corrugated, per doz. | | | 1 25 |
| Adjustable | | | 40&10 |
| Expansive Bits | | | |
| Clark's small, \$18; large, \$26 | | | 30&10 |
| Ives' 1, \$18; 2, \$24; 3, \$30 | | | 25 |
| Files—New List | | | |
| New American | | | 70&10 |
| Nicholson's | | | 70 |
| Heller's Horse Gasps. | | | 60&10 |
| Galvanized Iron | | | |
| Nos. 16 to 20; 22 and 24; 25 and 26; 27. | | | 28 |
| List 12 13 14 15 16. | | | 17 |
| Discount, 70 | | | |
| Gas Pipe | | | |
| Black or Galvanized | | | 40&10 |
| Gauges | | | |
| Stanley Rule and Level Co.'s | | | 60&10 |
| Glass | | | |
| Single Strength, by box | | dis | 85&10 |
| Double Strength, by box | | dis | 85&10 |
| By the Light | | dis | 85 |
| Hammers | | | |
| Maydole & Co.'s, new list | | dis | 33 1/2 |
| Yerkes & Plumb's | | dis | 40&10 |
| Mason's Solid Cast Steel | | 30c list | 70 |
| Hinges | | | |
| Gate, Clark's 1, 2, 3. | | dis | 60&10 |
| Hollow Ware | | | |
| Pots | | | 50&10 |
| Kettles | | | 50&10 |
| Spiders | | | 50&10 |
| Horse Nails | | | |
| Au Sable | | dis | 40&10 |
| Putnam | | dis | 5 |
| House Furnishing Goods | | | |
| Stamped Tinware, new list | | | 70 |
| Japanned Tinware | | | 20&10 |
| Iron | | | |
| Bar Iron | | 3 c rates | |
| Light Band | | 3 1/2 c rates | |
| Knobs—New List | | | |
| Door, mineral, jap. trimmings | | | 85 |
| Door, porcelain, jap. trimmings | | | 1 00 |
| Lanterns | | | |
| Regular 0 Tubular, Doz. | | | 5 25 |
| Warren, Galvanized Fount. | | | 6 00 |
| Levels | | | |
| Stanley Rule and Level Co.'s | | dis | 70 |
| Mattocks | | | |
| Adze Eye | | \$17 00 | dis |
| 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&10 | |
| Dampers, American | | | 50 |
| Molasses Gates | | | |
| Stebbins' Pattern | | | 60&10 |
| Enterprise, self-measuring | | | 30 |
| Pans | | | |
| Fry, Acme | | 60&10&10 | |
| Common, polished | | 70&5 | |
| Patent Planished Iron | | | |
| "A" Wood's patent planished, Nos. 24 to 27 | | | 10 20 |
| "B" Wood's patent planished, Nos. 25 to 27 | | | 9 20 |
| Broken packages 1/2 c per pound extra. | | | |
| Planes | | | |
| Ohio Tool Co.'s, fancy | | | 50 |
| Sciota Bench | | | 60 |
| Sandusky Tool Co.'s, fancy | | | 60 |
| Bench, first quality | | | 60 |
| Nails | | | |
| Advance over base, on both Steel and Wire. | | | |
