

MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 21, 1900.

Number 896

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

Knights of the Loyal Guard A Reserve Fund Order

A fraternal beneficiary society founded upon a permanent plan. Permanency not cheapness its motto. Reliable deputies wanted. Address

EDWIN O. WOOD, Flint, Mich.
Supreme Commander in Chief.

American Jewelry Co.,

Manufacturers and Jobbers of

Jewelry and Novelties

45 and 46 Tower Block,
Grand Rapids, Mich.

KOLB & SON, the oldest wholesale clothing manufacturers, Rochester, N. Y. The only house in America manufacturing all Wool Kersey Overcoats at \$5.50 for fall and winter wear, and our fall and winter line generally is perfect.

WM. CONNOR, 20 years with us, will be at Sweet's Hotel Grand Rapids, Nov. 19 to Nov. 23. Customers' expenses paid or write him Box 346, Marshall, Mich., to call on you and you will see one of the best lines manufactured, with fit, prices and quality guaranteed. Will also have with him Spring Samples.

Perfection Time Book and Pay Roll

Takes care of time in usual way, also divides up pay roll into the several amounts needed to pay each person. No running around after change. Send for Sample Sheet.

Barlow Bros.
Grand Rapids, Mich.

ASSOCIATE OFFICES IN ALL PRINCIPAL CITIES



References: State Bank of Michigan and Michigan Tradesman, Grand Rapids.
Collector and Commercial Lawyer and Preston National Bank, Detroit.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.

L. P. WITZLEBEN, Manager.

Tradesman Coupons

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WHAT ARE WE COMING TO?

The newspaper reading world put down its morning paper on Saturday shocked. A murderer, under arrest and safely lodged in the county jail at Denver, Colorado, was surrendered by the permission of the Governor to the officer from the county where the crime was committed and the sheriff conveyed the prisoner by train to the station where he knew a mob was waiting for the criminal to wreak vengeance upon him. For five days the mob planned the program to be carried out and from the station to the stake they promptly led him. There a crowd, drawn together to see the execution, watched the deliberate binding of the man to the stake, the piling up of the fuel, the pouring on of kerosene oil, the touching of the match to the saturated shavings by the father of the murdered child and the burning to death of the committer of as heinous a deed as ever blackened the records of crime. It was a terrible story from beginning to end and the public, appalled, put down its paper, wondering and asking, "What are we coming to?"

We are not coming. We have got there. More is the pity, we have been there a great while. Virtuous and respectable public opinion may adjust its eyeglasses and deplore the inhumanity that permeates the masses, sectionalism may shake its prejudiced head and croak about "the carnival of crime" on the frontier, but the fact remains that elsewhere lawlessness is rampant, murder stalks unchecked and the mob, prating of delayed justice, hangs and burns as passion dictates. The Colorado horror is not a novelty. It is an intensified repetition of what was supposed to be an expression of sectional hate. Ohio not long ago furnished an instance of a milder sort, New York has shown that she is not above such exhibitions, and, while the fact that this last outrage was committed with the consent of the Governor of a State has caused a ripple of astonishment, there should be none. The flow of the tide is as sure as its

ebb. A shore once flooded can be flooded again, and at this rate the high tide of lawlessness from that turbulent Southern sea of race hatred and malice will break again against the granite foundation of Faneuil Hall.

There will be an attempt to fasten censure upon the Chief Executive of the State. As well find fault with the spring whose water is filtered into it from a neighboring graveyard. Lynching, like other evils, exists because the real majority want it. Like its sister crimes, it lives and has its being because the unmistakably good are too good to have anything to do with it and too good for nothing to put a stop to it. One thing is sure—there is no sense in the pot's calling the kettle black and if mob law and burning niggers to death is to become the popular pastime, North and South, there is no reason why it should not receive National sanction; and, assuming no longer a virtue when we have it not, we should stand before the nations of the earth for exactly what we are. It is not the governor, it is the state; it is not the section, it is the Nation; and the State House at Denver and the Capitol at Washington are not to be censured when they faithfully represent the constituency that has placed them there.

That a man occupies such a prominent place in the public eye that his name and accounts of all that he does and says fill the newspapers at a certain time is no reason that his fame will stay by him until his death. Martin Irons died the other day in a little place twenty miles south of Waco, Tex., and he got from twenty to forty lines in the newspapers by way of obituary. It was only as long ago as 1886 that he was the central figure in this country for quite a time. Those who stop to think will recollect that he was the man who organized the strike on the Missouri Pacific Railroad, which was one of the most stubborn contests union labor ever fought. He came to this country when he was 14 years old and learned the trade of a machinist. He was an agitator by nature and easily made his way to the front in that famous labor difficulty. His tenacity and stubbornness made it a protracted and disastrous strike. Mr. Powderly was at that time the head of the Knights of Labor and was opposed to the strike. Later Mr. Irons made an unsuccessful attempt to secure that position. When the Missouri Pacific strike resulted in the complete defeat of the poor dupes who put faith in Irons, he drifted out of sight, coming in for a little public attention in 1894, when he was arrested on the charge of assaulting a child. He was a great man for a few months, and for a few months only.

Dewey, Schley, Sampson, Hobson—who filled the public eye a short while ago—where are they? The public eye winks, and they who filled it are out of sight.

Having his fees paid to him in his office is a case in which the lawyer is willing to settle out of court.

TWO GOOD CHANCES.

France to-day is short of coal. The price of the commodity is \$11 and \$13 a ton of 2,240 pounds. There is every prospect that, if things go on as they are going now, the price will reach \$14 or \$15. Interest in this condition of the French coal market is increased by the fact that France is abundantly favored with valuable coal fields of her own; but there is a scarcity of labor willing to engage in coal mining, and the difficulty will not be removed for two good reasons: France is steadily losing in population and more than half a million of men are constantly required as soldiers.

These conditions lead easily to the conclusion that a little American capital, located where it will do the most good, would result in securing a gratifying profit from the working of the French coal mines. It also suggests the possibility of hitting another bird with the same well-aimed stone. With such rich returns it would be possible to offer sufficient inducements to the mining population of our coal regions to emigrate to that foreign territory and thus relieve the United States of a class of workmen who have not found it desirable to become American citizens in any sense of the term. It is a chance for a double benefit which should not be lost, and it will occasion regret if it is not taken immediate advantage of.

The other good chance is mentioned with a certain degree of National humiliation that is akin to shame. It has been the constant endeavor of the cotton manufacturer to invent a machine that will turn out a perfectly corded thread, the only way of getting, it so far, being by the introduction of a process of combing the cotton. This need has at last been supplied by foreign ingenuity. While the ignominious Yankee, the acknowledged king of inventors, has been ignominiously biting his thumbs, a Frenchman with an explosive, "There you have it!" and a German with a satisfied "also," both stand complacently sneering at the Yankee wit that can easily think of things easy. Europe, in machines really worth the inventing, will still retain her place at the head of the line. "Forward march!"

There is no doubt but what the manufacturers of this country, North and South, will take advantage of the European inventions. The already finer manufactured products of the Northern mills will come still nearer perfection than ever before and the coarser goods of the South, if they can not overcome the distance that has so far separated them from the fine, will see to it that the distance is not increased. In the meantime it is to be hoped that the outwitted Yankee, true to his race and true to his Nation, will settle down to business and make the most of the chance which remains to him of improving the foreign inventions "out of sight," or what is still better come out with something so wholly original from start to finish as to make the foreign inventor ashamed of the trifle he was at first so proud of.

Getting the People

The Use and Abuse of Illustrations in Advertising.

The first writing was by pictures. Reasoning from this fact it is natural that the use of illustration should be highly prized as a means of reaching the popular eye and mind; but it does not necessarily follow that the unlimited use of anything that may be called a picture contributes to the effectiveness of the advertiser's work.

Recognizing the value of illustrations in selling goods, it has become the custom for manufacturers of specialties and proprietary articles to furnish cuts of their wares to the retailers very liberally. As these cost the retailer nothing they think they ought to give them as much use as possible. Thus during recent years there has been a tiresome profusion of all sorts of cuts, of all sizes and of little adaptation to the paper in which they are used. Fine halftone illustrations, adapted only to the most careful book or magazine work, are put into the columns of weeklies or dailies, presenting an appearance which causes wonder as to what they are all about and conjecture as to why such useless things should occupy valuable space. I say this has been the case; it still continues to be the case to a great extent, but this feature is beginning to receive attention and there is already much less of such reckless use of space than was apparent a few years ago.

Instead of an elaborate engraving, made in the finest or most minute method, attention is now being given to making that which will illustrate in the simplest and most forcible manner. If the nature of the wares requires elaboration to illustrate the cuts are being discontinued or superseded by trade marks or emblematic designs. These simpler forms are being made with special reference to the character of the printing of the publication in which they are to appear. It is interesting to note the difference in artistic quality of such illustrations. Instead of the hard, crude, inartistic productions of any job engraving shop, artists are now employed in the work, and no expense is spared to obtain the best results for the purpose. Not that there is yet a millennium in artistic advertising illustration—there is yet enough of the crude and archaic on every hand—but there is a decided advance in the direction of better things and the movement will progress until the ugly, crude and repellant will disappear. A few years ago many artists were occupied in the drawing of portraits and other illustrations which are now produced by the direct processes, thus turning the attention of such artists to other fields. These have taken up the work of designing for advertisers, and they bring an experience which enables them to produce a high grade of work.

So, also, the general advertiser is beginning to discriminate as to the kind of cuts he accepts from his manufacturer for use. He is beginning to be more particular as to size and he is beginning to note whether the cuts are adapted for use in the papers he uses.

* * *

E. Y. Hogle has an advertisement which presents some good features, but it is a pity that a little more care could not have been exercised in both writing and composition to make it better. The principal sentence is the first one and this is very weak, for the reason

If the Men Knew How Cheaply

we can fit them out with flannelette night shirts and underwear, a larger number would visit our store when in search of these garments.

Flannelette Night Shirts, Fancy Stripe 50c.
Flannelette Night Shirts, Tastily Trimmed 75c.
Natural Color Mottled Shirts and Drawers 25c.
Heavy Fleece, Great Value, Shirts and Drawers 50c.
Fine Camel Hair Wool Shirts and Drawers \$1.00.

To buy elsewhere is absolute extravagance. We want to convince you that every dollar spent here we give you value received.

Phone 30. Parcels Delivered.

TWO STORES. **E. Y. Hogle.** TWO STORES.

A Word to the Wise.

The groceries we sell need no premiums, no gifts of any kind to help sell them. Good coffee is worth a good coffee price at any and all times. It is not necessary to sacrifice it to get rid of it. If it has the quality it will command its price in any market. Selling the quantities we do, enables us to buy in quantities, so as to offer them at the lowest prices consistent with good quality.

Here are a few of items for your consideration.

Our Leader coffee per pound 18c
Special Blend coffee per pound 25c
Gold Medal corn starch per package 6c
Shredded wheat biscuit 2 pkgs 25c
Ophir soap, 10 bars 25c
Key soap 12 bars 25c

Remember, our guarantee goes with each article and if you are dissatisfied get your money back

P. H. Brumm,

Phone 25.

The Grocer.

Furnish Your House

Comfortably, Economically and Well—before winter sets in. Look over our stock of Rockers and Easy Chairs.

**Cheap,
But not Trashy.**

A handsome Bedroom Suit—Parlor and Dining Room Outfits, or Strong Reliable Kitchen Furniture. We can give you the best satisfaction in all lines.

Mallett & Walker.

M. HAAS,

Reliable Meats.


I am again in my market on the north side of Division street where I will be pleased to meet my old customers. My market is the finest north of Grand Rapids.

Canned Goods and all kinds of Fresh and Salt Meats are here in abundance for your inspection. Call on us.

BEANS WANTED.

I am in the market for Beans at the highest market price to be found in Cedar Springs, Rockford or here. I invite all interested to call and see me.

Geo. E. Rector.
Edgerton, Mich.



In every town and village may be had, the
Mica Axle Grease
that makes your horses glad.

Made by Standard Oil Co.

Veni Vidi Vici

1900 is nearly past and I am still the industrial King of Furniture. I have held the championship belt for eight years; still hold it, and will continue to hold it until the lower regions freeze over and the devil skates on the ice. I have wall paper of all shades and designs, beautiful bordered carpets, furniture without end and picture frames; Oh! my!

My schoolmate, Willie Shakespeare said: "The apparel oft proclaims the man." The same is ever more true of picture frames. I can frame pictures to soothe the wrinkles of an old woman or beautify the expression of the advance agent of a circus. I can make a shepherd look like a U. S. Senator or transform a hobo into a bank president. I am neither a wizard or a Mahatma, and not being an undertaker business with me is never "dead."

W. Parker Lyon

Fresno's Furniture King
And the inventor of the celebrated two-dock Asbestos Coffins.

Artistic Millinery

Means being up-to-date and as our entire stock is new and lately purchased it is consequently of latest style and workmanship. We will be pleased to have you call and inspect it. We also carry a complete line of

Millinery Novelties

and bazaar goods to which we will continue to add from time to time and make not the least of our attractions. We are here with a desire to please and will appreciate a share of the public patronage.

GIFFORD & BAKER.

A GOOD PLATFORM

Our platform—that of keeping prices down and values up—from which to wage a successful warfare for trade.

Perhaps

You are not entirely suited with the store where you have been buying

GROCERIES.

Prices may be low enough, but quality not satisfactory; or quality all right and prices all wrong. In either case you are invited to give our Groceries a trial. Yours for

Pure, Clean Goods,

H. E. LUDLOW.

that it conveys the impression that many do not visit his store. Advertise the fact that people do come and be careful that a different condition shall not be inferred. The description and denhite prices are good, but the next sentence is extravagant, which makes it weak, and the next is weak for the opposite reason—it is too general and tame. The printer used good material, but was too careless in detail. The upper line of the border is set right; the lower is wrong side up and the sides have each character turned the wrong way, which mars the effect of a good border. The rules crossing the advertisement are unnecessary; the white space, properly proportioned, would be better.

P. H. Brumm writes pretty well, but is a little careless of unity and force. "A word to the wise" is a hackneyed expression which has no meaning or value. The next paragraph is too prolix and bungling and the average reader will not try to get sense out of it, although he will know in a general way what it drives at. The next line has a redundant word which spoils it. Quoting prices is always good. Guaranteeing to give money back is always weak. The signature should have been smaller and "The Grocer" larger.

Mallett & Walker have a good advertisement, but their mode of expression is too general, lacks definiteness and is too mixed. Composition is pretty good, but the small type and middle display lines should have been moved a quarter of an inch to the left and the signature proportionally to the right. Where matter is straight on one side and irregular on the other it should not be centered.

M. Haas advertises himself too much and his meats not enough. The name should be a little smaller, the meats a good deal larger. It is not well to use the singular "I" and then change to "us," as in the last sentence—it would be better to omit it entirely. The general arrangement of display is good, but the border is too heavy.

Geo. E. Rector writes a good simple advertisement and the printer catches the idea well, only he should have made the name a little smaller and the address larger, moving both out of the center.

Mica Axle Grease is a marvel of simplicity and force in advertising expression. The pictorial idea is complete and the wording just enough. Of course, the general idea is one of those happy conceits which characterize the work of some of the most successful experts of publicity in the country.

I am asked to criticize the production of W. Parker Lyon, but I must confess that the effort before me is beyond criticism. Evidently the writer is a pastmaster of the wild and woolly in expression, but he is so lacking in common sense that his extravaganzas drops to the level of senseless drivel. Smartness, even when successful, doesn't sell goods—much less such a jumble of literary impertinence, vulgar expression and inane conglomeration of sport and trade expressions. The effort is a success and is beyond criticism.

Gifford & Baker make a good statement of their business and have fallen into the hands of a good printer. I think the writing could be improved by breaking up the sentences shorter.

H. E. Ludlow has a well-displayed and, on the whole, well-written advertisement. I think it is possibly a little too general as a trade getter, but it is always well to advertise correct, not cheap, prices, good quality and cleanliness and purity in food products,

The Real Thing Behind the Advertisement.

There is a confirmed conviction in the minds of too many business men that advertising is only a method of attracting attention to a certain firm at a certain locality. Anything that will do that accomplishes the purpose. It is a button-presser; time and they will do the rest. So dodgers are darted into dooryards and alleys and thrust into the hands of the passing crowd. So the grotesque is made to parade the city streets and disfigure the country fences and barns. So the cartoon lampoons the dealer who advertises his wares by a firm-decorated tin can tied to the tail of a fleeing dog. "Attract the eye and the ear, keep your business before the public and your fortune is made."

Those readers of the Tradesman who have followed the advertising critiques in its columns need not be told at this late day that attracting the public attention and retaining it are strong points of the advertisement; but they have read those admirable papers to little purpose if they have not seen from first to last that the advertisement to be a success must be founded on the fact it presents. The statement that Ketcham & Dotham are still at the same old stand, however attractively announced, will awaken no more comment than the intelligence would that a man died yesterday in Philadelphia. If that firm, however, has a good thing to sell and declares its determination to sell it at a reduced rate, the public announcement to that effect will find a crowd waiting for the doors to be opened; and the size of the crowd will depend upon the attractiveness of the advertisement.

It is when the aisles are full, however, that the culmination of the transaction with the public takes place and woe to that house where, "be it the part of one poor scruple," there is the deviation of a hair from what was advertised. The Comfort Bros. advertise their \$5 shoe for \$3.50 and that class of citizen who wait for that mark down are indignant to find the sale limited to a certain unusual size. The trick is laid up against the house and Comfort Bros. see them no more. Taffeta silk skirts fill the show window with their sheeny splendor and the firm's newspaper proclaims the fact that never before in the annals of trade has such a sacrifice been made. The morning dew is the only figure that will serve as a comparison for the vanishing goods. Two months later the reaction begins and the same figure with expletives is used to describe the wearing quality of "the biggest fraud of the season." "Who made your suit, Jackson?" "Blax Bros., and don't you say another word. I ordered their best goods and they have altered a suit of hand-me-downs. You want to keep away from that firm. They know how to advertise better than they know how to follow it up. I'm done with them;" statements, all of them, with the same conclusion, that the advertisement must tell the truth to the letter if, as a means of gain, it is to be worth the paper it is printed on.