| Steel nails, base | | | 3 50 |
| Wire nails, base | | | 3 65 |
| 20 to 30 advance | | | Base |
| 10 to 16 advance | | | 13 00 |
| 8 advance | | | 10 |
| 6 advance | | | 20 |
| 4 advance | | | 30 |
| 3 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 | | | 85 |
| Barrel 1/2 advance | | | |
| Rivets | | | |
| Iron and Tinned | | | 50 |
| Copper Rivets and Burs | | | 45 |
| Roofing Plates | | | |
| 14x20 IC, Charcoal, Dean | | | 6 50 |
| 14x20 IX, Charcoal, Dean | | | 7 50 |
| 20x28 IC, Charcoal, Dean | | | 13 00 |
| 14x20 IC, Charcoal, Allaway Grade | | | 5 50 |
| 14x20 IX, Charcoal, Allaway Grade | | | 6 50 |
| 20x28 IC, Charcoal, Allaway Grade | | | 11 00 |
| 20x28 IX, Charcoal, Allaway Grade | | | 13 00 |
| Ropes | | | |
| Sisal, 1/4 inch and larger | | | 11 1/2 |
| Manilla | | | 16 |
| Sand Paper | | | |
| List acct. 19, '86 | | dis | 50 |
| Sash Weights | | | |
| Solid Eyes, per ton | | | 22 50 |
| Sheet Iron | | | |
| | | com. smooth. | com. |
| Nos. 10 to 14 | | \$3 20 | \$3 00 |
| Nos. 15 to 17 | | 3 20 | 3 00 |
| Nos. 18 to 21 | | 3 30 | 3 20 |
| Nos. 22 to 24 | | 3 40 | 3 30 |
| Nos. 25 to 26 | | 3 50 | 3 40 |
| No. 27 | | 3 60 | 3 50 |
| All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra. | | | |
| Shells—Loaded | | | |
| Loaded with Black Powder | | dis | 40 |
| Loaded with Nitro Powder | | dis | 40&10 |
| Shot | | | |
| Drop | | | 1 45 |
| B B and Buck | | | 1 70 |
| Shovels and Spades | | | |
| First Grade, Doz. | | | 8 60 |
| Second Grade, Doz. | | | 8 10 |
| Solder | | | |
| 1/2@1/4 | | | 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 |
| Onaida Community, Newhouse's | | | 40&10 |
| Onaida Community, Hawley & Norton's | | | 65&10 |
| Mouse, choker, per doz. | | | 15 |
| Mouse, delusion, per doz. | | | 1 25 |
| Wire | | | |
| Bright Market | | | 60 |
| Annealed Market | | | 60 |
| Coppered Market | | | 50&10 |
| Tinned Market | | | 50&10 |
| Coppered Spring Steel | | | 40 |
| Barbed Fence, Galvanized | | | 4 30 |
| Barbed Fence, Painted | | | 4 15 |
| Wire Goods | | | |
| Bright | | | 75 |
| Screw Eyes | | | 75 |
| Hooks | | | 75 |
| Gate Hooks and Eyes | | | 75 |
| Wrenches | | | |
| Baxter's Adjustable, Nickeled | | | 30 |
| Coe's Genuine | | | 30&10 |
| Coe's Patent Agricultural, Wrought | | | 70&10 |