"Why do they have 'as advertised' on every one of the chairs in the window?" asked one seeker after information of his window-gazing neighbor on Ottawa street. "To show that they are living up to their bargain," was the reply. "Haven't you seen in the papers how such and such chairs are offered for certain prices? A good many will bring the paper right along with them to show the chair they've picked out at a partic-

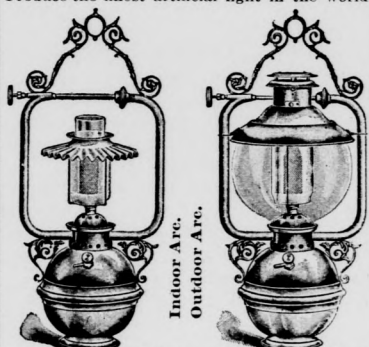
ular price. That's all right. Once in awhile a customer gets his eye on a certain article and somehow he has the price of a better one tied to it. That makes trouble and comparing the advertisement with the real thing, the misunderstanding ends with 'I see my mistake' and that's all there is to it. It doesn't pay to monkey with an advertisement."

The fact is, an advertisement made of "Hurrah!" to cover up another one is worse than the waste of the money it always is, while the attractive advertisement announcing the genuine sale of a genuine article at a reasonable rate is a truthful statement of another truth and will sell not only the goods advertised but a goodly percentage more, and every bargain that proves to be what it was claimed to be—the real thing behind the advertisement—will be only another illustration of the house which stood because it was founded on a rock.

The man who purchases an article for \$1 and sells it for 10 cents advance may delude himself in the belief that he made 10 per cent. on the transaction, but such is not the case. Rent, taxes, insurance, interest on investment, wear and tear, traveling, book-keeping, stationery and the other miscellaneous expenses must be deducted from that 10 cents. We know quite a number of men doing a small business on a 10 per cent. basis who wonder why they are always hard up. These are the men who fail without knowing just why.

THE NULITE

750 Candle Power ARC ILLUMINATORS
Produce the finest artificial light in the world.



Superior to electricity or gas, cheaper than kerosene oil. A 20th century revelation in the art of lighting.

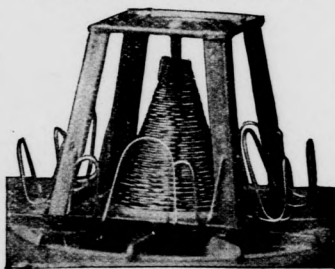
They darkness into daylight turn,
And air instead of money burn.
No smoke, no odor, no noise, absolutely safe.
They are portable, hang or stand them anywhere.

We also manufacture Table Lamps, Wall Lamps, Pendants, Chandeliers, Street Lamps, etc. The best and only really successful Incandescent Vapor Gas Lamps made. They sell at sight. Good agents wanted. Write for catalogue and prices.

CHICAGO SOLAR LIGHT CO.,
81 L. Fifth Ave. Chicago, Ill.

JIM'S TOASTER

TOASTS BREAD ON A
GAS OR GASOLINE STOVE



The wire cone is heated red hot in one minute. The bread is then placed around in wire holders. Four slices can be toasted beautifully in two minutes. Write for terms to dealers. It will pay you.

HARKINS & WILLIS, Manufacturers
ANN ARBOR, MICH.

COFFEE

Why deceive your customers with poisonous trash "Package Coffee" when you can buy our

**"GOODEAL"
RIO COFFEE**

This week at 11½ cents per pound delivered? Goodeal is a large bean fancy looking coffee free from stones or broken stuff. Packed in barrels, 125 lbs. net.

Order a barrel as a sample and if it is not right return it.

This price is good for one week only.

REID, HENDERSON & CO.,
COFFEE ROASTERS
CHICAGO, U. S. A.

**Total Adding
National Cash Registers
for \$100**

No. 55 Total-Adder, price \$100

To meet the demand of a large number of storekeepers who have hesitated about buying Cash Registers, thinking that they cost too much, we have put on the market a new line of High Grade Total Adding National Cash Registers at prices so low that there is now no reason for any merchant being without one.

OUR GREAT GUARANTY

We guarantee to furnish a better Cash Register and for less money than any other concern in the world.

Drop us a postal and we will have our representative call on you when next in your vicinity and give you further information regarding these registers.

NATIONAL CASH REGISTER COMPANY, Dayton, Ohio

Grand Rapids, Mich., office 180 E. Fulton St.; Menominee, Mich., office 701 Main St.; Detroit, Mich., office 165 Griswold St.; Saginaw, Mich., E. S., office, room 503 Bearinger Building; Chicago, Ill., office 48-50 State St.; Ft. Wayne, Ind., office 31 Bass Block.

Around the State

Movements of Merchants.

Horton—The grocery firm of Reed & Son is closing out its stock.

Detroit—R. A. Balcom succeeds the Balcom-Meredith Pharmacy Co.

Three Rivers—J. W. King has sold his drug stock to L. G. Ripley.

New Hudson—W. D. Tucker is closing out his drug and grocery stock.

Linden—Chas. M. Howe has sold his grocery stock to Willis D. Hoyland.

Owosso—Marion Mason, dealer in flour and feed, has retired from trade.

Memphis—Minnie Tilden succeeds Hubert M. Fierstine in the meat business.

Williamston—Morrison & Co. have sold their bazaar stock to Mrs. S. E. Graham.

Standish—Frank P. Elwell & Co. succeed Elwell & VanTine in the meat business.

Alpena—Kotwicki Bros. have engaged in the grocery business on Chisholm street.

Newberry—W. H. Chittenden, of St. Louis, has purchased the grocery stock of F. J. Park.

Hillsdale—Weston & Marshall have engaged in the candy business in the Waldron block.

Coe—Leonard & Hart is the style of the new firm which succeeds S. G. Leonard & Co.

Manchester—Lehr & Hardinburg have purchased the boot and shoe stock of W. L. Watkins.

Coleman—Nathan Shever has removed his clothing and shoe stock from Saginaw to this place.

South Haven—M. E. (Mrs. J. R.) Mason has sold her grocery stock to George Remington.

Lodi—J. F. Ayers has re engaged in the grocery, dry goods and hardware business at this place.

Hudson—E. P. Bradley, dealer in wall paper, fancy goods and notions, has removed to Kalamazoo.

Morenci—C. C. Beatty has engaged in the grocery business, having purchased the stock of Metcalf & Buler.

Detroit—Nelson & Kay have purchased the grocery stock and meat market of Wellington G. Perkins.

Sault Ste. Marie—A. Booth & Co. have opened a wholesale fish and oyster house in the Gabriel block.

Jackson—John W. Pool, Jr., has purchased the grocery stock of W. A. Cunningham at 402 Stewart avenue.

Cedar Springs—McDonald & Blanchard have sold their furniture and undertaking stock to W. C. Congdon.

Sault Ste. Marie—Harry Dingman has opened a grocery store at the corner of Spruce and Johnstone streets.

Utica—Louis E. Abernethy has discontinued the bakery and confectionery business and retired from trade.

Leslie—Frank L. Blaisdell has taken a partner in his jewelry business, the new style being Blaisdell & Wheaton.

Hartford—H. D. VanCamp is succeeded by O. M. Smith in the pump, windmill and implement business.

Silverwood—Myron E. Hanson will hereafter conduct the drug business of Hanson & Mitchell in his own name.

Reading—H. A. Drury has purchased the interest of his partner in the grocery and meat firm of Drury & Morgan.

Caledonia—A. L. Nye, who embarked in the furniture and undertaking business here a short time ago, has closed out his furniture stock and sold his undertaking supplies to Wood & Williams.

Adrian—Wenger & Hathaway have purchased the clothing, men's furnishing goods and shoe stock of Weaver & Co.

Kinde—The Kinde & Ellison general stock has been sold to F. W. Hubbard & Co., under mortgage foreclosure, for \$2,300.

St. Joseph—John T. Owens has removed his grocery stock to Benton Harbor and consolidated it with his stock at that place.

Escanaba—The dry goods stock of Louis Schram will be sold to satisfy creditors. E. Erickson has been appointed trustee.

Whitmore Lake—Frank Taylor continues the general merchandise business formerly conducted under the style of Lantz & Taylor.

Rockford—S. S. Smith, formerly meat cutter in the VanEvery meat market, Grand Rapids, has engaged in the meat business here.

Marquette—E. L. Kellan is closing out his retail grocery stock and will shortly engage in the wholesale grocery business exclusively.

Farwell—The mercantile firm of Brown & Honeywell has been dissolved. Ernest W. Brown will continue the business in his own name.

Pontiac—The grocery firm of Bird Bros., composed of J. A. and C. E. Bird, has dissolved partnership. The former has sold his interest to William Peck.

Bay City—The dry goods house of James Seed & Co. has a new manager in the person of Frank E. Ginster, formerly of Porteous, Mitchell & Co., Saginaw.

Mayville—H. C. Burget & Son, who have been conducting a branch wholesale and retail harness and saddlery business at Marlette, will remove to that place.

Hudson—Herbert E. Loyster, formerly engaged in the produce business here, has filed a petition in bankruptcy. His liabilities are \$8,178.61 and assets \$12.35.

Pinconning—W. J. and Guy W. Doak, who compose the grocery and meat firm of W. J. Doak & Son, have dissolved partnership. Guy W. Doak will continue the business.

Battle Creek—E. D. Stillman & Sons, cannery and produce merchants, have opened up the old Pratt stand at 276 and 278 Champion street with a line of groceries and provisions.

Dowagiac—All grocery and meat houses of the city have signed a compact agreeing not to deliver goods the same day if ordered after 4 o'clock p.m., excepting Saturdays.

Niles—Scott & Briggs, who have been conducting a farmers' supply store in Niles for the past year, have sold their stock to F. Starkweather. Mr. Scott will go to South Bend and Mr. Briggs will go to Ohio.

Sault Ste. Marie—The Chippewa Supply Co. has been established at this place by T. O. O'Loughlin, Soo representative for Swift & Co., and H. B. Henson, who has sailed into this place on the Alberta and Minnie M. for several years.

Hastings—Ernest Merritt has purchased the bazaar and millinery stock of Frances M. Whitney & Co. and will continue the business at the same location. Mr. Merritt was formerly in the employ of Chidester & Burton, clothiers and furniture dealers.

Detroit—W. S. Duncan, Jr., who has been with Phelps, Brace & Co. for a number of years, has resigned his position

to go into the merchandise brokerage business for himself at St. Louis, Mo. His fellow employees presented him Thursday evening with a handsome scarf pin, set with diamonds and rubies, and a box of choice smokers.

Pontiac—There is at present some strife between the Oakland County Telephone Co., of this city, and the Michigan (Bell) company to get into the independent exchange in the village of Oxford. The Oxford exchange has sixty-five subscribers and gives service for \$1 per month. Previous to the arrival of the Oakland company in the field the octopus would not deal with the Oxford company, but it now comes forward with an offer to run its lines into the exchange and give the home company 25 per cent. of the tolls. In exchange the Michigan would require the independent company to adopt the Blake transmitter and receiver and to pay a rental of 31 cents per month for each phone. This the Oxford company refuses to do, because it is generally conceded that the phone used by the Bell company is greatly inferior to several makes of independent telephones in use by the independent companies of the State.

Manufacturing Matters.

Laingsburg—The cigar manufacturing firm of Whitney & Chaplin has discontinued business.

Fenton—H. F. Bush has secured an interest in the Fenton Milling Co. D. G. Colwell retires.

Detroit—The Rambler Cycle & Automobile Co. has been organized, with a capital stock of \$25,000.

Mt. Clemens—Wm. Peattie succeeds Gutchow & Peattie in the sash, door and blind manufacturing business.

Three Rivers—L. J. Knauss is closing out his retail harness stock and will devote his entire attention to his manufacturing and wholesale business.

Port Huron—At the annual meeting of the Port Huron Engine & Threshing Co. a 7 per cent. dividend was declared on the common stock. The old officers and directors were re-elected.

Charlotte—The carriage factory of J. L. Dolson & Son, which has been idle for several weeks past, has resumed business. Extensive improvements have been made in the plant, including new electric and heating apparatus.

Rochester—The Rochester Handle Co. has been incorporated, with an authorized capital stock of \$30,000 to continue the business of manufacturing handles, which was established here on a small scale about two years ago.

Jackson—The Jackson Cushion Spring Co., which was organized two weeks ago, was re-organized last week and the capital stock increased from \$12,000 to \$25,000. The new stockholders are H. H. Neesley, C. C. Ames, and W. H. Bates, the inventor of the device.

Adrian—A new enterprise for the manufacture of mail boxes and fence posts has been launched at this place, the stockholders being James W. Snediker, the inventor and patentee of the device, A. M. Keeney and Wm. Shearson. Several men are now employed by the new company and the number will shortly be increased.

Houghton—The Calumet & Hecla Copper Mining Co. has filed articles of association, renewing its corporate existence for thirty years from April 21, 1901. In a few months less than thirty years the company has paid dividends of \$70,000,000 and by the end of next April will have added \$4,000,000 more.

In all likelihood this is the largest sum ever paid in dividends by any mine in the world, seventy-three millions odd by the Consolidated California and Virginia from the Comstock lode silver being the largest on record at present.

Detroit—The George R. Angell Co. has been incorporated with a capital of \$50,000. The stockholders and the amounts they have subscribed are: Sarah M. Angell, George H. Angell and Mabel J. Angell, \$16,670 each, and these amounts are represented by the interests of the respective parties in the business and stock of the late George R. Angell.

Marine City—The sugar factory will commence operations in about ten days. About 250 men will be employed. Thousands of tons of beets have already been delivered, many of them coming from Canada. Two new independent salt blocks are in course of erection. A new \$25,000 school house is being built. There are no empty houses here and Marine City is enjoying a veritable boom.

Hides, Pelts, Furs, Tallow and Wool.

The hide market is strong, with a demand equal to all offerings. Prices are fully as high as products will warrant and all advance in price is rejected. The trade generally is in a healthy condition.

Pelts are accumulating, as prices do not advance as anticipated. Trade is slow and sluggish and it is rather a waiting game all around.

Furs do not start off with much vim. Warm weather has a tendency to retard sales of manufactured goods. Dealers await the holiday trade before entering the market for raw skins. The foreign trade was a loss to consignors and shippers will only take hold at low values. The home trade cuts quite a figure now in furs.

Tallow does not change. The supply is up to the demand, without any increase in stocks.

Wools do not boom. Sales are slow, yet of greater volume than before election. Prices at seaboard will not warrant consignments to show cost of their holdings. Eastern dealers have full stocks and Western towns hold last season's purchases. Failures in the trade weaken the market and throw more or less of the product on the sales list. Others are strong holders, believing that the advance must come later. Manufacturers have only light stocks on hand and claim it is all their sales will warrant. There is no kick and but little satisfaction to those in the deal. Early sellers are satisfied. They did well to let go.

Wm. T. Hess.

Place Your Orders Early.

This injunction applies to oysters, which naturally suggests the proper place to purchase and the proper brand to handle. F. J. Dettenthaler meets the former requirement and the Anchor brand the latter. Each are leaders in their respective lines and have long come to be regarded as reliable. Mr. Dettenthaler has made ample preparation to meet the ordinary requirements of Thanksgiving trade, but dealers should anticipate their needs, so far as possible, by placing their orders early.

Tax on Childless Frenchmen.

A bill has been introduced into the French Senate providing for a tax on celibates of both sexes after they reach the age of 30, and upon childless couples who have been married for five years, the tax to be maintained until a child is born to them. The aim of the bill is, of course, to provide a remedy for the threatening depopulation of France by increasing the birth rate.

Grand Rapids Gossip

The Grocery Market.

Sugar—The raw sugar market is firmer, but there is no quotable change in price as yet, 96 deg. test centrifugals being still quoted at 4½c. Offerings are limited to small lots, owing to the continued scarcity. Refiners are willing to pay full prices, but stocks are so light that comparatively few sales are made. All indications point to a firm market and a possible slight improvement in prices. The statistical position is stronger, compared with last year, and the present firmness may continue for the remainder of the year until supplies of cane sugar become visible from new crops in the West Indies. It is the general belief that the Louisiana sugar cane crop will be less than 275,000 tons, and with any further damage to the cane by frost, a material further decrease in crops will take place. In sympathy with the firmer market for raws, refined sugar is stronger and no lower prices are expected for the present. An improvement in the demand is now looked for, as grocers' stocks are very light.

Canned Goods—Canned goods show very little activity in any line just at present. Jobbers are all liberally stocked up and the consumptive demand, while improving, is not what it ought to be at this time of the year. Naturally in such circumstances, with the time for taking stock approaching, wholesalers are not much disposed to buy, except where real snaps can be picked up. Now that election is over and business does not pick up as it was anticipated that it would, we think the reason must be the very unseasonable weather we are now having. Many seem to think that with cold weather business in most all lines will materially improve. There is no change in the situation and, beyond a little buying here and there for immediate wants, there is nothing doing in the market. Tomatoes are in almost no demand and concessions must be made in order to do business. Corn also is very dull indeed and but very little business is done in this line. There is some enquiry for peas, particularly the lower grades, of which offerings are not numerous. It is quite probable that there will be a higher market soon on the lower grades of peas. String beans are very firm, but the demand is not very active at present. Cheap beans are going out rapidly, not in large quantities, but there are so many of these small orders that when stock-taking time comes around it will be found that there is not a large stock of string beans on hand. The market on apples is a little easier. There is a good demand for pineapple and prices are steady. Sardines are firm and in good demand. Jobbers throughout the country are apparently very lightly supplied with sardines. It is estimated that the total year's pack of domestic sardines is around 750,000 cases, against 1,200,000 cases last year and a pack in normal years of 1,600,000 cases. The quality of the 1900 pack is extra good and the demand has been good nearly all the season. Oysters show considerable activity. Stocks, however, are very light. There is going to be a shortage in the Baltimore packed oysters this season and we think now is a good time to purchase, as prices will undoubtedly go much higher. Salmon of all grades is very firm with good demand. Short deliveries on a number of the different

grades of salmon have a tendency to strengthen the market, as buyers are beginning to realize more fully the great shortage this season.

Dried Fruits—With only about a week more for the Thanksgiving trade, it must be admitted that the dried fruit business in this market this fall is duller than was expected. There have been times in the last few weeks when trade made hopeful spurts, but, on the whole, the demand has been far below expectations. There is no question but that the long deferred cold weather, together with the great plenty of fresh fruits all the summer and fall, has had a great deal to do with holding off the demand for dried fruits. The high prices on currants, prunes and raisins have also had the effect of restricting trade. As a result of all these conditions the market has of late showed a tendency to drag on many articles. Prunes show a little increase in demand, especially for 50-60s and 60-70s. The small sizes also are going out more freely. Although there is no quotable change in prices, they are considerably firmer than for the past few weeks. Seeded raisins are in good demand, but loose muscatels are very quiet. There is some little enquiry for London Layers and three crown muscatels, but the trade as a whole is very quiet on this line. Some demand is noted for apricots, which are firmly held. Peaches are very quiet with practically no demand. The currant market is firm, but prices remain unchanged. It is claimed that whether prices go up or down depends largely upon the future demand from the retail dealers throughout the country. In previous years they have forestalled their wants by buying freely in the early part of the season, but have this year, owing to the high prices, delayed their purchases as long as possible, in which case a large business has yet to be done. When it commences, firmer prices may be expected. Smyrna figs are very low as a result of the recent heavy arrivals. Just at present the demand is not very active, as the trade seems to be pretty well stocked up with the California goods. The market for Smyrnas is lower than has ever been known at this season for similar grades of fruit. The fruit is unusually fine. Dates are in good demand from the jobbing trade at full prices. Evaporated apples are somewhat firmer, with good demand, especially for the goods in 1 lb. cartons which are meeting with a ready sale.

Rice—The rice market is firm, with prospects of higher prices soon. Supplies are light, but holders do not show any pressure to sell, as they anticipate a better demand in the course of two or three weeks.

Tea—The market is dull. Full prices are obtained for the better grades, but the low grades are a shade lower in price. Some dealers are inclined to believe that as stocks are gradually decreasing in the country, an improved demand will set in within the next three weeks.

Molasses—Spot stocks are moderate and prices firm, but buyers still refuse to operate largely, anticipating lower prices in the near future. Orders received are chiefly for small quantities for immediate use.

Fish—Everything in the fish line is firmly held and some grades show a slight advance. Trade has been very heavy this fall and receipts lighter than usual for this time of the year. Prices will be no lower and we look for further advances shortly.

The Produce Market.

Apples—Fancy fruit fetches \$2.50@2.75 per bbl. Choice commands \$2.25@2.50. Baldwins appear to be in the greatest demand.

Bananas—Are in more active demand and good grades of all varieties are 5@10c higher. Other grades are unchanged. There is a good demand from all quarters for this class of fruit.

Beans—Receipts have increased to a considerable extent during the past week, despite the unfavorable weather. Local handlers pay \$1.25@1.50 per bu., less waste, which averages about 5 lbs. to the bu.

Beets—\$1 per bbl.

Butter—Creamery has advanced to 25c and is strong at that. Dairy grades have advanced, in sympathy with creamery, fancy table commanding 18c, choice fetching 17c, and packing stock ranging from 13@15c.

Cabbages—50c per doz.

Carrots—\$1 per bbl.

Celery—18c per bunch.

Cider—11@12c per gal. for sweet.

Cranberries—Continue to advance under enlarged demand and reduced supplies. Trade is reported very good, which is undoubtedly true because of the excellent quality of the berries and the fact that Thanksgiving is close at hand. There will be less to carry over into the next season this year than ever before. Most dealers expect to see the market pretty well cleaned when the holiday ends. Walton fruit is firmly held at \$2.50@2.75 per bu. box for fancy long or round and \$2.25 for small. Cape Cods command \$2.75 per bu. box or \$7.50 per bbl.

Eggs—The market is strong, fresh and fancy storage stock fetching 20c. Pickled and storage stock which is not strictly No. 1 commands 18c.

Game—The warm weather of the past week has put a quietus on the activity which characterized the market a week ago. Local handlers pay \$1@1.20 per doz. for gray and fox squirrels. Common cottontail rabbits are taken readily at \$1.20 per doz. Venison is arriving freely, local dealers paying for No. 1 stock 8@10c for carcasses and 10@12c for saddles.

Grapes—Cold storage Niagaras command 17@20c per 8 lb. basket; storage Delawares, 25c; storage Concord in 25 lb. crates, \$1. Lake Keuka (N. Y.) Catawbas are in the market at 18c per 4 lb. basket.

Honey—Fancy white is scarce, but the demand is slow. Prices range from 14@15c. Amber goes at 13@14c and dark buckwheat is slow sale at 10@12c.

Lemons—Foreign lemons are very dull and neglected and prices have declined 50@75c per box. The best grades of 300s sell only in small lots and 360s find scarcely any market at all. Even new crop foreign goods are not wanted, as they usually are at this season of the year. California lemons are doing better and, if growers will keep the small and poor fruit at home, there will be little difficulty about securing better prices than are paid for the foreign goods.

Lettuce—Hot house is in fair demand at 12½c per lb. for leaf.

Onions—Are not in liberal supply and prices are uneven in sympathy with the unequal quality of the stock arriving. All fancy grades are firmly held, but there is some urging required to clear the poor stock. Red Globe and Yellow Danvers command 50@55c, while White Globe and Silver Skins fetch 60@65c. Spanish are held at \$1.50 per crate.

Parsnips—\$1.25 per bbl.

Pears—Cold storage Kieffers command \$1 per bu.

Pop Corn—\$1 per bu.

Potatoes—Country buyers are paying 25c at the principal outside buying points.

Poultry—The warm weather has precipitated a slump in prices and made the market sluggish and featureless. Local handlers pay 9½@10½c for young turkeys and 7@8c for old, depending on quality and condition. Ruling prices for other lines of poultry are as follows: Spring chickens, 8@9c; fowls, 6@7c; spring ducks, 8@9c—old not wanted at

any price; spring geese, 8@9c—old not wanted.

Sweet Potatoes—\$2 for Virginias and \$2.75 for Jerseys.

Squash—2c per lb. for Hubbard.

Turnips—\$1 per bbl.

The Grain Market.

Wheat, contrary to expectations, has been sliding down 2c since last writing on winter wheat, while December options lost 4c. The conditions have not changed, only the large visible now amounts to 62,352,000 bushels, against 54,000,000 bushels one year ago. The visible made an increase of 1,658,000 bushels, but where this large increase comes from seems to puzzle the bulls, as our exports amounted to over 4,000,000 bushels. Primary receipts were 4,574,000 bushels, being 574,000 bushels increase over exports, while the visible increased 1,658,000 bushels, or over 1,000,000 bushels more than primary receipts would show. The question is, where this extra million bushels came from. There certainly must be some error somewhere in computing the visible. The Northwest receipts for this week were 3,126 cars, against 4,494 cars last week and against 5,029 cars last year. There were 1,900 cars less than there were a year ago this week. Receipts in the Northwest have been 27,000,000 bushels less than last year, but the large amount in sight is the great and only argument that bears wheat today, and as long as this is the case, prices will not increase. The traders are waiting for a decrease in the visible before doing much; however, the Minnesota mills have ground only about 125,000 bbls. of flour, while they ground 330,000 bbls. one year ago, or 200,000 bbls. less than they would grind, running full capacity.

Winter wheat is getting more scarce daily. The city mills are hustling to get wheat. There is really no movement at present as the roads are bad, and the farmers are holding on to what small amounts they have; as other produce brings fair prices, they prefer to sell that than wheat.

Corn is weak, about 1c lower. Wheat helped the decline in corn. Conditions, however, are more favorable to lower prices in corn than in wheat, that is assured, as the new crop moves, but this damp weather is not conducive to seasoning the corn crop for market.

Oats are about 1c up, which is a surprise, as the demand is not brisk, but these prices will not hold. A lower range is in order.

Rye is dormant; nothing doing. Prices will have to be shaded if sales are made.

Flour prices keep up, owing to the scarcity of prime wheat. We look for enhancement of prices, for the reason stated.

Mill feed is in good demand as pasturage will soon be at an end. Owing to winter setting in, prices are very firm.

Receipts of grain were: 47 cars of wheat, 17 cars of corn, 5 cars of oats, 3 cars of rye, 2 cars of flour, 7 cars of potatoes.

Millers are paying 73c for No. 2 red wheat. C. G. A. Voigt.

J. E. Campbell, who has been local manager for the Riverside Yeast Co. for several years, has retired to engage in business on his own account. He is succeeded by C. R. Russ, who has been identified with the Riverside Yeast Co. at Cleveland for the past seven years.

For Gillies' N. Y. tea, all kinds, grades and prices. Visner, both phones.

The New York Market

Special Features of the Grocery and Produce Trades.
Special Correspondence.

New York, Nov. 17.—The coffee market during the week has been somewhat shaky at times and even showed some decline. This was recovered at the close, but the general impression seems to be that present rates are certainly as high as they are likely to be for some time. Receipts at primary points have lately been less, but European advices are weaker, and this seems to have been the cause of the temporary decline here. At the close, Rio No. 7 is quotable at 7½¢, with fair demand. Jobbers and roasters both report fair trade, although orders in any one case are not large, the aggregate, however, being quite respectable. In store and afloat the amount of coffee is 1,182,632 bags, against 1,224,604 bags at the same time last year. Mild grades are steady and quotations are practically unchanged. East India coffees show little change, although prices are strongly adhered to. Mochas are worth, in an invoice way, 16¾¢@19¾¢.

The volume of trade in refined sugar has not been large and the situation is more cheerful than last week. Raws are very firm and, in sympathy therewith, refined are in better tone than last week, and there seems to be little apprehension of lower figures.

There is some little business being done in teas, but there is room for considerable improvement and this, it is thought, will come after the turn of the year. There is very little tea rejected now, as arrivals are nearly all up to grade. Over 500,000 pounds were passed Thursday, with no rejections.

The demand for rice is steady and a good many orders have come to hand. Mostly rather small, it is true, but every little helps and the market is in fairly good shape, with quotations firmly adhered to, although not appreciably higher.

The spice market is without change in any particular, although possibly there is a slightly stronger tone. This is quite true, so far as pepper is concerned, and colder weather may improve matters all around.

The molasses market is decidedly firm. Supplies coming to hand are light and with good enquiry, especially for the better grades, and the situation is one of "calm content" for the seller. Open-kettle goods are worth from 34¢@40¢. There is a fair trade in foreign and Puerto Rico is worth 35¢@41¢. Syrups lack animation, although possibly there is a little more activity than was displayed a week or so ago. The market is pretty well cleaned up and prices are well held.

It has been the banner week—for quietude—in canned goods. The whole situation is one of waiting and brokers are seemingly doing nothing but waiting for the new year, when, they say, we shall see something good in the canned goods market. Prices are generally without change and, if some things are a trifle weak, others have gained a little and thus there is about a fair average all around. Corn seems to be about the most shaky article in the list and we have a wide range of quotations. Tomatoes are weak here and rather stronger in Baltimore. Gallons are worth \$2.15@2.25.

There is a show of improvement in the market for both prunes and raisins and a weaker tone for currants. The outlook is not very encouraging, yet might be worse, and the holiday trade will enliven matters from now on. It is reported that some concessions have been made in order to effect the sale of certain lots of raisins, but generally the range is about the same. Nuts are firm and higher, owing to increasing demand.

Lemons show little movement and the prices are almost nominal. The range is from \$1.50@2.50 for 360s, up to as high as \$4 for extra fancy 300s. Oranges are in more liberal supply from both Jamaica and Florida, but the demand is sufficient to take care of all desirable

stock at firm rates. Floridas fetch from \$2.75@4 per box. Bananas are active and prices are firm. The range is from \$1.10@1.30 per bunch for firsts.

Sellers of butter have their own way and, with good demand and light receipts, we have 27¢ as the quotation for best Western creamery; firsts, 25¢@26¢; seconds, 22¢@24¢; creamery, 18¢@24¢; imitation creamery, 15¢@18¢; factory, 14¢@16¢, with a fairly good enquiry.

Western eggs, prime, 27¢, loss off. Regular pack, 25¢; average goods, 21¢@24¢. The market is firm and not for a long time has there been seemingly a more favorable time to send hither desirable stock in this line.

There is scarcely anything doing in cheese and the market remains without change, so far as quotations are concerned. Large size full cream is worth 10¾¢.

The bean market is fairly active with choice medium \$2.35@2.40; choice pea, \$2.05; red kidney, \$2.35.

Changed Tough Beef for Pork.

"The King can do no wrong," even if the King is a lady who owns a restaurant and forces a butcher into exchanging tough steaks for tender pork chops. So a learned judge has decided. It all happened in Denver, Col. Nannie King runs the restaurant in question. She went to the market of Jacob Bartt one morning last week and bought steak to serve to her patrons. She says that she discovered that the steak was tough and immediately took it back to the butcher shop, asking Bartt to exchange it for pork chops. He refused. As she had left some hotcakes unturned, there was no time for argument. Seizing a piece of pork, Nannie darted away to the restaurant, just as the cakes were nice and brown. Mr. Bartt caused her arrest on a charge of petit larceny. Nannie was discharged by Magistrate Mullins, who said that the serving of good meat in restaurants should be encouraged.

How It Feels to Lose a Fortune.

The girl was very rich, and the young man was poor, but honest. She liked him, but that was all, and he knew it. One night he had been a little more tender than usual.

"You are very rich," he ventured.
"Yes," she replied frankly, "I am worth \$1,250,000."
"And I am poor."
"Yes."
"Will you marry me?"
"No."
"I thought you wouldn't."
"Then why did you ask me?"
"Oh, just to see how a man feels when he loses \$1,250,000."

The Measure of Success.

Josh Hayrake—I've got one smart son up in the Klondike.

Reuben Glue—Gettin' rich fast, I s'pose.

Josh Hayrake—Oh, yes. He writes that he'll soon have enough tew git home with.



It pays to attend "The Best"

The McLACHLAN
BUSINESS UNIVERSITY.

The Proof

Over 150 students have left other Business Colleges to complete their work with us. We occupy 9,000 square feet floor space. Send for list of 700 students at work. Beautiful catalogues FREE.

D. M. McLACHLAN & CO.

19-21-23-25 S. Division St., Grand Rapids, Mich.

To Feed the Hungry on Thanksgiving

Raisins, Citron, Figs, Dates, Nuts, Etc.

MALAGA RAISINS.

London Layers in 20 lb. boxes.
Union Brand, 5 crown, choice bunches, per box.....\$3.50
Chicago Brand, 6 crown, selected bunches, per box.....4.25
Savoy Brand, 7 crown, ex. selected, big bunches, per box.....4.90
Waldorf Brand, 7 crown, fancy, big bunches.....6.00
These are not goods for price—all goods for fancy, particular, high-class Holiday Trade. All new 1900 stock.

CALIFORNIA LAYER RAISINS.

3 crown, per box.....2.00

Selected 1900 stock; excellent condition.

NEW LOOSE MUSCATEL RAISINS.

50 lb. boxes.
2 crown, Standard, per lb.....7½¢
3 crown, choice, per lb.....7½¢
5 crown, fancy, per lb.....8½¢

NEW SEEDED MUSCATEL RAISINS.

Savoy Brand, 30 1-lb. packages in case, per package.....12
Chicago Brand, 30 1-lb. packages in case, per package.....11
Union Brand, 30 1-lb. packages in case, per package.....10
Royal Brand, 50 12 oz. pkgs. in case, per package.....8
Seal Brand, 45 12-oz. packages in case, per package.....8
Seal, Royal and Union are 2 crown; Chicago, 3 crown; Savoy 4 crown—all selected Association grading. Note that Seal and Royal are packed in 12 oz. packages.

SEEDLESS RAISINS.

1900 crop, 50 lb. boxes.
California Bleached Sultanais, per lb.....11½¢
Very fancy goods, sweet as Turkish.
California Seedless Muscatels, per lb.....8½¢
Compare this price with others' offerings—remembering that ours are 1900 crop.

CLEANED CURRANTS.

BULK.
Barrels, per lb.....12½¢
60 lb. boxes, per lb.....12½¢
30 lb. boxes, per lb.....12½¢

PACKAGES.

Fancy Grade, 7½ oz. cartons, 50 in box, pkg.....8

NEW SMYRNA FIGS.

boxes about 15 lbs.
3 crown (2 inch).....8
4 crown (2½ inch).....10
5 crown (2½ inch).....11
Crowns are pretty cheap—anybody can plaster the top of a box with them. Our crowns indicate sizes as above.

ERBEVLY FIGS.

50 lb. boxes.....11½¢
Handsome, bright, clean; packed natural—not stretched—same stock as Washed Figs.

NUTS.

All 1900 crop. Less than original bags ½¢ per pound more.

Almonds—bags about 75 lbs.

California, Ne Plus Ultra, soft shell, per lb.....16
California, Nonpareil, paper shell, per lb.....16½
California, Shelled, 28 lb. boxes, per lb.....34½
Jordan, Shelled, 28 lb. boxes, per lb.....39½

Brazils—bags about 150 lbs.

Medium, per lb.....11½¢
Large, per lb.....12½¢

Filberts—Sicily.

Bags about 225 lbs., per lb.....12½¢

Pecans.

X, polished, bags about 150 lbs., per lb.....9
XX, polished, bags about 150 lbs., per lb.....10
Shelled, selected pieces, 5 lb. boxes, per box.....40

Peanuts—bags about 100 lbs.

Fancy Virginia, green, per lb.....5
No. 1 Virginia, green, per lb.....4
Roasted 1¢ per lb. more.

Walnuts—bags about 100 lbs.

No. 1 Hard Shell, per lb.....11½¢
No. 1 Soft Shell, per lb.....12
Shelled, selected, ½s, 5 lb. boxes, per lb.....33

SOME SPECIAL SNAPS.