COUPON BOOKS

SUPERCEDE

BOOK-KEEPING
DISPUTED ACCOUNTS
BAD DEBTS
ASSURE PROFIT
CONTENTMENT

We make four grades of books in the different denominations.

CIRCULARS ON INQUIRY
SAMPLES

TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

HEAVY FAILURE.

W. D. & I. J. Booth Utter Trust Mortgage for Large Amount.

W. D. & I. J. Booth, who have conducted general stores at Cedar Springs and Belding, have uttered a trust mortgage on both stocks, securing ninety-four creditors, whose claims aggregate \$33,006.44. The trustee is Harvey L. Van Benschoten, the Belding attorney, but in all probability the estate will be thrown into bankruptcy by the creditors in order that there may be no suggestion of favoritism or crookedness. Preliminary to the uttering of the mortgage, the goods were slaughtered right and left at both stores. Rubber boots which cost \$2.84 were sold for \$1 a pair, and ulster duck coats which cost \$27 a dozen were handed over the counter at \$1 a piece. The Tradesman has no inside information as to the value of the stocks, but, judging by similar transactions, the creditors will be extremely fortunate if they receive anything over 25 cents on the dollar. The following is a full text of the mortgage and a list of the creditors and their locations and the amount owing each:

Know all men by these presents, That Worthey D. Booth and Ida J. Booth, both of the village of Cedar Springs, Kent county, Michigan, copartners, doing business under the firm name of W. D. & I. J. Booth, both in the village of Cedar Springs, Kent county, Michigan, and in the city of Belding, Ionia county, Michigan, party of the first part, being justly indebted unto Harvey L. Van Benschoten as trustee for the parties, persons, firms and corporations hereinafter named, said trustee residing in the city of Belding, Michigan, and being the party of the second part, for and in consideration of the sum of one dollar to them in hand paid by said second party, the receipt of which is hereby expressly confessed and acknowledged, have for the purpose of securing payment of the debts hereinafter described, and the interest thereon, granted, bargained, sold and mortgaged unto the said Harvey L. Van Benschoten as trustee for the parties hereinafter named, and to his successors and assigns forever, the following goods, chattels and personal property, to-wit: All their right, interest and title in and to their stock of dry goods, boots and shoes, notions, clothing and furnishing goods, store furniture and fixtures, as well as each and every article of value kept for sale by them in the store occupied by them in the village of Cedar Springs, Kent county, Michigan, where said above described property is situated;

Also, all their right, title and interest in and to their stock of dry goods, boots and shoes, notions, clothing and furnishing goods, store furniture and fixtures, as well as each and every article of value kept for sale by them, in the store occupied by them in the city of Belding, Ionia county, Michigan, where said above described property is situated; as well as all subsequent additions to each stock, which said property is free and clear from all liens, levies, conveyances and incumbrances; providing always, and the conditions of these presents is such that if the party of the first part shall pay said mortgage, together with all costs, expenses and reasonable charges of said trustee, together with interest on all debts which this mortgage is given to secure, at the legal rate, on or before one week from the date hereof, then these presents shall cease and be null and void; and thereupon said trustee shall release the property above mortgaged from the operation and effect of this instrument. And the said W. D. and I. J. Booth agree to pay the same accordingly to the party of the second part, his successors or assigns; but if default be made in such payment, the said Harvey L. Van Benschoten, as trustee, is hereby authorized to take the goods, chattels and personal property hereinbefore mentioned, and at once sell and dispose of the same for the best prices that can be obtained therefor,

in bulk or parcel, either at private sale or public auction. Provided, however, if said property is disposed of at public auction, notice of sale shall be given in the same manner as is required by law for constables' sales. And not only shall said trustee have full power to sell said property as before mentioned, but shall have the further power to make and execute to the purchaser or purchasers, his, her or their heirs and assigns forever, a good, sufficient and ample conveyance at law, pursuant to the statute in such case made and provided; and out of the proceeds of said sale to retain the principal and interest of all sums then due, the costs and charges of said sale, and also a reasonable compensation for said trustee, including an attorney fee, rendering the surplus moneys, if any there be, to said first party;

And the said party of the second part, his successors or assigns, is hereby authorized at any time when he shall deem himself insecure, or if the said party of the first part shall sell, assign or dispose of, or attempt to assign, sell or dispose of, the whole or any part of the goods and chattels before described, or attempt to remove the whole or any part thereof from the village of Cedar Springs or the city of Belding, without the written assent of the said party of the second part, his successors or assigns, then and from thenceforth it may be legal for the said party of the second part, his successors or assigns, or his or her or their authorized agents, to enter upon the premises of said party of the first part, or any place or places where the said goods or chattels or any part thereof may be, and take possession of the same, and retain them in some convenient place at the risk or expense of said first party until the said sums of money shall become due as aforesaid, and then dispose of and sell the same in the manner above specified.

The said Harvey L. Van Benschoten is trustee of the persons, firms and corporations named below in the following sums, viz:

Burnham, Stoepel & Co., Detroit, \$6,150.
 Lewis P. Ross, Rochester, \$2,858.66.
 Hirth, Krause & Co., Grand Rapids, \$96.07.
 J. H. Richardson & Co., Elmira, N. Y., \$691.05.
 Butler Bros., Chicago, \$303.06.
 Geo. H. Reeder & Co., Grand Rapids, \$428.44.
 Henry A. Newland & Co., Detroit, \$659.25.
 Michigan Corset Co., Jackson, \$33.75.
 Stern & Bloch, Toledo, \$1,611.85.
 S. F. Myers, New York, \$117.88.
 Cooper, Wells & Co., St. Joseph, Mich., \$3.80.
 Lansing Clothing Co., Lansing, \$183.
 Wm. H. Bush & Co., Chicago, \$531.
 Duck, Brand Co., Chicago, \$214.51.
 Portage Hosiery Co., Portage, Wis., \$155.23.
 A. L. Bassett & Co., Cleveland, \$563.25.
 Peckham & Powell, Johnstown, N. Y., \$568.88.
 A. Jacobs & Co., Detroit, \$432.25.
 W. S. Peck & Co., Chicago, \$793.
 Chicago Rubber Co., Racine, Wis., \$557.40.
 Warner Bros. Co., Chicago, \$106.
 Schoffer, Schramm & Vogel, Chicago, \$155.55.
 C. D. Osborn & Co., Chicago, \$380.
 Strong, Lee & Co., Detroit, \$750.45.
 Goldberg Bros. & Co., New York, \$105.
 Titus, Sheard & Co., Little Falls, N. Y., \$210.66.
 Stearns & Packard, Boston, \$353.55.
 Simon Hummel, Rochester, \$208.
 Heier Schuknecht, Detroit, \$53.85.
 Adolph Wald, New York, \$204.
 La Crosse Knitting Works, La Crosse, Wis., \$219.50.
 Perry Glove & Mitten Co., Perry, Mich., \$80.25.
 Sterling Suspender Co., Shirley, Mass., \$59.75.
 John S. McKeon & Co., New York, \$300.75.
 C. F. Bates & Co., New York, \$88.38.
 Doran Bros. & Martin Co., Niagara Falls, \$103.05.

H. Leonard & Sons, Grand Rapids, \$112.70.

I. Kaufman & Co., Cleveland, \$406.63.

R. P. Smith & Sons Co., Chicago, \$367.75.

Nonotuck Silk Co., Chicago, \$359.52.

Walk & Rowe, Chicago, \$150.16.

Crouse & Brandegee, Utica, \$415.

Plant, Marks Shoe Mfg. Co., Cincinnati, \$237.55.

Cluett, Peabody & Co., Chicago, \$72.13.

L. B. Lehman & Co., Chicago, \$178.90.

Blum Shoe Co., Dansville, N. Y., \$99.60.

Spool Cotton Company, Chicago, \$138.10.

Eggeman, Duguid & Co., Toledo, \$93.55.

S. A. James & Co., Detroit, \$107.50.

Shaw & Sassaman Co., Toledo, \$43.58.

J. J. McMaster, Rochester, \$24.

Shaw, Goding Shoe Co., Springvale, Me., \$321.30.

W. J. Hostettler Shoe Co., Erie, Pa., \$126.90.

Coronet Corset Co., Jackson, \$57.

Hackett, Carhart & Co., New York, \$245.50.

Newton Annis, Detroit, \$77.25.

The Harshman Shoe Mfg. Co., Harshman, Ohio, \$80.50.

A. H. Krum & Co., Detroit, \$395.95.

Edward R. Rice, Chicago, \$349.34.

Niagara Cotton Batting Co., Lockport, N. Y., \$91.50.

Draper & Maynard Co., Ashland, N. H., \$405.25.

M. Wile & Co., Buffalo, \$778.50.

Elite Works, New York, \$350.41.

Racine Shoe Co., Racine, Wis., \$78.60.

M. B. & W. Paper Co., Grand Rapids, \$51.18.

D. L. Newberg & Son, New York, \$261.

Harris Paper Co., Grand Rapids, \$16.32.

Worcester Corset Co., Chicago, \$80.38.

Sidenberg & Rich, Pittsburg, \$475.75.

Ideal Clothing Co., Grand Rapids, \$140.

Clement, Bane & Co., Chicago, \$118.50.

C. H. Crowley, New York, \$18.23.

The American Thread Co., Chicago, \$203.74.

Peerless Manufacturing Co., Detroit, \$687.88.

Stone Brothers, Chicago, \$230.50.

L. L. Loomies' Sons, Chicago, \$193.95.

Work Bros. & Co., Chicago, \$580.

Lamb Knit Goods Co., Colon, Mich., \$124.35.

Arnold, Loucheim & Co., Philadelphia, \$503.50.