Holland Herring, full hoop keg, each.....65
Holland Herring, full hoop milkers, each.....75
These are new foreign packed, 1900, standard herring.
Jelly, 15 lb. pails, each.....35
Jelly, 30 lb. pails, each.....55
Jelly, 5 lb. toy pails, per doz.....1.45
Jelly, in quart fruit jars, per doz.....86
Jars have patent caps, 1 doz. in case, assorted flavors.....90
Chicago Brand, absolutely pure currant, 3 doz. in case.....2.15
Pancake Syrup, round quart tins, per doz.....15
Very fancy goods; at least 75¢ under the market.
Corn Syrup, bbls., per gal.....15
Medium good body; rich, dark color.
N. O. Molasses, bbls., per gal.....16
Good centrifugal; good color; fancy baker.
Fancy Herkimer Cheese, per lb.....12

We give careful attention to Mail Orders and solicit yours. Give us a trial. Every item is fully guaranteed—you run no risk. Samples of anything for the asking. Write us.

Steele-Wedeles Company

Importing and Jobbing Grocers,

CHICAGO, ILL.

N. B.—In order to get these prices mention this ad.

BLESSED BE BACHELORS.

Because They Have No Sons and No Troubles.

This week is for the men who have sons or expect to have them.

It is an illustrated argument for sizing up your sons before you send them out in the world. The idea is not to fetter them by making grocers of them if they have it in them to make better doctors, or, on the other hand, to enlarge their chances for doing harm by giving them too big a boost if they are vicious.

I have two sons myself and I have sized up their talents as carefully as any man can. They are both birds. If I know anything about it, one is going to be President and the other Secretary of State.

The experience on which this sermon is based was brought to my attention last week. There is a grocer whom I know quite well in one of the suburbs of Chicago. He is a good, honest plodder—as straight as the equator and as sure as the pole. He married late in life and had one son. From the beginning he thought the sun rose and set in that child. Most old bachelors who marry are apt to have the same experience.

This man made the mistake that many fond fathers make—he always assumed in his own mind that his boy was going to be a winner. It never occurred to him that any other boy could be brighter or better than his son. He simply was father to the greatest thing on earth, and he didn't care who knew he thought so.

I saw the young fellow three or four times and I sized him up as a had one the first time I set eyes on him. He had a low forehead, a pair of unfrank eyes and a weak chin. I had been told how his father worshipped the boy, so I was curious to see him. I was greatly disappointed in his appearance and made a mental note in my book of memory that some day the boy would likely bring sorrow to his father's heart.

Well, the grocer was more ambitious for his boy than he ever had been for himself. He doesn't do a large business. He has always made a living, but I have the means of knowing that he has made very little more than that and has never saved a cent.

At first the father wanted his son to study medicine. Gad! how many worthless doctors ill-judged fathers' ambitions are responsible for! The expense, however, badly as he wanted to do it, negated that, so he compromised on a term at a Chicago business college. The boy entered, but progressed very slowly. The tuition was high, for the grocer picked out the best college in Chicago, and the father had to scratch and scratch hard to get the money together. He was glad to do it, nevertheless, for he was helping his son to become the great man that he was sure he had it in him to be.

The boy stayed at the college eight months, and during that whole time he didn't do one month's decent work. He was bad—vicious, lazy, indifferent and several times the professors caught him trying to cheat in examinations.

He got to staying in town at nights—seeing the town, with a cheap cigarette cocked up in his mouth, herding with the lower stratum of the demi-mondaine—a penny imitation of a man about town.

About this his father knew nothing. He only knew that his son didn't seem to get along. The old man was still patient in the face of this knowledge;

still willing to scratch and scratch deeper for the wherewithal to give his heir an education.

About two months ago the young fellow got some girl into trouble and was kicked into marrying her by the angry father. After the two were married, the girl's father forbade them both his house and told the boy—he was only 19—to take his wife to his own father's.

That afternoon about 4, while the father was lost in dreams of the great and distinguished character which he was educating his boy to be, "his boy" sheepishly presented himself and his wife. While explanations were going on—this seems too tough to be true, but it is the honest truth—the postman brought the grocer a letter from the college stating that they did not care to receive the boy as a student again, owing to the fact that he had been caught cheating for the fourth time, four violations of the rule against cheating being the college limit.

This grocer was a patient man, but he lived ten years in those five minutes while he stood and watched his hopes and plans crumbling about him and while he saw the mask, which his own ignorance of his son's calibre had made, drop from the young scamp's shifty face.

To make a long story short, the boy's wife stayed on. There was another mouth to feed and there will soon be still another. The boy loafs about his father's store in a slipshod, lazy way—ostensibly a clerk—but never if he lives a thousand years will he make anything but a worthless imitation of a man.

There's the story—true to the last word of it—and the moral is this: If that grocer had sat down when his son had reached the age where his future had to be determined and had detached himself as best he could from this love for his boy—for this love is blind, too—and had looked the boy over calmly and critically, sized up his weak points and his strong ones, determined whether he was the right sort of a boy or not, whether he was cut out for a grocer or a lawyer, whether his tendencies were a little vicious and he had better be kept close a little while—if he had done all this, I say, he would have been spared the misery that will stay with him until he dies, and he would certainly have been spared the expense of keeping a premature daughter-in-law. For as hard as it is for a father to admit that his young son is vicious, it is a mighty sight better to admit it when his viciousness is just beginning to crop out and has done no harm than to admit it when you stand face to face with some of its nasty consequences.

A sizing up of our sons like this, fellow-fathers, would save ourselves a heap of misery, our sons the failure in life that always comes from being given too large a chance or too small a one, and would give the world a future generation of better men.

Blessed be bachelors, for they shall have no sons and no troubles.—Stroller in Grocery World.

This Comma Raised a Row.

By a misplaced comma a paper in a certain Western State raised a dickens of a row. It said:

Two young men from Leota went with their girls to Tribune to attend the teachers' institute, and as soon as they left, the girls got drunk.

The comma belonged after the girls.

Be popular if you have the power to be so, but always remember that kindness and sociability afford the keynote.

D. J. Aberdee

Junior member and also representing the

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of Detroit, Michigan

will still have with him the

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E. A. STOWE, EDITOR.

WEDNESDAY, - - NOVEMBER 21, 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 Nov. 14, 1900, 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 seventeenth day of November, 1900.

Henry B. Fairchild,

Notary Public in and for Kent County,
Mich.

GENERAL TRADE REVIEW.

The impetus given trade by the settlement of election matters carried the stock market upward with a rush for a few days until a partial reaction, the natural result of such a rush, interfered with its course. It did not take long, however, to find that the rise was based on such strength in the general situation that it could brook no long interference, and the movement since has been upward for most issues. It is to be noted that the greatest advance is in what are considered the strongest railway issues, showing that there is more of investment in the buying than of temporary speculation. Trading has continued unprecedentedly active, and all indications point to a continuance of this feature, but that it will continue indefinitely without reaction can hardly be expected.

Among the most favorable indications as to permanence and expansion of general business activity is the rapid increase of foreign trade.

The report for October contained four record-breaking items: Total exports were \$163,093,597, of which staple products accounted for \$105,260,680, cotton alone supplying \$60,391,107. All these figures were far in excess of any other month's record, while the balance of trade was \$92,475,226 in favor of this country.

The increase of activity in the iron and steel trades is as rapid as is compatible with safety. Such price changes as have been made are upward, but producers remember the consequences of the too rapid advance of last year and are more conservative in making price changes. Structural material and finished forms are in active demand and freight cars and other railway supplies are in great request. It is reported that some coal mines are obliged to reduce production for want of transpor-

tation and in some of the iron districts labor is becoming scarce.

The textile industries as a whole have enjoyed better business than for some months. Normal weather has brought out vigorous trade in wearing apparel, and some lines of cotton goods sold at fractionally better prices on account of renewed strength in the raw material. Efforts to dispose of woollen goods have resulted in concessions, manufacturers naming very low prices in order to reduce stocks. Retail trade is more active in heavyweight clothing, but it is too late for this activity to have much influence on goods in first hands.

Boot and shoemakers throughout New England are crowded with orders, and shipments from Boston have increased to 86,000 cases weekly. Nevertheless, there is much complaint of scanty profits and concerns with large orders on hand refuse to contract for more business at current prices. Each week the raw material has made some advance, and leather quotations are moving up in sympathy. Throughout these departments the strength is so general that manufacturers are compelled to buy at higher figures or restrict operations. Still, jobbers refuse to make the smallest alteration in offerings for the finished product, and shoe shops must be running on very close margins. Efforts to secure small advances have been frequent and there is confidence in better prices as soon as retailers' stocks need replenishing. Overshoes and rubber goods of all kinds are having a better sale, which is promptly reflected in a steady demand for raw material at a moderate advance of about 2c for Para rubber.

Contrary to predictions made ten years ago or thereabouts, the construction and operation of trolley roads has not seriously disturbed the business of the steam roads. Trolley lines are especially numerous in Connecticut, and the Hartford Courant has been making a study of their workings. It has found by an analysis of official reports that, while the trolley lines relieve the steam roads of some local travel, they add to the growth of cities and towns and largely increase the freight traffic.

Veterinary surgeons are complaining of hard luck. With the cable cars, the trolley cars and now the automobiles, their business has gone to the dogs, metaphorically speaking. Soon there will be as many surgeons as there are horses. It is nearly as bad as that now, and, as automobiles become cheaper and the likelihood of airships coming in to supplement them grows, the prospect is not a bright one.

An apartment house is being erected on the site of former President Polk's old home at Nashville, although Polk's will decreed that the old mansion should never be torn down. Polk and Tilden were two of the ablest lawyers ever elected to the presidency, but neither was able to draw a will that other lawyers could not break!

A London magazine has been discussing the question, Should literary men marry? A contemporary suggests that the point is of no more importance than these: Should publishers prosper? Should critics keep cool? Should poets sleep on mantelpieces? Should electors keep hens?

A high wind on the streets raises the mischief, the dust and other things, to the discomfort of skirt wearers.

RADIATING GOOD OR EVIL.

A century or more ago the beginning of municipal life in the United States was a blacksmith's shop. The farm furnished the food and the clothing, but it could not supply the iron or, with an occasional exception, the worker of it. When the farmers of a neighborhood became sufficient in number to want a smith of their own, he came and settled among them, locating his shop as near the center of the neighborhood as possible. Then the storekeeper opened his doors, the school house was built almost within sound of the forge, the meeting house was erected and the future city began. The blacksmith stood first and, until the minister came to place the seal of piety and learning upon the people, was considered the man of the little community whose opinion was worth the having. His shop was the gathering place for all who chose to come. The news was here exchanged. Questions of church and state were discussed and settled and the man behind the anvil thought as he hammered and delivered his decision as he plunged his hot workmanship into the watertank to cool. The judge had pronounced the finding, there was no appeal and the next case was called.

To-day the store has displaced the blacksmith's shop as a town starter and in that part of the country where towns are wanted the general country store is opened for the sole purpose of becoming the nucleus of a settlement. The storekeeper at once is looked upon as the first citizen of the place, its oracle and lawgiver, and by him, almost of necessity, is fixed the character of the town. A coarse, boorish dealer who finds an oath a necessity in emphasizing his opinions will make his store the headquarters of profanity and the evils which go with it, and the reputation of that community is established. The constant journeying westward of people who are seeking new homes makes these beginnings of population a matter of interest. Breaking away from old ties and old traditions, the new-comers want something better than the past has given them—a general bettering of conditions. This makes the home-seeker careful of his environment. Rough and uncultivated himself, he wants something better for the wife and children. Upon provocation he can furnish his own profanity. He knows too well the influence of that environment and he will shun it as he shuns infection. Striking a town, he naturally strikes the store first and there, behind the counter, meets the type he likes or loathes. A trifle? So; yet trifles make up life and life is not a trifle.

There is no need here of comparing the old town-starter with the new. The descendant of the New England blacksmith is not sorry and never ashamed to read that

He went on Sunday to the church

And sat among his boys;

He heard the parson preach and pray,

and they are not repudiators of the assertion that much of the sterling New England life and character is due to the convictions he hammered into his customers as they waited at the village smithy. He scattered his principles with the sparks that flew from under his falling hammer and they sped further and burned deeper because of the righteous workman that scattered them. The storekeeper has displaced him in position and influence. Let him see to it that the results remain the same. If he be true to the old standard, they will be, and the store on the plains and in the

mining camp will be radiating centers of the good and the evil as he is found to be the promoter of the one or the other.

SHUTTING UP TIME.

Now that the long evenings have come and mankind yields to the desire to get in early out of the cold and the storm, the question again arises, "What hour of closing will best suit all parties?" Prudence, with an eye to the almighty penny, contends that trade should have an understanding, so that the advantage of the open door may be shared by all, and while the discussion goes on the days go by and no decision is reached. One house insists that after 6 o'clock there is not trade enough to pay the gas bill. Another affirms that by half-past 5 the day's business is over, and still another declares that 5 o'clock is the best hour for closing.

It is curious to note that the points of discussion remain unchanged from year to year and that locality does not vary them. The city and the village meet the same features in the same way and they both develop the fact that the central point comes down to what the patron thinks about it. It is the loose change in his pocket they are after and if he wants to buy a pound of butter or a shoestring at halfpast 9 at night there is no reason why he should not be able to do so. Here is the point of divergence between the large place and the small one. The city does not care to buy after the business of the day is over. The people there have other matters to attend to. From 7 until 6 they are rendering unto Caesar the things which are Caesar's and, while at the same time they are looking out sharply for themselves, after dinner or supper they care for other things. In the country, however, the business of the day precludes the possibility of trading and after supper many of the country stores have their busiest time.

It looks much as if each community must settle the question for itself. If Detroit and Grand Rapids can close at 6 o'clock to the advantage of store and patron, 6 o'clock let it be. The short hour question can be settled in no better way. The eight-hour day is a long remove from the sixteen-hour day and if the result is an equal amount of work and a better manhood, that is all that can be asked for or hoped for. Whether the community in the country town can be induced to change its habits remains to be seen. It makes a long day for the storekeeper and his clerk and it will not be pleasant reading for the clerk in Rockery and Idlewild where any time, if it is late enough, is shutting up time to learn that 6 o'clock in the great cities of the State is the hour fixed upon for ringing the curfew business bell.

Ships can now go to sea with frozen ammunition. A method of utilizing liquefied air on warships has been discovered which will render the explosion of a magazine, even when the ship is in action, almost impossible. The method is to so place the liquid air that it will freeze the ammunition to several hundred degrees below zero. In that condition it could not explode, even if a shell burst in the magazine.

It is always a misfortune to meet a drunken man late at night. He takes up your time and always thinks you are drunk.

Enough people have not yet been killed by the automobile to make that riding machine wildly attractive.

A MODERN INSTANCE.

It is stated with su- ent authority to preclude the need of going behind the returns that the son of a millionaire in an Eastern city—a graduate of Cornell university, by the way—is scraping hides at one of his father's tanneries in Tennessee in order to fit himself to take up his father's interests when the latter is ready to lay them down. Knowing that of all trades the tanner's is one of the greasiest, the most laborious and the most foul smelling, wonder has been expressed that the young man, with his college training, with the world to choose from and with his abundant means to help him, should finally make such a selection and, as a common workman, become the scraper of hides in a tannery.

This is not only a common instance, but it is a natural one. Money and education have here taken the subordinate places that always belong to them and the manhood, with the innate liking for the calling he was made for, has gone to work in the natural way and so the right way for realizing the high ideals of his life. Too often accident and circumstance hinder and hedge in the quickened germ, and far too often wealth and schooling bar the way to the single success the man can ever hope to reach. "You were made for better things," blind conventionality insists; as if heaven did not know what the work is for the child, she has expressly created to do it! "What is better?" asks the man with his fate in his own hands, "than doing the one thing and the only thing that you want and are willing to do?" So the foolish world lifts its velvet palms and wonders why the university-trained young millionaire becomes a foul-smelling hide scraper.

It is because he is a man and must. He is one of the natural instances. Like Angelo before the ungainly marble block he sees the hidden loveliness and at his command out steps the statue from the stone. So in the crude pigments Raphael discovered his divine Madonna and so in every calling there is a supreme excellence which only the genius born can see. There is never a question of money. Learning has nothing to do with it. Important as it is always acknowledged to be, it is an afterward consideration. In the material the master sees his masterpiece and the rest is only a question of time and patience and endurance.

The compassionate conventional pitifully ask where the supreme excellence lies in unsavory hide-scraping, and enthusiasm promptly replies, "Exactly where it did in the glue factory where Peter Cooper laid the foundation of his realized benevolence; among the sickening furs where the family tree of the Astors is rooted; in the humble beginning of the tannery itself that fostered the father's energy and enterprise until the boughs of the thrifty business budded and blossomed and bore fruit more than a hundred fold." The success always discloses the hand of the workman; it discloses, too, the genius of the man behind it and the instance has yet to be found where the results that are worth recording do not affirm that at the bottom of it all lies an in-born love of the work, so strong as to overcome the drudgery attending it; so pure as to cling closely through every difficulty and discouragement to the unchanging ideal; so tender that benefitted humanity will catch glimpses of the

good behind it and insist it to be the Divine misspelled!

Drudgery? It is anything but that. Discouragement? The man with his heart in his work knows no such word; and that is what the rich, educated young man thought of when he went to scraping hides. He sees the success at the start. In the foul work his genius beholds the hidden delight and with a spirit that is worthy of him, there and nowhere else, will he realize his ideal. He is following his natural bent. The result will follow as naturally, and the instance like the rest of its praiseworthy class will be—it is—a natural one.

LIKE THE GAME OF BOYHOOD.

Among the many games of boyhood that brighten by recollection the wearisome rounds of business there is probably none that comes back oftener or any whose technical terms fit better into the daily routine than "Shinny." Only boys who are thoroughly in earnest ever play it and when the game is at its height—a condition that exists from start to finish—the man behind the shinny stick, utterly oblivious of trespass and as indifferent to it, is frequently and forcefully directed to "Shinny on your own side!"

The old command recently received a modern application: The clerk in a men's furnishing goods house on Canal street had evidently sized up his country customer and, when the young man, by no means a hayseed or the son of one, was determinedly showing that he knew exactly what he wanted and that he had a mind of his own and intended to be guided by it, and the clerk on his side of the counter was equally endowed and as equally determined, the country lad, driven to exasperation by the unasked and undesired advice, turned upon his antagonist with the old fierce expression that meant "Mind what I tell you!" and exclaimed "You shinny on your own side! I'm going to wear this necktie, and I'm going to take the one I want." If the words were not enough the look of utter annihilation accompanying them did the business and the customer, without further interference, was allowed to make his own selection.