E. G. Stearns & Co., Chicago, \$137.84.

M. Alshuler, Waukegan, Ill., \$52.50.

John C. Michael, Chicago, \$139.05.

P. J. Enroe & Co., Chicago, \$229.89.

Percival B. Palmer & Co., Chicago, \$182.

Whitney, Christenson & Bullock, Chicago, \$530.

Michael Kolb & Son, Rochester, \$109.

National Paper & Supply Co., Elkhart, Ind., \$56.40.

Studley & Barclay, Grand Rapids, \$349.09.

H. F. C. Dovenmuehle & Son., Chicago, \$286.14.

Brokaw Shirt Co., Newburg, N. Y., \$65.25.

Rosenthal & Co., Cincinnati, \$55.25.

Mound City Boot & Shoe Co., St. Louis, Mo., \$48.

Goodwin Clothing Co., Evansville, Ind., \$52.

Herold-Bertsch Shoe Co., Grand Rapids, \$44.40.

Kempner & Lewin, Buffalo, \$110.

In witness whereof the said party of the first part has hereunto set his hands and seals this second day of January, A. D. 1900.

W. D. & I. J. Booth (L. S.),
 By Worthey D. Booth (L. S.),
 Of and for the firm of W. D. & I. J. Booth.

I, Harvey L. Van Benschoten, the trustee named in the foregoing mortgage, do hereby accept the trust hereby created according to its terms.

Harvey L. Van Benschoten.

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.

WANTED—TO EXCHANGE IMPROVED Grand Rapids real estate for stock of merchandise. Address No. 162, care Michigan Tradesman. 162

FOR SALE—BACKET STORE, DOING A good exclusive cash business at county seat of 6,000 population. Stock invoices \$3,000. Poor health reason for selling. Address Box 801, Warsaw, Ind. 161

FOR SALE—IMPROVED FARM IN GOOD locality; good shape, well cared for; good buildings; good water, etc. A. & O. Baxter, Muskegon, Mich. 160

FOR SALE—STOCK OF BAZAAR GOODS in town of 1,300 population. Stock invoices about \$600. Reason for selling, other business. Address X. Y. Z., care Michigan Tradesman. 167

FOR SALE AT A BARGAIN—TWO THOU- sand 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. Goff, 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

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

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

FOR SALE—FINE HOTEL AND SMALL 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 DE- lay, will be paid for stocks of dry goods, shoes or general merchandise, at a discount. Correspondence positive, 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. 98

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

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

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

MISCELLANEOUS.

WANTED—GOOD DRY GOODS SALES- man. Address 166, care Michigan Tradesman. 166

WANTED—POSITION AS REGISTERED pharmacist; twelve years' experience; best of references furnished. Address No. 165, care Michigan Tradesman. 165

WANTED—REGISTERED PHARMACIST. State experience and terms wanted. Address H, care Michigan Tradesman. 163

WANTED—ASSISTANT REGISTERED pharmacist. Name experience and salary wanted. Address No. 164, care Michigan Tradesman. 164

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

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

Travelers' Time Tables.

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

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

Traverse City, Charlevoix and Petoskey.
Lv. C. Rapids, 7:30am 4:00pm
Ar. Trav. City, 12:40pm 9:10pm
Ar. Charlev'x, 3:10pm 12:25am
Ar. Petoskey, 3:40pm 12:55am

Trains arrive from north at 2:40pm, and
and 10:45pm.
Parlor cars on day trains and sleeping cars on
night trains to and from Chicago.
*Every day. Others week days only.

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

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

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

GRAND Trunk Railway System
Detroit and Milwaukee Div

(In effect Oct 19, 1899.)
Going East.
Leave Arrive
Saginaw, Detroit & N. Y. + 6:50am + 9:55pm
Detroit and East +10:16am + 5:07pm
Saginaw, Detroit & East + 3:27pm +12:50pm
Buffalo, N. Y., Toronto, Mon-
treal & Boston, Ltd. Ex. * 7:20pm *10:16am

Going West.
Gd. Haven Express +10:21am * 7:15pm
Gd. Haven and Int. Pts. +12:58pm + 3:19pm
Gd. Haven and Milwaukee + 5:12pm +10:11am

Eastbound 6:50am train has new Buffet parlor
car to Detroit, eastbound 3:27pm train has new
Buffet parlor car to Detroit.
*Daily. †Except Sunday.
C. A. JUSTIN, City Pass. Ticket Agent,
97 Monroe St., Morton House.