It is submitted that the dry goods clerk is somewhat inclined to consider himself authority upon all matters pertaining to his calling. The style of goods, the quality, the appropriateness to person and occasion, are matters which he does not hesitate to settle, too often aggressively so. More than one drug clerk has been found fault with for the same presumption; and hardly a store can be mentioned where the customer's assumed ignorance of what he wants to buy is not promptly supplied by the interested clerk who is omnipresent enough to be on both sides of the counter at the same time and settle every difficulty whether he knows anything about it or not.

These few instances are mentioned because they are common. The world of trade is permeated with them. Hardly a transaction takes place where in some form the impertinence does not appear. Human endurance tolerates it for a season and then out comes the old call of boyhood—"Shinny on your own side!"—and, with the irregularity righted, the lively game goes on.

It hurts a man who has lost by being true to his principles to find that his principles are no good.

The person who says mean things is not likely to do good deeds.

A PROFITABLE KINDNESS.

The business world, thoroughly taught by precept and example, was long ago convinced that it pays to be honest. It has not yet reached the point where, on purely commercial principles, it is satisfied that it pays to be kind. The Sunday school books have an unfailing stock of instances where the pink of politeness young man is always helping rich old women across the street and preventing them from being run over and, years afterward, the rich old women die and invariably leave in their wills an important sentence or two which proves that it pay to be kind. The incident has become classical where Raleigh damaged his new and costly velvet cloak by bridging with it a mud-puddle for the imperial Elizabeth to pass over dry shod and Justice delights to tell that part of the story which emphasizes his merited reward. But, after all, the general idea obtains that kindness is a species of charity that always means just so much "out."

That idea has at last met its Waterloo. Managed as it can be and should be, kindness, like honesty, is the best policy. It pays. A man in the Empire State made it pay at the rate of \$265,000; and it is submitted that that is worth considering. He is a milkman. He was afflicted with insomnia. Vicious people are convinced that they know the cause—but that is another story. Circumstances forced him to engage rooms at a house where one of his own milkmen delivered milk, and morning after morning after a sleepless night his latecoming slumber would be disturbed by the milkman. He heard the rattling arrival of the cart, the far-rebounding "Whoa!" the shock of the ironclad boot heel upon the pavement, the clinking of the glass bottles as they were placed on the veranda, the retreating footfall, the vociferous "Get up!" and the noisy departure, and his sleep-robbed soul protested. "What can't be cured must be endured," he groaned, and dragged his exhausted body out of bed and down to the breakfast table.

One day, to his amazement, he was not wakened. The milkman came and went and "left no sign." Investigation developed the fact that the regular deliverer that morning was sick and that his substitute wore rubber boots. That settled the question. The man remembered that there are others and, with that fellow-feeling which makes us wondrous kind, he directed his deliverers to wear rubber boots. He bought carts that did not rattle and put rubber tires on the wheels. He shod his horses with rubbers and furnished his customers with such mats as are common on cigar dealer's show cases to prevent scratching the glass. He stopped the shouting, the whistling and the singing of his men; in fact, he changed the morning visit of the milkman from a curse to a blessing for the sake of suffering humanity all along his routes, and \$265,000 is the result! It is no fancy sketch and with a joy that can not be suppressed, the pen, of its own accord, declares kindness to be one of the underlying principles of trade.

Is it not possible for this same principle to secure a wider application in the realm of sound? Need it be confined to New York? Is rubber so limited in quantity, and is kindness so walled in that other milk routes and milkmen cannot be reached by the spirit that "thinketh no evil?" Fancy Grand Rapids in rubber! Think of a street car shod in silence, a newsboy with rubber

vocal chords and a dago in rubber who "roars you like any sucking dove!" There has been, there is, such a thing as "noiseless milk"—"the milk of human kindness"—and there is the \$265,000! Both are facts. The seemingly impossible has been attained, and it now remains to be seen whether the kindness may not spread and even at the given price be found in every quarter and corner of the world where noise has held so long its determined sway.

POPULAR DEMONSTRATIONS.

Things that telegraphic dispatches call "ovations" are very deceiving. Every hero has had them. Hobson has been followed and hugged. Paderewski has been annoyed. Dewey has been deceived and deluded. The great prize fighters have been made uncomfortable by the crowds that followed them. A dog fight in the streets of a city will collect hundreds of people. A Salvation Army band will draw thousands of people, who can be dispersed in five minutes by a hat passed around for contributions. A rocket sent up in the name of fireworks will draw no end of people to a free picnic. A safe being hoisted four stories up on the outside of a building or a high house being torn down will draw scores of people to danger to gratify idle curiosity. During the last campaign men much talked about as speakers have wandered up and down the earth of the United States and been applauded by enthusiastic men enough to elect them all to office by handsome majorities. There are people who go to mass meetings as regularly as they go to auctions or funerals. They have the mass meeting habit on and it makes no difference to them what the politics of the speakers are. The bright illuminations and bonfires are there. The brass music is there and the hot air of eloquence. The ovation is great. Bigger crowds come out to see a Barnum and Bailey parade in Europe than can be assembled to see a King ride by. The candidate who is lifted up high on these popular demonstrations and takes them in as a tribute to himself is hurt badly when he finds the true inwardness of a curious mob and is thrown down with the dull thud.

According to the postal receipts of the fifty largest cities in the country, Boston makes the remarkable average of a trifle less than \$6 to each inhabitant, showing that either a vast amount of business is done in Boston by mail, or else the social correspondence is much heavier than elsewhere. Boston, with 100,000 less than half as many inhabitants as Philadelphia, shows postal receipts only \$211,000 less than the latter. Boston's receipts are \$1,200,000 more than St. Louis' although the latter city is the larger by 15,000.

The old economic rule that a short crop yields a greater aggregate return to the producer than a large one gains point from the fact that more money is now flowing into cotton-growing sections of the South than for fifty years past. The crop is a short one, and there is a smaller amount of cotton to sell than usual of late years, but the price has risen out of all proportion to the shortage.

The man is wrong who sits down and cries over prosperity that comes to those who work for it. He should hustle and get some of it himself.

When a man's liver is out of order his imagination seems the more vivid.

Clothing

Some Peculiarities of the Season in New York.

In ties the feature at present is the narrow four-in-hand. Dealers would prefer to sell the larger scarfs, but the narrow tie is very largely worn and one sees it in all parts of the city. These ties are reversible, an inch and a half or three-fourths wide and anywhere from forty-three to fifty-one inches long. They are made with pointed ends. At first they were made of peau de soie and that is the material most commonly seen, but now they are being brought out in small self-and-self effects and with small neat figures. Blacks and reds have been the colors that have been most worn. The tie is said to be originally of Spanish origin. At any rate it is popular and practical with the high turndown collar, which doubtless accounts for its being so much worn.

The foreign custom of having small children wear white socks that come a little above the tops of the shoes, but otherwise leave the legs bare from the knee down, may be an excellent custom for a warm climate, but it certainly is a ridiculous one for our chilly fall days. The other day I saw a little lad of about five dressed in a little covert coat with gloves on his hands, a warm cap on his head and warm baggy blue trousers, but with his legs without any protection, bare to the chilly air. The child certainly looked "cunning," as the ladies say. One could not help mentally calculating, however, how many days of such exposure would be necessary for him to develop a case of rheumatism.

The mourning band now being worn on hats is made of black bombazine stitched smoothly at the side. Some old-fashioned people prefer crape, but bombazine is the material generally used. The height of the band is determined according to the nearness of relationship to the person deceased. For a wife the band comes to within a half or a quarter of an inch of the top of a silk hat. For a mother the band is about a inch narrower. For a brother or sister about an inch narrower still. For more distant relatives it is made still narrower. When the band is worn on derby hats a finish is sometimes added in the shape of a small silk band about the bottom of the mourning band. On derby hats the band is not, of course, wider in any case than the straight portion of the crown.

Worsteds are not being worn as much as usual, but one sees many handsome worsted suits on the streets. The other day I saw a man dressed in a cutaway suit, the material of which was a worsted in narrow gray and black stripes. The cut of it was after the prevailing fashion without any peculiarities. He wore a pearl felt hat of the Panama shape, a shirt with narrow blue and white stripes and a black narrow four-in-hand tie. His gloves were a medium shade of tan.

One sees Raglan coats everywhere, but some of the best tailors are no longer recommending them to their patrons. Instead they are cutting overcoats of the regulation style. The yoke overcoat is also being cut by them and seems to enjoy much favor with their trade. It is said that the Raglan has become too common. Curiously enough,

this remark is made by ready-made people as well. Perhaps a reason why so many tailors look with disfavor upon the Raglan is because of the difficulty of cutting it properly. A Raglan with a badly cut shoulder on a man with sloping shoulders is certainly not a pretty sight.

Paddock coats are much in favor with both young and middle aged men. I have seen some cut from black cloth. In one or two instances I have seen them with collar made of the same material as the goods.

I saw not long ago a very handsome yoke Raglan overcoat worn by a young man. It was made of some smooth-faced goods of a greenish tinge. The edges were smooth finished and both the bottom and cuffs were finished in four or six lines of stitching about three-quarters of an inch apart. The coat extended to the calf of the leg and had a long vent in the back. The pockets were outlined by stitching and set in at a slight slant from the vertical. The seams were heavily outlined and very conspicuous. The cuffs were about four inches deep and not stitched to the coat. The man who wore this coat wore with it a broad-brimmed pearl soft hat with unbound edge, dark red gloves and a Poke collar with Ascot tie.

Another coat that was noticeable was a coat made like a covert coat, but with a narrow velvet collar. It was made of some smooth-faced material in black, with strap seams, apparently, and cut very short. The young man who wore it was dressed in black with trousers well turned up, exposing his hosiery, which was a black with very narrow vertical stripes in dark red. His shoes were low-cut patent leathers and he carried a silver tipped cane of light partridge wood.

One sees a great many Ascot ties worn with high turndown collars. The proper collar with the Ascot is a Poke collar, nevertheless the high turndown collar is worn by many. Whether it is that these people are ignorant of what is the correct thing or whether the high turndown collar is so much a favorite with them that they intentionally wear it, is a weighty question that may have to remain forever unsettled.

Suggestions For Show Cards.

Not flash and show, but sterling worth.

Our poorest shoes? Haven't any—they're all good.

If you find price below us you'll find quality below also.

The worst thing you can do to us is to keep wrong goods and growl about them.

We can make mistakes, but we hasten to unmake them.



We'd sooner lose our profit than have you go away dissatisfied.

A talking hat. When you get acquainted it will speak for itself.

If you don't see it, tell us. Will have it to-morrow.

Hurry Orders

We're ready with practically complete lines of our "Correct Clothes" (Suits and Overcoats) to ship immediately upon receipt of order, so that you can keep your line intact. A wire will bring goods by next freight or express.

 **Heavenrich Bros.** 

To Market Buyers AND Mail Order Trade

TO MARKET BUYERS

We have in stock a number of small lots of desirable merchandise in suits, overcoats and ulsters, which we are going to close out preparatory to change of location, **at less than manufacturers' cost.** This is an opportunity to save enough to pay your trip to market. Don't fail to look us up on these "snaps" when you come.

FOR MAIL ORDERS

We have a large assortment of heavy weight seasonable garments in suits, overcoats, ulsters and pants, on which we will **guarantee satisfaction.** Permit us to send you sample garments or swatches. Trust us with your orders and they will be well cared for.

Try Lot No. 4460

4 button, round corner sack suit, dark color, small check, ALL WOOL, western made cassimere, French and bottom facing, 22 oz., at \$7.00.

Also No. 4492

4 button, round or square cornered sack, ALL WOOL, Worsted cheviot, in blue and black, 22 oz., at \$9.00.

John G. Miller & Co.,

Manufacturing Specialists:
Men's Suits, Overcoats and Pants.

276 Franklin Street, Chicago

After January 1, corner Market St. and Jackson Blvd.

Dry Goods

The Dry Goods Market.

Staple Cottons—The volume of business under way on staple cottons is very light, but the consensus of opinion is that the turn has been called and that a steady upbuilding of business will take place from now on. Prices are strong all the way along the line. Agents do not look for any booming business. The buyer is not inclined to act in a speculative manner. His purchases for some time past have been conducted on the lines of conservatism and prudence, and it is believed that he will continue to operate in this manner, measuring his orders in accordance with the developments of his own sales. Little business is under way on brown sheetings, although hopes are entertained of a renewal of interest in the near future. Prices on goods of this character are very strong. Wide sheetings are very strong. The well-sold-up condition of the mills making these goods, coupled with the difficulty experienced in securing prompt deliveries, contributes to that end. Bleached cottons are slow of sale, but firm of price. A moderate business is under way on coarse colored cottons, such as checks, stripes, etc., but denims are very slow.

Prints and Gingham—There is a very evident uncertainty in relation to the price level on staple prints. The lack of steadiness in the raw cotton and print cloth market is responsible for this. Sellers are therefore holding off, waiting for some one else to show his hand. The principal demand for 64-square percales emanates from the manufacturing trade, jobbers showing little interest therein. Rumors are heard of the disposition of jobs of low-priced cloths at very low figures, and in the better goods inducements have been offered, it is reported, to obtain business. Some fair reorder business is coming forward on staple gingham.

Dress Goods—As regards business coming forward in wool and worsted dress goods lines, there is little change to report. The tone of the market shows an improvement, but there is little change in any other respect. The initial order period is practically over, except in the case of late buyers, who have preferred to wait until after election before placing their orders. The jobber has been very careful in placing his orders, being influenced by the backwardness of the retailers' business on heavyweights. This loss can be made up later, however, provided the weather proves favorable. The course of the season to date has been altogether in favor of the plain goods, and manufacturers' efforts are being directed along those lines. The best outlook for fancies, it is averred, has relation to the cheap goods, and the high-priced novelties. There is an evident feeling among manufacturers that white and cream shades will prove popular for spring retailing, and consequently mohairs, broadcloths, serges, chevots, prunellas, have been brought out in those colorings.

Underwear—There has been a great deal of talk about fleeced goods showing signs of weakness, and this talk is founded on fact. It is an open secret that fleeced goods have been very poor sellers, and that the lack of demand has caused prices to drop. One of the reasons for that is that there have been so much cheap goods sold that gave poor satisfaction that the demand has fallen

off. It is the same in this class of goods as in any other, cheap goods are dearer in the end. If there were a great deal of fleeced underwear of good quality sold, there is no doubt that there would be a big demand again, as there was a year ago, until competition and other reasons threw a lot of cheap and unreliable stuff on the market.

Carpets—There has been some improvement in the retail trade during the past week and some large retailers report a very good business in all grades. More body brussels carpets were sold this past year than for several years previous; 12-4 velvet carpets have sold very well, but they are only within the reach of the wealthy. As far as the manufacturers and wholesale dealers are concerned, the carpet trade may be considered in a healthy condition, inasmuch as they have no large stocks of goods on hand. During the past year most of the mills made goods only on order, and now the wisdom of this course is apparent, especially in regard to ingrain, as the experience of the ingrain carpet manufacturers this past season has induced them to make a successful effort this coming season to sell their goods. They realize that the 3-4 goods have met with a larger proportionate share of success owing to their price. They also realize that Smyrna rugs and art squares have also to a certain extent taken the place of ingrain.

Smyrna Rugs—The larger sizes are rather more in demand at the present time, and a good winter's trade is anticipated on these goods. Buyers are coming to the manufacturers' prices without demurring. All kinds of rugs are selling quite freely now in the retail trade on account of the near approach to Christmas, as they are very useful presents.

Oilcloth—The manufacturers of floor oilcloth and linoleum held a meeting in Philadelphia recently and agreed to advance the price of floor oilcloth one cent a yard and linoleum 2½ cents a yard. This action was taken on account of the enormous increase in the cost of linseed oil, which has more than doubled in value during the past year. The manufacturers of floor oilcloth and linoleum have an association, which meets usually twice a month, once in New York and once in Philadelphia. The purpose of this organization is the mutual benefit of the various manufacturers, and they are enabled to have a uniform scale of prices and other advantages which many other lines do not enjoy. The advance now being asked does not come as a surprise to the trade. All men who are familiar with this business know what large quantities of linseed oil are required to make these goods, and the increase asked is by no means in proportion to what the manufacturers have to pay for the raw materials, oil in particular.

Eggs Without Hens.

At a country fete a conjurer was performing the old trick of producing eggs from a hat, when he remarked to a little boy, "Your mother can't get eggs without hens, can she?"

"Of course she can," replied the boy. "Why, how is that?" asked the conjurer.

"She keeps ducks," replied the boy amid roars of laughter.

A Natural Result.

Bobbs—Mrs. Nobbs is dressed to kill this evening.

Dobbs—Yes, she bought the outfit at a slaughter sale.

Do not hesitate

To purchase a liberal supply of quilted mufflers for the Holiday trade. They promise to be big sellers. Those that have worn them would not be without. We show a splendid assortment.

Prices: \$4 50, \$7 and \$9 per doz.

We also have plenty of the old style square mufflers in Plaids, Shepherds and Fleeced at \$2.25 per doz. Plain Blacks and Whites in all silk at

\$4.50, \$7.50, \$9 and \$12 per doz.

VOIGT, HERPOLSHEIMER & CO.
WHOLESALE DRY GOODS
Grand Rapids, Mich.



Thanksgiving and Christmas

will soon be here, and in order to please your customers you ought to have a nice assortment of Table Linens. We have them at prices to retail from 25c to \$1.00. Order now so you will be prepared for the holidays.

P. Steketee & Sons,
Wholesale Dry Goods, Grand Rapids, Mich.

READY TO WEAR TRIMMED FELTS

In all the new shapes for Ladies and Misses.

Prices from \$6 00 to \$21.00 per dozen.

Write for samples and prices.

Corl, Knott & Co.

Jobbers of Millinery
Grand Rapids, Michigan

YUSEA MANTLES.

We are the distributing agents for this part of the State for the Mantle that is making such a stir in the world.

It gives 100 candle power, is made of a little coarser mesh and is more durable. Sells for 50 cents.

Will outwear three ordinary mantles and gives more light.

GRAND RAPIDS GAS LIGHT CO.,
Grand Rapids, Mich.

GOLD MEDAL, PARIS, 1900

Walter Baker & Co. Ltd.

PURE, HIGH-GRADE

COCOAS AND CHOCOLATES



TRADE-MARK.

Their preparations are put up in conformity to the Pure-Food Laws of all the States. Under the decisions of the U. S. Courts no other chocolate or cocoa is entitled to be labelled or sold as "Baker's Chocolate" or "Baker's Cocoa."

Grocers will find them in the long run the most profitable to handle, as they are absolutely pure and of uniform quality.

In writing your order specify Walter Baker & Co.'s goods. If other goods are substituted please let us know.

WALTER BAKER & CO. Limited,
DORCHESTER, MASS.

Established 1780.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

For Pure

Buckwheat Flour

Enquire of

SPARTA MILLING CO.,
SPARTA, MICH.

Shoes and Rubbers

How a Shoe Dealer Can Be Happy.

"Impossible!" shouts a great chorus of voices from the indignant army of foot wrestlers, as they read this caption.

Even the abused policeman may sometimes take courage, between the buffetings of the fault-finding public and the disciplining and reprimands he is sure to receive from his superiors, and whisper encouragingly to himself at times: "We may be happy yet." But the vexed seller of shoes, never, unless buyers reform their ways altogether.

"Pshaw!" exclaims the seasoned old retailer, "this is mere child's talk about 'one foot in the grave' and the other in the shoe store. Look at me; do I look like a man who is sacrificing his life to the shoe buying public? 'I will buy with you, sell with you, talk with you,' and not a new gray hair will come of it."

In reply to the question "How do you manage it, and keep your health and temper, and escape nervous prostration?" he says:

"It is a broad field for contemplation, and can be only skirmished over in a brief talk; and yet some of the outposts of the enemy to successful dealings with customers may be routed in a few minutes. But not one word to the drummer, who knows it all—and more, too. It is only with the retailer of shoes and his staff that I am willing to discuss, and if I can say anything that will tend to make the relations between buyer and seller less strained, it may be time well spent.

"The entente cordiale between these two parties is the life of our trade. The selling of shoes is co-extensive with their production. It is expected that every pair of shoes made will be sold and worn by somebody, and they always are sooner or later. In the economy of nature there is never anything lost or wasted. Besides, there are feet constantly multiplying for all of those shoes.

"Now, the making of the shoes is adequately attended to by the manufacturer. He will see to it constantly that there is no lack; and he turns them over to the care of the retailer, fresh and salable. Of course, although the object in producing shoes is not to corn the surplus down, like fish, it nevertheless sometimes happens that they get a little stale, shopworn and out of style.

"In this case the wise dealer sells them at a sacrifice, but the transaction is perfectly honorable because no deception is used. As 'in the making of many books there is no end,' so it is nowadays with shoes; and it is the laudable effort of the retailer to increase by all honorable means the demand for them, as this is what he is in the shoe business for.

"One method resorted to for disposing of stock is of great importance as having an influence over the subsequent happiness of the retailer. By honesty and integrity in his methods he lays the solid foundation for a reputation which is so dear to the shoe vender. Of course no dealer who has succeeded in establishing such a reputation for honesty and fair dealing would think for a moment of deceiving a regular customer in any way. And yet there are dealers who use transient customers as the scapegoats upon whom to load some of their antiquated or damaged stock, on the supposition that they will probably never see them again. Very likely they

will not see them again, to sell shoes to, after one such trial. This is an excellent plan for shutting out prospective trade from your store."

It is doubtful whether in any of our large cosmopolitan cities any retailer can count upon regular customers to make a business for him. It is the transient trade, the shifting crowd of buyers, constantly changing, always with the ready cash, never expecting as strangers to get credit; people out for bargains, and incidentally for good treatment, perhaps just a trifle suspicious about your money—these are the buyers, after all, that constitute the backbone of your trade in a hustling city, and you can not afford to do anything to weaken it by wrong methods.

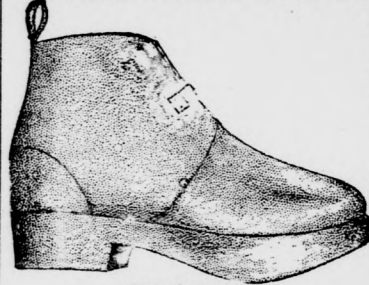
No retailer who is fit for the business can ever be happy without the confidence of his patrons; therefore fair dealing must be the rule for success with every buyer. No matter what grade of goods are kept in stock sell them on their merits, "nothing extenuate," and let your patron feel that he has got just what was represented to him in his purchase. Neither should the personal appearance of a customer weigh against him in your store, as to your treatment of him. It is not always the fine feathers that make the best customer. A plainly dressed woman may be a rough diamond, and with polite attention may be converted into a regular and profitable customer.

In order to be happy, although a retailer of shoes, the moral code of the latter must be of a high order and his ethics of trade unassailable. He must be a man of quick preception and familiar with human nature among shoe buyers. A retailer of long experience, and one who has closely observed and studied humanity in the shoe store, is full of expedients for the promotion of trade. He has "sought out many inventions" to catch the eye, the ear and the purse of customers. Competition in methods has kept abreast of competition in trade. Display devices, both in the show window and in the reputable trade journal, keep the active and fertile mind on the alert creating new designs to attract the multitudes.

All these aids to the enlargement of business should be honest and reliable, however. Whatever methods are pursued in giving the public glimpses of our free shows, in art, zoology, or in wonderful panoramas, in the shoes themselves there must be no jugglery or fleeting shows. The low priced shoe should, in every instance, be an honest equivalent for the money asked for it; and all grades above it should be of such quality, style and price that not a suspicion of the fakir exhibition of the window shall attach to them; of such merit, in fact, that they shall each be a well-seasoned brick in the foundation of our business; well cemented by honest representations, carefully laid up, course by course, and thereafter immovable, either by the caprice of the customer or the insidious wiles of a neighboring competitor in our trade. With such a foundation as this, however slowly and laboriously laid, and with a corner stone of unimpeachable reputation, a retailer may rear a splendid superstructure of trade, year by year, if he absolutely keeps his business offers perpetually before the public; and such a retailer ought to be happy in his business life.

But the chronic growler rises to protest. He is never what may be called a happy man. He is a veteran, too, of whom it might be reasonably supposed

WATER PROOF WOOD SOLE SHOES



Price \$1.10 net.

With iron rails on bottom, \$1.25. Oil Grain Uppers. Sizes 6 to 12. Best shoes for Butchers, Brewers, Farmers, Miners, Creamery-men, Tanners, etc. This sole is more serviceable and cheaper than a leather sole where hard service is required.

A. H. RIEMER CO.,

Patentees and Mfrs., MILWAUKEE, WIS.

Michigan Fire and Marine Insurance Co.

Organized 1881.
Detroit, Michigan.

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

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D. M. FERRY, Vice Pres.

F. H. WHITNEY, Secretary.

M. W. O'BRIEN, Treas.

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For Prompt Service

Write us when in need of sizes
in Rubbers. Distributors of
Goodyear Glove, Hood and Old Colony



Hood 25-5 off. Old Colony 25-10-5 off.

HIRTH, KRAUSE & CO., Grand Rapids.

Rindge, Kalmbach, Logie & Co.,

Manufacturers and
Jobbers of

Boots and Shoes

Grand Rapids, Michigan.

Agents Boston Rubber Shoe Co.

...Try a Case of Home Made Rubbers....

We are now prepared to furnish the trade any of the following
Rubber Boots and Shoes and made by the

GRAND RAPIDS FELT BOOT CO.

Special Prices and Better Made Goods are inducements we offer.

Men's Duck, Friction and Wool Lined Short, Heavy and Light Weight
Boots, Hip and Sporting Boots. All kinds of Lumbermen's Rubbers,
Men's Light and Heavy Weight Arctics, Self Acting Overs, Wayne
High Vamp Slippers and Alaskas, Felt and Sock Combinations.

Try a sample case of them. Correspondence solicited.

STUDLEY & BARCLAY,

4 Monroe Street,

GRAND RAPIDS, MICH.

that long years of experience had given him better gifts. He says in part: "One might suppose that our censor and mentor possessed more of the 'pen of a ready writer' than of the faculty of an experienced and practical thinker, and that the retailer of shoes was, on the average, a man who would knowingly sacrifice a large percentage of his trade, present or prospective, by failing to observe those necessary amenities which are due to patrons of his store. Why does he not write a treatise on the amenities due to the enslaved retailer from the captious and carping shoe wearers?"

It might be a pleasant duty to lay down a few fundamental rules, for the government of our customers, on decorum and the like; telling them what to say and how to conduct themselves toward the retailer, in order to make the store a pleasanter place for its daily occupants. This would be not only a useless task, but a trade-destroyer if put into execution. Many persons who are well versed in social ethics, and who observe them scrupulously elsewhere, ignore the amenities of life as they relate to the shoe store. The happy old retailer smiles broadly at this absurd proposition, and remarks: "The customer, 'he pays the freight,' and, therefore claims the right to an unbounded liberty of expressing his opinions about the goods."

The art of being happy in the shoe store lies chiefly in the man who presides over it. If his temperament favors this state of mind, and his methods and habits are such as to favor it, he may not be really miserable in his calling. But the art of selling shoes, one pair at a time, fitted to the feet that are to wear them, and fitted to the purse that is to pay for them, must be, in great measure, intuitive. There are many little details that are not teachable, and there are countless emergencies arising between customer and dealer which can not be foreseen, and must, therefore, be met by the latter with promptness and tact. There are many men of many minds, and also a few women with divergent ideas; and the retailer must be constantly on the alert for eruptions of temper and complaints.

Among the many things in the retailer's business life which tend to destroy his happiness, none, perhaps, is more exasperating than the unreasonable demand made upon him sometimes for exchanges of shoes that he has sold. Says one on this subject: "We can not refuse to grant a reasonable request in this line, but when a woman has looked over all our stock, it does seem unfair that we should be asked to go over the whole routine again, but there is no safe alternative for this. These returned shoes are, as a rule, a little too confining for the purchaser's feet, and consequently, they have been pretty well pulled and stretched; buttons are missing or lace pieces out of form, and the buttons more or less soiled. I have even taken back shoes that have been worn on the street, in some instances, when a woman has declared 'she can never wear those tight things,' and yet I advised her, at the time of purchase, against selecting 'those tight things.' Now, in such cases, I make a suitable charge to cover the cost of refinishing the bottoms, and I examine them closely for damage in other respects before consenting to exchange them."

A dealer says on this same subject of exchanges: "They are often, in fact usually, unsatisfactory to the customers

as well as to the dealer. After a woman has set her heart on a particular kind of shoe, and its appearance upon her foot pleases her, it is but rarely that you can duplicate the first impressions in the exchange you offer her. To begin with, it has got to be a larger shoe, of course, for this was the trouble that led to a demand for an exchange, and a larger shoe is a disappointment at the start. Again, many persons get the impression that in an exchange they are at the dealer's mercy, and hence it is natural for them to suppose that there are many dealers who will reap pecuniary benefit from the exchange. Of course the honest retailer will do nothing of the sort, but will try in every way to remedy the trouble, and by so doing retain the customer."

The philosophical retailer, who has trained his nerves by long practice to resist the jar of such trials as these, declares that this is part of the business, and that the man who can not complacently meet such emergencies is a square peg in a round hole and ought to change his vocation as soon as possible. He further contends that the man with fine-drawn nerves is not fit for a shoe store anyhow, because he is liable at any time to have the woman who is a veritable bundle of nerves to deal with, and then there is trouble.

It will be seen, then, that the retail shoe store is not the proper picnic ground for a lot of men who thought it was, but who have changed their minds and would also change their business if they could do this as easily as the former. But there are men, round pegs in round holes, who are at home among the smell of leather, cartons of shoes and finical humanity tossing things, and it is this sort who have learned how to be happy, although retailers.—E. A. Boyden in Boot and Shoe Recorder.

Nineteenth Century in a Nutshell. From London Answers.

This century received from its predecessors the horse; we bequeath the bicycle, the locomotive and the motor car.

We received the goosequill and bequeath the typewriter.

We received the scythe and bequeath the mowing machine.

We received the hand printing press; we bequeath the cylinder press.

We received the painted canvas; we bequeath lithography, photography and color photography.

We received the hand loom; we bequeath the cotton and woolen factory.

We received gunpowder; we bequeath lyddite.

We received the tallow dip; we bequeath the electric lamp.

We received the galvanic battery; we bequeath the dynamo.

We received the flintlock; we bequeath Maxims.

We received the sailing ship; we bequeath the steamship.

We received the beacon signal fire; we bequeath the telephone and wireless telegraphy.

We received ordinary light; we bequeath Roentgen rays.

Human Tears to Cure Diseases.

The Persians still believe that human tears are a remedy for certain chronic diseases. At every funeral the bottling of the mourners' tears is one of the chief ceremonial rites. Each of the mourners is presented with a sponge with which to mop off his face and eyes, and after the burial these sponges are presented to the priest, who squeezes the tears into bottles. This custom is one of the oldest known in the East, and has probably been practiced by the Persians for thousands of years.

The consumption of American cotton is increasing at the rate of 250,000 bales annually.

Prepare for Cold Weather

We offer you the following:

6,000 Men's Combination First Quality White Felt Boots, Candee	per doz
Boot Heel Perfections, 6-9, 6-10, 7-10, at	\$23 00
6,001 Men's Combination First Quality Gray Felt Boots, Hood Boot	
Heel Perfections, 6-9, 6-10, 6-11, 7-10, 7-11, 8-12, at	20 00
6,004 Men's Combination First Quality Gray Felt Boots, Federal	
Boot Heel Perfections, 6-9, 6-11, 7-10, 7-11, 8-12, 8-13, at	18 50
5,995 Men's First Quality Gray Felt Boots, 4 Stays, 6-11, 7-12, at	7 00
5,996 Men's First Quality White Felt Boots, 4 Stays, 6-11, 7-12, at	9 50

TERMS—30 days. When ordering combinations always give the size of boot wanted. We will not break sizes. We will sell them to you at the above prices as long as they last. Send us your orders.

BRADLEY & METCALF CO.
MILWAUKEE, WIS.

"YERMA" CUSHION TURN SHOE

A SHOE FOR DELICATE FEET

The "YERMA" is an exclusive product of our own factory and combining as it does the best materials and workmanship, produces a shoe far excelling the so-called Cushion Shoes now on the market. Our salesmen carry samples. Ask to see them. The process by which this shoe is made makes it possible to use much heavier soles than are ordinarily used in turned shoes and reduces to a minimum the possibility of its ripping. The cushion is made by inserting between the sole and sock lining a soft yielding felt, serving the double purpose of keeping the feet dry and warm as well as making it the most comfortable turned shoe ever made.

F. Mayer Boot & Shoe Co.

Exclusive Manufacturers. Milwaukee, Wis.

Premier

Is the name of our line of Women's Fine Shoes. Serviceable and Stylish. Great sellers.

No. 2410 is one of them

A welts shoe made on medium last. Military heel. Handsomely trimmed. Name woven in royal purple. Satin top facing. Fine vici kid with kid tip. Price \$2.10. Carried in stock widths C to E.

Geo. H. Reeder & Co.

28-30 South Ionia Street,
Grand Rapids, Mich.

What's the Use



Of paying Trust prices for Rubbers when you can buy the BEST goods made for less?

We carry a complete line including Leather Tops and Felt Boot and Sock Combinations, and can ship promptly.

Remember our prices have not advanced.

The Beacon Falls Rubber Shoe Co.

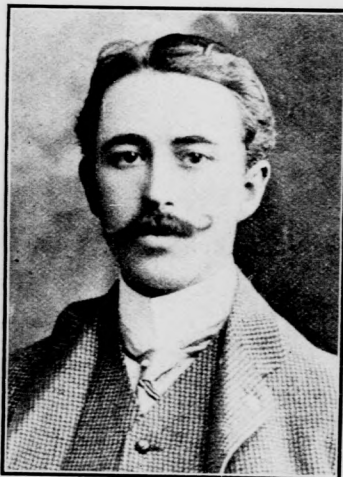
207-209 Monroe St., Chicago, Ill.

SUCCESSFUL SALESMEN.

H. W. Modlin, Representing Beacon Falls Rubber Shoe Co.

It is not often that these brief sketches, written frequently in the hurry of the moment from material hastily gathered "while you wait," have their culmination in a wedding and, when this is the ending, it is not strange that the writer, forgetful of the rules of his art, places in his confusion the last topic first. That summarily disposed of, he goes back to the beginning and places in correct chronological order the incidents as they have taken place, in this instance, from the cradle to the altar.

In Marshalltown, Iowa, Mr. H. W. Modlin's cradle began to rock, with him in it, May 3, 1875. The pen rejoices over the fact that he was a farm boy part of the time, because with that life to begin with, from the varied occupation which farming not only offers but insists upon being accepted, the living that follows the farm is made easy by the earlier preparation. At least, this



young man found it so and the ease with which he passed from one position to another, always upward, can be best accounted for by remembering the foundation drill which the old farm life gave him.

The schools of Marshalltown took care of him first and it hardly need be said that he was not a backward pupil. He made the most of his opportunity after entering the school house doors and, when 10 years old, he began his farm life in earnest. The old routine is a familiar one to many of the Tradesman's readers and need not be repeated here; but there is a touch of nature which establishes instant kinship when it is known that the stranger has turned the grindstone and dug potatoes and picked stones away back in his life when maturity took advantage of his weakness and he did the hated work because he "had to!" When the work is done, however, and we get the benefit of that distance which lends enchantment to the view, then is the time—all danger over of any more of it—when we get the benefit of it!

The last two years on the farm were, in this instance, dignified by real work. At 16 young Modlin's hands were familiar with all the implements of farm industry and for two long years he turned that familiarity to good account. "He did everything," and only those who have been there know exactly what that short sentence means. Two years of it were found to be enough and, with the laborious apprenticeship at an end, with his trunk under the wagon seat and

himself on it, he left the farm for his new field of industry.