GRAND Rapids & Indiana Railway
December 17, 1899.

Northern Division. Going From
North North
Trav. City, Petoskey, Mac + 7:45am + 5:15pm
Trav. City, Petoskey, Mac + 2:10pm +10:15pm
Cadillac Accommodation + 5:25pm +10:45am
Petoskey & Mackinaw Co. +11:00pm + 6:20am
7:45am and 2:10pm trains, parlor cars; 11:00pm
train, sleeping car.

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

Chicago Trains.

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

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

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

GOING EAST.
Lv. Muskegon... +8 10am +12 15pm +4 00pm
Ar. Grand Rapids... 9 30am 1 30pm 5 20pm
†Except Sunday. *Daily.
C. L. LOCKWOOD,
Gen'l Pass't and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

MANISTEE & Northeastern Ry.
Best route to Manistee.

Via C. & W. M. Railway.
Lv. Grand Rapids... 7 00am
Ar. Manistee... 12 05pm
Lv. Manistee... 8 30am 4 10pm
Ar. Grand Rapids... 1 00pm 9 55pm

Established 1780.
Walter Baker & Co., LTD.



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

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

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.

Our line of
WORLD
Bicycles for 1900



Is more complete and attractive than ever be-
fore. 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.

The President
of the United States of America,

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

MEETING:

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

ENOCH MORGAN'S SONS COMPANY,

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

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

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

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

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

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

[SEAL]

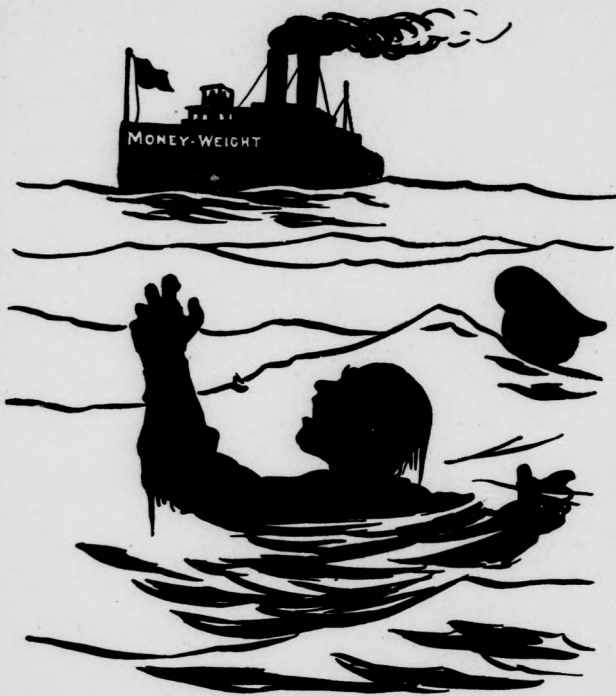
[SIGNED]

S. D. OLIPHANT,

Clerk

ROWLAND COX,
Complainant's Solicitor

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 "weighs." 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

PULLING AGAINST ODDS



If you are conducting your credit sales along old-time lines, you are pulling against odds. A little forgetfulness on your part, or on the part of your clerks—an article that has been sold, but never charged—often makes a shrinkage in your year's net profits that causes you considerable disquiet. With the TRADESMAN COUPON BOOK SYSTEM a mistake is an impossibility—you keep your working capital intact. It is very easy and is like this:

IF A MAN WANTS CREDIT

for \$10, give him a \$10 Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a box of salt for ten cents, just tear off a ten cent coupon; if he buys a pound of crackers, just tear off eight cents in coupons, and so on for all his purchases up to the limit of the book. No pass book, no writing, no time lost, no kicking. We are the largest coupon manufacturers in the United States. Let us send you a free sample.

TRADESMAN COMPANY, Grand Rapids

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.