He found it in a shoe store. The Boston Shoe Store of Marshalltown wanted a clerk and Mr. Modlin wanted to be just that and there his farm-trained muscles found full play. It was literally a "new" beginning, in spite of what the purist in speech may say, a d, from the first box he opened in that basement to the pleasanter; task upstairs, he found an increasing liking for his work. For four years he stayed with that company and, believing that would answer for a starter, he accepted a place as manager and buyer for the Famous Shoe Store in the same city. A year and a half of that found him prepared for his next move, when he went to—not met—Waterloo, Ia., where he plied his art as window trimmer in the W. T. K. shoe store. That was too tame and six months later he began to travel for the jobbing house of I. L. Cady, of Marshalltown, making Central Iowa his territory. Then he became connected with the Beacon Falls Rubber Shoe Co., whose factory is at Beacon Falls, Conn. This engagement began March 1, 1898, and still exists. The Western agency is located at Chicago and his territory is the northern half of the Lower Peninsula and the eastern half of the Upper Peninsula.

Here is the place for the usual trowel work, but it is decided not to work it. It is too near Christmas—a day of days for Mr. Modlin—for that date, at high noon, in Chicago, is his wedding day, when Miss Maudie Green, of that city, will place her hand in his and they two shall be one flesh. Simple fact, however, asserts that the groom on that occasion will be a man who likes his work, is successful in it, has doubled his sales more than once and, before the year is out, will be doubled up himself.

After a wedding trip the happy pair will reside in Grand Rapids and on and after January 15, 1901, will be "at home" at the Livingston Hotel. Congratulations are in order and the Tradesman takes this opportunity, with extended palms, to exclaim: "Bless you, my children!"

Practical Christianity.

In your journey through this dreary life,
If you meet one going your way
Who seems overcome by care and strife,
Just give him a lift on the way.

Perhaps he has treated you very ill
In the days that have passed away.
It may seem to you a bitter pill
To give him a lift on the way.

But remember the Golden Rule, my boy,
And think of the precepts of Christ,
And the Father in Heaven will give you joy
In His way so wondrous and wise.

To others do as by them you would
Have to you and yours be done;
So put away, as you always should,
The memories of past and gone.

For in this world of sin and strife
If another's sorrows you bear,
Your debit page in the book of life
Will always be clean and clear.

Always try to keep it in that shape,
And be mindful every day
To put out your hand and not be late
In helping some one on their way.
W. F. Denman.

Didn't Prosecute Them.

An Auburn, Me., grocer had some honey on exhibit just outside of his store door one day, recently, when a customer said: "Did you know your honey is being stolen?" The grocer caught the thieves in the act, but as they had been the manufacturers he has not brought the bees before the court. He thinks it might be difficult to secure their arrest.

The total number of persons employed in the Krupp iron works at Essen, Germany, is 46,679.

Wind Proof Overcoats

A fur overcoat, such as we sell, is wind proof, cold proof, water proof and almost wear proof.

Made of selected skins of all kinds and with a range in price that will catch trade from everybody.

Write us quickly for information.

Brown & Sehler
Grand Rapids, Mich.

Crushed Cereal Coffee Cake.

Better than coffee.
Cheaper than coffee.
More healthful than coffee.
Costs the consumer less.
Affords the retailer larger profit.
Send for sample case.
See quotations in price current.

Crushed Cereal Coffee Cake Co.
Marshall, Mich.

Lambert's Salted Peanuts

New Process

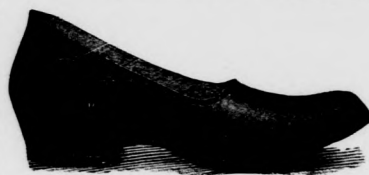


Makes the nut delicious, healthful and palatable. Easy to digest. Made from choice, hand-picked Spanish peanuts. They do not get rancid. Keep fresh. We guarantee them to keep in a salable condition. Peanuts are put up in attractive ten-pound boxes, a measuring glass in each box. A fine package to sell from. Large profits for the retailer. Manufactured by

**The Lambert
Nut Food Co.,**

Battle Creek, Mich.

American Rubbers



Princess

These cuts show two of the most popular styles of the famous American rubbers—highest in quality, most elegant in style and fitting perfectly. We deal exclusively in rubber footwear; five different brands:

AMERICANS, PARAS, WOONSOCKETS, RHODE ISLANDS, COLONIALS

Write for prices

A. H. KRUM & CO.

Detroit, Mich.



Sensible Over

Eureka!!

Something New

A Cordovan Shoe, which we call "Eureka," made in our own factory over new lasts, stylish and up to date.

NOTE THE PRICE:

\$1.60

Herold-Bertsch Shoe Co.,

Makers of Shoes.

Grand Rapids, Mich.

Village Improvement

Stirring Up Public Opinion and Directing It.

Without doubt there was much wondering what it would all amount to when the first backyard at South Park recovered from its overwhelming surprise. The tin can rattled its defiance and the old iron and other unsightly debris added their jeering din in protest as they were carted from the locality they had long disfigured. Like other common evils, they had their sympathizers and adherents. The old and conservative were not able to understand why it was not a good plan to let well enough alone. Every sink must have its drain, every kitchen its garbage can and every house its backyard and when from time immemorial custom has sanctioned this territory for just such use, why is it desirable to turn away from the old sensible ways of our fathers and transform the kitchen into a parlor? There is no comfort in it. The easy chair and the slippers, after a day of collar and necktie and cuffs, are no more necessities than the time-blessed privilege of standing in the backdoorway and throwing the tin can as far and in what direction you please. Nothing will come of it. A little flurry of enthusiasm, a needless waste of energy, a foolish attempt at an undesirable reform, and that will be the last of it. Don't.

Conservatism did not prevail. The modern crusade was preached with all the fervor that the old hermit threw into the first crusade, with the debased backyard and neglected highways and common taking the place of the old Jewish capital and the desecrated sepulcher. Now, as then, the masses were appealed to—with far greater success. The noble buckled on his armor and unsheathed his sword. The rank and file to a man became interested and even the children, like those of the earlier century, did what they could with their eager hands to help on the cause which had so wholly enlisted their hearts. Then the new event repeated the results of the old one. A common purpose again united into a common brotherhood the humanity which ages of the feudalism of selfishness had segregated and walled in and, with an enthusiasm which cheered, comforted and sustained its rescuers, the sepulcher and the capital have been wrested from their enemies and the conquering hosts have brightened with their trophies lawn and wayside and garden throughout the home domain.

They have been planted everywhere. The uneven plain has been leveled and the grass has carpeted it with the deepest green. Trees have been set out and shrubs are clustered in fitting places. Fences whose uncompromising angles have done their best to throw every attempted improvement into disrepute have been compelled to hide their protruding elbows under the more accommodating vine. Verandas have been buried in leaves. The wisteria has taken pity upon the house corners and brightened them from ground to eaves with purple plumes. The morning glory, the clematis and the woodbine have made into nooks of shade corners once shunned for their intolerable heat and, climbing to windows once supposed to be beyond their reach, have so curtained them with leaves and drooping spray that the hot sun, seeing the shade-sprinkled casement, has passed them without harm. The honeysuckles have

taken possession of the doorways and the wind swinging their sweet censers has filled the air with fragrance. It has been neither a long nor a wearisome journey from the ash barrel to its beautiful opposite, and childhood and maturity have been working together with a zeal and an enthusiasm before unparalleled, and the result is a blessing to them and to all.

It would be strange if this enthusiasm did not often appear in individual lines in that atmosphere of pervading beauty, and that among so many votaries there should not be found those who excel in its expression. Here is a picture whose recurring loveliness impresses itself more and more upon the mind of the beholder. Like all beautiful pictures, its simplicity is its greatest attraction. A few words will sufficiently produce it. It is a porch corner, the plainest of its kind. A vigorous vine, concealing the base in a bank of leaves, has coiled about the pillar, which it has wholly concealed. A morning glory has clambered up the house corner to the eaves and halfway up has reached across the upper corner of the porch and hidden the ugly square in a graceful curve of leafy green. That is all; but more than one delighted eye has lingered at that point where the beautiful porch is seen at its best and, turning away at last, has felt how easy it is to create a "living delight" if one only will.

It will occasion no surprise to find the pen of the astonished writer turning often to the long-despised backyard. The old home of the garbage can and the discarded bottle has become a bower of beauty. Childhood has gone there and found it a place to play. Close to the old tumbling down fence, propped up with rickety barrels, a comfortable bench has been put in place, shrubs have been planted where they are serviceable, vines have been trailed upon trellises until in the brightest sunshine there is under them a cavern of coolness and the long, warm summer afternoon is passed in comfort with books and playthings and so impresses upon the mind and the heart of those who enjoy it the same sweet lesson of beauty to be found in and made out of common things. Is it strange that enthusiasm is created and kept alive with such realized possibilities for the imagination to feast upon?

Utility has incessantly insisted that a landmark is a landmark and nothing else. It has its single use of "fixing limits" and, that purpose attained, it has only to be left entirely alone. Curves and what pertains to them may be elsewhere applied, but a boundary, like a mathematical point, has no claim to beauty and wants none. If it is a rough stone at the roadside, good; a rough stone let it be for the use of the future surveyor. If it is a fence, it should be a fence untouched. So the rail fence has zigzagged its way between adjacent farms; so the board monstrosity has stood an ungainly sentinel between village and city homes, and public opinion has silently sanctioned it. Here is a picture which laughs the absurd idea to scorn. The dividing line is there in the most enduring material, but its unerring straightness is hidden in a lengthened flower bed, following a line of leaves and blossoms which is never straight, and the green grass on either side which shares their beauty and their fragrance is never weary of suggesting and illustrating Nature's old law that the most beautiful effects out of doors are secured by avoiding

straight lines—the last and, perhaps, the best achievement that enthusiasm has accomplished in the work she has undertaken.

Two Ways of Looking at It.

"Young man," said the long, lean gentleman with the cotton gloves, "did you ever pause and think that each tick of the clock brings you another moment nearer the grave?"

"I was thinking of something of that kind this morning," cheerfully replied the young man with the red necktie, "only the idea struck me that each tick brought pay-day that much closer."

Crockery and Glassware.

AKRON STONEWARE.

Butters

1/2 gal., per doz.	45
2 to 6 gal., per gal.	5 1/2
8 gal. each	48
10 gal. each	60
12 gal. each	72
15 gal. meat-tubs, each	1 05
20 gal. meat-tubs, each	1 40
25 gal. meat-tubs, each	2 00
30 gal. meat-tubs, each	2 40

Churns

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

Milkpans

1/2 gal. flat or rd. bot., per doz.	45
1 gal. flat or rd. bot., each	5 1/2

Fine Glazed Milkpans

1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	5 1/2

Stewpans

1/2 gal. fireproof, bail, per doz.	85
1 gal. fireproof, bail, per doz.	1 10

Jugs

1/2 gal. per doz.	56
3/4 gal. per doz.	42
1 to 5 gal., per gal.	7

Sealing Wax

5 lbs. in package, per lb.	2
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LAMP BURNERS

No. 0 Sun.	35
No. 1 Sun.	45
No. 2 Sun.	65
No. 3 Sun.	1 00
Tubular.	45
Nutmeg.	50

LAMP CHIMNEYS—Seconds

Per box of 6 doz.	
No. 0 Sun.	1 50
No. 1 Sun.	1 66
No. 2 Sun.	2 36

First Quality

No. 0 Sun, crimp top, wrapped & lab.	2 00
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15

XXX Flint

No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 2 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, hinge, wrapped & lab.	4 00

Pearl Top

No. 1 Sun, wrapped and labeled.	4 00
No. 2 Sun, wrapped and labeled.	5 00
No. 2 hinge, wrapped and labeled.	5 10
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)	3 75
No. 2 Flint (80c doz)	4 70

Electric

No. 2 Lime (70c doz)	3 75
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 58
2 gal. galv. iron with spout, per doz.	2 78
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 25
5 gal. galv. iron with faucet, per doz.	4 95
5 gal. filling cans.	7 25
5 gal. galv. iron Nacefas.	9 00

Pump Cans

5 gal. Rapid steady stream.	8 50
5 gal. Eureka, non-overflow.	10 50
3 gal. Home Rule.	9 95
5 gal. Home Rule.	11 28
5 gal. Pirate King.	9 50

LANTERNS

No. 0 Tubular, side lift.	4 85
No. 1 B Tubular.	7 40
No. 15 Tubular, dash.	7 50
No. 1 Tubular, glass fountain.	7 50
No. 12 Tubular, side lamp.	13 50
No. 3 Street lamp, each.	3 60

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.	2 00
No. 0 Tub., Bull's eye, cases 1 doz. each	1 25



A SOLID OAK PARLOR TABLE

With 21-inch top; also made in mahogany finish. Not a leader, but priced the same as as the balance of our superb stock. Write for Catalogue.

SAMPLE FURNITURE CO:
Lyon, Pearl and Ottawa Streets
GRAND RAPIDS, MICH.

GAS AND GASOLINE MANTLES

Glover's Unbreakable and Gem Mantles are the best, but we carry every make. Our prices are the lowest. Try Glover's Mantle Renewer. One bottle will make 100 old mantles like new—removes all spots, etc. 90c per doz. bottles.

Glover's Wholesale Merchandise Co.
Manufacturers, Importers and Jobbers of
Gas and Gasoline Sundries.
Grand Rapids, Mich.

Jobbers of Stoneware

A warehouse filled with all sizes. We are ready for your trade. Send us your orders.

W. S. & J. E. Graham, Agents,
149-151 Commerce St., Grand Rapids, Mich.
We are taking orders for spring.

William Reid

Importer and Jobber of Polished Plate, Window and Ornamental

Glass

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

L. BUTLER,
Resident Manager.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

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

Hardware

Difficulties of Selling Hardware at a Profit.

This subject, to my mind, is one which embraces the entire scope of what it takes to make a successful hardware business. One of the first essential things I believe is that the hardware dealer in any place should first become thoroughly familiar with the wants of the trade in his particular locality, and, whether a jobber or a retailer, try so far as possible to keep his stock well assorted, and make a special effort to supply his customers with everything they may need in the hardware line. If you do not carry some special goods in stock which may be wanted, have a knowledge of where you may get these goods and make a special effort to accommodate a customer. By doing this you will make him feel that you are familiar with his wants and establish a permanent confidence in your ability and bind him more closely to you by friendship and obligation.

It is specially necessary that your goods should be well bought, for truly it is said that "goods well bought are half sold."

Try so far as possible to post yourself in advance on the market prices of the goods which you buy, and take advantage of every possible discount worthy of your acceptance. Then figure carefully just what your goods cost you and have as thorough knowledge as possible what it costs you to market each article and know the expense of doing your business. By a personal knowledge of this actual cost you will not be deceived in the net profit of selling staples, and this will stimulate yourself and your men to push the sale of a more profitable line of goods.

If a jobber or a retailer, lay carefully out in your mind the territory from which you expect your business. Keep your name and business thoroughly in the minds of the trade by judicious advertising in different ways. If a jobber, learn how often it will pay you to travel your territory, and work this territory systematically and carefully, regardless of spirited competition. Select, of course, good men for this business who will hold the confidence of the trade and remember each time your representative visits a buyer this is an advertisement for good or bad.

Teach all your employes a certain amount of tact, which is necessary in approaching a customer, in making necessary explanations, and in every department in your business where it requires thought and action.

Have enough clerks in your business to wait on your trade promptly and to give each customer polite and careful attention. Treat your old customers as courteously as new ones, and never let them feel you think you have an absolute right to their business under all circumstances.

Try to make your prices as uniform as possible, especially to the retail trade, for this business is mostly a ready cash fund, and often you have no record of what price was made to a customer one day after the goods are sold. Unless this uniformity in prices is adhered to often a second purchase of the same goods from a different clerk will lose the confidence of a customer. Be careful with your credits; have an active, even-minded man for the head of this department, and refer all credits directly to him. He then will feel the personal responsibility and will grasp all

the information possible concerning his customers.

Keep your collections up as closely as may be and encourage your customers to adhere as strictly to your terms as possible. By doing this you will find your sales will run larger and the small trade will buy oftener from you.

Be congenial with your employes; make them feel they are a part of your business and that your interests are mutual. Win their confidence and make them feel the responsibility of yours, but do not allow your business to rest in their hands entirely, and so far as possible have a knowledge of the personal conduct of your employes as well as their results in business. Keep your business well in hand and acquaint yourself with the place where every possible leak may occur, placing a guard in advance of every one you can.

A careless shipping and receiving clerk can lose you more money in one day than your best man will make you in six.

Stimulate the interest in your business in every possible way, and do not get into one channel, but keep all the thoroughfares open.

Supply your specialty salesman with new and practical sellers, and when the market becomes stagnant from declining prices, or from competition of catalogue houses, or when popular leaders made by your competitors deal a death blow to the profit on an article, try to keep your salesman from mentioning this article the first minute he approaches a buyer. In other words, sell other goods.

Try to keep a harmonious feeling in all the territory from which you derive business. If possible, try to retain the good will of every buyer, whether large or small; those to whom you will not extend credit leave as pleasantly as possible and encourage them to buy for cash.

With this goodly feeling abroad, and by adhering to the principles mentioned in this paper, whether a jobber or a retailer, I believe you will build your business on a solid basis, and each year you will find your sales larger, and, on even conditions, your profits greater.

This, to my mind, is selling hardware at a profit. The difficulties of selling hardware at a profit are caused by the negligence, of not adhering to the principles I have tried to explain, and are only to be overcome by building your business on the platform which I hope I have made clear to you.—T. H. Johnston in American Artisan.

Wanted to Pay the Proper Price.

A good sort of clergyman who tells good stories tells of his experience in the West once with two weddings in the same town on the same day, one in the morning, one in the afternoon. "The first wedding fee I received was \$10," he says, "a very large remuneration for the place and people. After the second wedding the best man called me into a private room and thus addressed me: 'What's the tax, parson?' 'Anything you like, or nothing at all,' I answered (I have frequently received nothing). 'Now,' said he, 'we want to do this thing up in style, but I have had no experience in this business, and do not know what is proper. You name your figure.' I suggested that the legal charge was \$2. 'Pshaw!' he said. 'This ain't legal. We want to do something handsome.' 'Go ahead and do it,' I said. Whereupon he reflected a moment, and then asked me how much I had received for the wedding of the morning. 'Ten dollars,' I replied. His face brightened at once. Here was a solution to the difficulty. 'I'll see his ante,' he remarked, 'raise him \$5 and call.' Whereupon he handed me \$15."

Sensible Suggestions to Enterprising Hardware Dealers.

F. Anderson in American Artisan.

The difficulties of selling hardware compared to other businesses are about equal, as hardware gets more than its share of catalogue house competition; especially in small towns, where the dealer makes the mistake of over stocking himself with certain lines of goods, giving the customer no variety to select from.

A good deal of competition between dealers themselves could be prevented by an open and straightforward course. As, for instance, a certain dealer had been running a store in a small, prosperous town for some four or five years, and one day he was aggrieved by the news that he was to have a competitor. Well, when the new dealer opens up for business this gentleman walks over to have a talk to him. Asks him if he had started in to make a living, as it would be best to compromise, and of course the result was a compromise and general good feeling.

The hardware business is somewhat different from other lines in the ever changing market. A business man's first duty is to pay particular attention to the market, especially so in hardware, to keep posted.

Buying, certainly requires more attention than is usually given it, as a man that buys cheap can sell cheap, and no man can buy cheap without studying it out and giving it the best of attention. Selling and buying for cash

have advantages. It should be every business man's aim to keep as many accounts off his books as possible; especially those small accounts ranging from \$2 to \$10, as they are the very hardest to collect, and generally can be prevented. Courtesy is a valuable factor in business.

Keeping a neat, clean store is, of course, as important as in other businesses. I would advise most small town hardware men to pay more attention to their show windows and advertising. Do not throw any old thing into your windows, but select everything and arrange it carefully, and do not be afraid to change your show windows, as even a pretty arrangement will get old and it may be the means of drawing many a customer.

Advertising, same as everything else, has to be done right to get the full benefit out of it. Select a good paper and advertisements, lively cuts to go with them once in a while to stir things up. Change your advertisement every week, or at least every two weeks, and see that they are printed in the same space every week.

When to Find Him Wide Awake.

Its Mamma—Isn't he too sweet, the little tootsie wootsie?

The Friend—Oh, yes, the cunning thing. But I want to see him when he's wide awake.

Its Papa—All right. Come around about 2 o'clock any morning and we'll accommodate you.



Wm. Brummeler & Sons,

Manufacturers and Jobbers of

Tinware,
Sheet Metal Goods,
Hardware Specialties,
Air Tight Heaters,
Stovepipe,
Elbows, Coal Hods, Etc.

249-263 South Ionia Street,
Grand Rapids, Mich.




Sporting Goods, Ammunition, Stoves, Window Glass, Bar Iron, Shelf Hardware, etc., etc.

Foster, Stevens & Co.,
31, 33, 35, 37, 39 Louis St. 10 & 12 Monroe St.
Grand Rapids, Mich.

VALUE OF CREDIT.

The Part It Plays in Achieving Success.

The value and importance of an untarnished commercial credit are greatly underestimated by a much too large number of the tradesmen of our country. It is not uncommon to find those who, while jealous of their rights as citizens, proud of an honorable family record and rejoicing in the esteem of their fellow-men, are seemingly unconscious of the fact that commercial integrity is something to be equally proud of and that credit is a sacred thing.

Character and credit are synonymous. Neither can be smirched and be fully restored. A single mistake in a lifetime has ruined many a man's character and likewise the commercial honor of many a business man has been so stained by a single departure from what is just and honorable that never again has he enjoyed the full confidence of his fellow-men.

Sharp business practices that are morally wrong, although legally safe from attack, have been so frequently indulged in and so often condoned, and even looked upon as evidences of business acumen, that the standard of business morals in our land is far from elevated and it is a misfortune that the same stigma which attaches to those who seek to evade the payment of honest debts in some of the European countries does not follow similar acts here. It is, however, not the purpose of this article to consider the methods of the dishonest trader, but to refer to the great mass of well-meaning merchants who seek success and gain through honorable means, but who may be unconsciously indulging in practices hurtful to their credit. The sooner they become alive to their failings in this regard the better.

It will probably be admitted that many little and comparatively unimportant things are permitted in business transactions to-day which could not be squared to the golden rule or even pronounced just or honorable and outside of business, in other walks in life, would be scorned by the same man who practices them in commercial transactions. They have, however, become so ingrained in business custom that the wrong is not realized and here it is, the writer believes, that many well-intentioned merchants, little by little, undermine their credit.

The view point from which these statements are made is that of the wholesaler as touching upon his relation with the retail merchant, and it is hoped that a consideration of the subject may cause all who chance to read this article to cherish more deeply that priceless boon, a high commercial credit.

The methods employed by the merchant are conceded to be strictly his own affair, but the effects thereof are more far-reaching. To illustrate: The man who is known to keep books of accounts, not necessarily an elaborate set of books, but something from which he or others may obtain a correct and intelligent idea of the condition of the business, must command more confidence than his neighboring tradesman who does not keep books, or does so in such a manner as to be worthless as a record of business conditions and it does not matter whether the business is conducted on a cash basis or not. Careful book-keeping cultivates system and accuracy, both invaluable accomplishments in a business man.

Confidence in his ability to pay his debts will also be directly affected by the manner in which (if he does a credit business) he trusts out his merchandise and collects his debts. This is the one stumbling block over which thousands of merchants have fallen to financial ruin, and its importance as a factor in business must not be overlooked. It must be remembered that a certain class of accounts are not as good an asset as merchandise, and that the proportion existing between the merchant's stock on hand and the amount standing out will have much to do in determining his desirability as a credit risk.

The connection between this and credit may not at first be apparent, but when it is remembered that a carefully taken inventory acquaints the owner with his stock in trade and helps him to determine what goods are undesirable and should be sold and because of this knowledge helps him to buy intelligently, not exceeding his actual needs, then it may be readily seen how much this means to those who are lending him credit. Over-buying has been the first step toward bankruptcy in a great many instances.

This is an extremely important matter. A disproportionate amount of insurance excites suspicion and too little indicates a lack of appreciation of the risk involved. The right amount always kept in force creates confidence in the sagacity and ability of the merchant.

Neglect in this direction is hurtful because it can not but fail to create the impression that negligence is a habit and applies equally as well to matters of more importance. Business letters should receive prompt and courteous reply and particularly requests for the settlement of matured obligations. If a day's extension seems desirable it may almost without exception be obtained if asked for when bills are due and reasons therefor stated. In the credit world candor is the great essential, and courtesy is no less desirable. Promptness is a good ally of both, and all three are the ideal combination. This trinity of business virtues should be one of the qualifications of all who desire and expect credit.

It is unfortunate that there are merchants who have a prejudice against making a showing of their affairs over their signature because the refusal is so naturally and so justly construed as a desire to conceal existing conditions, and the inference can only be that those conditions are not favorable to the obtaining of credit. If it could only be borne in mind that the willingness to state facts begets confidence, while evasion and refusal excite suspicion, there would be less trouble in obtaining signed statements. What harm indeed can follow a simple telling of the truth? A merchant's position in regard to this question makes or mars his credit in a high degree.

At the beginning of this article reference was made to practices prevailing in business which could not be looked upon as fair or honest. Among these may be mentioned: Making unjust claims, returning goods, taking excessive discounts, refusing to pay interest, countermanding orders after goods are made, etc. There is much to be said on both sides in reference to these questions, but the principle involved is much the same and its application here may be made in a few words. The habitual practice of these things will not only gain for the merchant an unenviable

reputation as a man, but will positively impair his credit, just in proportion to the extent that he is found committing these little acts of commercial piracy while on the other hand he who avoids these things and in all his affairs keeps ever in mind that which makes for honesty and uprightness and fair dealing is building for himself an unsullied credit and insuring to himself an honored name.—George G. Ford in Keystone.

Eve may have had her troubles, but Adam never brought his friends home to dinner unexpectedly.

Hardware Price Current

Augurs and Bits

Snell's	60
Jennings genuine	25
Jennings' imitation	50
Axes	
First Quality, S. B. Bronze	7 00
First Quality, D. B. Bronze	11 50
First Quality, S. B. S. Steel	7 75
First Quality, D. B. Steel	13 00

Barrows

Railroad	17 00
Garden	32 00

Bolts

Stove	60
Carrage, new list	70&10
Plow	50

Buckets

Well, plain	\$4 00
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Butts, Cast

Cast Loose Pin, figured	65
Wrought Narrow	60

Cartridges

Rim Fire	40&10
Central Fire	20

Chain

Com.	7 c.	6 c.	5 c.	4 1/2 c.
BB	8 1/4	7 1/4	6 1/4	6
BBB	8 3/4	7 3/4	6 3/4	6 1/4

Crowbars

Cast Steel, per lb.	6
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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.	65
Corrugated, per doz.	1 25
Adjustable, per doz.	40&10

Expansive Bits

Clark's small, \$18; large, \$26	40
Ives' 1, \$18; 2, \$24; 3, \$30	25

Files—New List

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

Galvanized Iron

Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	28
List 12 13 14 15 16	17
Discount, 70	

Gauges

Stanley Rule and Level Co.'s	60&10
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Glass

Single Strength, by box	85&20
Double Strength, by box	85&20
By the Light	85&20

Hammers

Maydole & Co.'s, new list	33 1/4
Verkes & Plumb's	40&10
Mason's Solid Cast Steel	30c list

Hinges

Gate, Clark's 1, 2, 3	60&10
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Hollow Ware

Pots	50&10
Kettles	50&10
Spiders	50&10

Horse Nails

At Sable	40&10
Putnam	5

House Furnishing Goods

Stamped Tinware, new list	70
Japaned Tinware	20&10

Iron

Bar Iron	2 25 c rates
Light Band	3 c rates

Knobs—New List

Door, mineral, jap. trimmings	75
Door, porcelain, jap. trimmings	85

Lanterns

Regular 6 Tubular, Doz.	5 00
Warren, Galvanized Fount.	6 00

Levels

Stanley Rule and Level Co.'s	dis
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Mattocks

Adze Eye	\$17 00. dis
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Metals—Zinc

600 pound casks	7 1/4
Per pound	8

Miscellaneous

Bird Cages	40
Pumps, Cistern	75
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 75
"B" Wood's patent planished, Nos. 25 to 27	9 75

Broken packages 1/4 per pound extra.

Planes

Ohio Tool Co.'s, fancy	50
Sciota Bench	60
Sandusky Tool Co.'s, fancy	50
Bench, first quality	40

Nails

Advance over base, on both Steel and Wire.	
Steel nails, base	2 55
Wire nails, base	2 55

Base

20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	55

Rivets

Iron and Tinned	50
Copper Rivets and Burs	45

Roofing Plates

14x20 IC, Charcoal, Dean	6 50
14x20 IX, Charcoal, Dean	7 50
20x28 IC, Charcoal, Dean	13 00
14x20 IC, Charcoal, Allaway Grade	5 50
14x20 IX, Charcoal, Allaway Grade	6 50
20x28 IC, Charcoal, Allaway Grade	11 00
20x28 IX, Charcoal, Allaway Grade	13 00

Ropes

Sisal, 1/2 inch and larger	8 1/2
Manilla	12

Sand Paper

List acct. 19, '86	dis 50
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Sash Weights

Solid Eyes, per ton	25 00
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Sheet Iron

Nos. 10 to 14	com. smooth. com.
Nos. 15 to 17	3 20
Nos. 18 to 21	3 30
Nos. 22 to 24	3 40
Nos. 25 to 26	3 70
No. 27	3 80
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 and Buck	1 70

Shovels and Spades

First Grade, Doz.	8 00
Second Grade, Doz.	7 50

Soldier

1/4 @ 1/4	21
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The prices of the many other qualities of soldier in the market indicated by private brands vary according to composition.

Squares

Steel and Iron	65
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Tin—Melyn Grade

10x14 IC, Charcoal	\$ 8 50
14x20 IC, Charcoal	8 50
20x28 IC, Charcoal	9 75

Each additional X on this grade, \$1.25.

Tin—Allaway Grade

10x14 IC, Charcoal	7 00
14x20 IC, Charcoal	7 00
10x14 IX, Charcoal	8 50
14x20 IX, Charcoal	8 50

Each additional X on this grade, \$1.50

Boiler Size Tin Plate

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

Traps

Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Community, Hawley & Norton's	65
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	3 20
Barbed Fence, Painted	2 90

Wire Goods

Bright	80
Screw Eyes	80
Hooks	80
Gate Hooks and Eyes	80

Wrenches

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

Window Dressing

Useful Suggestions for the Inexperienced Trimmer.

A correspondent asks for more specific information regarding the use of rings of pasteboard in neckwear displays. The rings are cut from stiff pasteboard with an inside diameter of about an inch and a half. They are run on the bars at intervals that vary according to the amount of goods displayed. The outside diameter of the rings can be as large or as small as the trimmer desires, having regard to their strength and conspicuousness. The tie, an imperial or ascot, is drawn through the ring on the bar, and the ends then drawn from opposite sides through another ring, which hangs directly below it. This ring is used only for the purpose of confining the ends of the ties, and is not attached to anything but the ties. Rings of a smaller inside diameter could be used in a similar unit of display for batwing or butterfly ties. The larger ties could be spaced about a foot and a half on the bars and other articles displayed in the intervals. The smaller ties would naturally not be quite as widely spaced. These rings can also be used for a glove display by simply drawing a pair of gloves halfway through them and letting the upper end rest on the bar. By the use of this device small articles like gloves, handkerchiefs and neckwear can be displayed with an absence of stiffness that is very desirable. Rings can be made of an outside diameter of four inches and an inside diameter of two inches. If four holes are punched opposite each other in each ring and stout cord tied between the rings, passing through these holes, a sort of network of rings and cords can be formed, which, when colored or gilded, and securely fastened at its four sides in a frame or otherwise, can be used for the display of light articles.

For a small window it is often desired to employ window stands which occupy little room and which vary somewhat from the stands ordinarily used. A great variety of such stands can be made from wood, which, when painted white or stained neatly and mounted on supports of the proper height, are very useful in the display of neckwear of all kinds. For example, three intersecting circles of wood, mounted on a support about two feet in height. These circles are cut from wood about half an inch thick and are used for the display of De Joinvilles, which are drawn through them in various ways. Neckwear silks in the piece are very effectively displayed on a stand made after the fashion of five circles tangent to each other. The inside diameter of each circle is about four inches, and the outside diameter about five inches. The silk is drawn through the circle from the back and then spread out so as to form a puff. If one were to take a handkerchief by the center and then draw it half way through a ring and then flatten out the pointed end so as to give it a rounded effect, he would have the idea. Another stand can be made of strips of wood a half inch square, which are put together to form a lattice work, the whole stand being about two feet square and mounted with a back support like an easel. Such a stand can be stood on the floor of a small window and used in the display, particularly, of batwing and butterfly ties. The ties are drawn through it simply with their broad ends dependent in front.

In trimming windows with different lines of clothing which vary considerably in price it is very desirable, unless each suit or article has its own price card on it, to separate the lines as much as possible from one another. A man will often see a suit in a window that he wishes, and unless it is in a class by itself he takes it for less or more than it is worth, and the dealer has difficulty in explaining to him the exact state of the case. This is especially important in a large or busy place where time presses and where people are accustomed to doing things in a hurry. It is irritating for a man to rush into a store to buy something that has caught his eye, and then find out that he has wasted his time or must give more for the article than he expected to give. It produces a bad impression and often leads to the belief that the merchant has intentionally deceived him. Unless a man wishes to do just that thing he should exercise care in this respect when making up his trims.

A simple trim of underwear may be touched up in the following fashion: The window is arranged in step fashion and the shirts and drawers are piled upon these steps folded as they come from the boxes. After the piles have been arranged, three or more garments in a pile, narrow ribbons, two to each row of piles, are tacked from the bottom to the top of the window, passing over each pile and being tacked to each step so as to confine each pile of undergarments. These ribbons are tacked over the steps as a stair carpet is tacked in place.

It is always a pleasant thing to see handsome and gracefully arranged draperies in a store window. In some store windows where mirrors are employed in the background there is at certain times of the day too much of a reflection from them, and it is desirable to shade them. For this purpose draperies of thin silk hung in simple folds are very useful. Draperies of Indian cloths in dark colors are very good if well selected. It should be borne in mind that a window trim of goods for men should have a character essentially masculine. For this reason many effects that are possible and desirable in a woman's clothing trim are not desirable in a men's clothing trim. Blankets and steamer rugs are appropriate for backgrounds in a trim of men's goods, provided the color combinations be attended to.

If one has bolts of shirtings in stock they can be used with advantage in connection with the displays of fine underwear. Draped over window stands in loose, graceful folds, they afford a nice background for the display of fine undergarments. If the undergarments are white a shirting with blue stripings is a good background. If the garments are blue, a shirting that has white strongly predominant in it is good. The garments can best be shown in simple foldings, with a few boxes of the goods open in the window. For very fine goods a drapery of neckwear silk in the piece is a good adjunct. But it must be remembered that the goods must be exceptionally fine to be placed in connection and contrast with silk. Combinations of mercerized underwear with neckwear silks in the piece are good, as the goods themselves resemble silk.—Apparel Gazette.

It is claimed that Maryland's oyster industry is more valuable than her combined agricultural and mining interests.

"Cash" and Cupid.

He met her at the counter—
She presided o'er the wares,
And she sold the silks and satins
And such fine inline affairs.
She was willowy and charming,
With a subtle sort of dash,
And her voice was most alluring
When she sweetly caroled
"Cash!"

So he wooed her at the counter,
'Mong the grenadines and lace,
And he vowed that all the fabrics
Paled to cheapness by her face.
Oh, he wooed her and he won her,
With his airs and his mustache,
And he vowed he loved to li-ten
To her sweetly murmured
"Cash!"

Now, however, she still wishes
To surround herself with lace,
And with velvets, silks and satins,
And leads him a merry pace.
For she murmurs o'er the cutlets,
And she carols o'er the hash,
One insistent, constant solo
Whose recurrent then e is
"Cash!"

In all business affairs strive to gain and deserve a reputation for punctuality.

Geo. S. Smith

99 N. Ionia St.

Phone 1214

Grand Rapids, Mich.

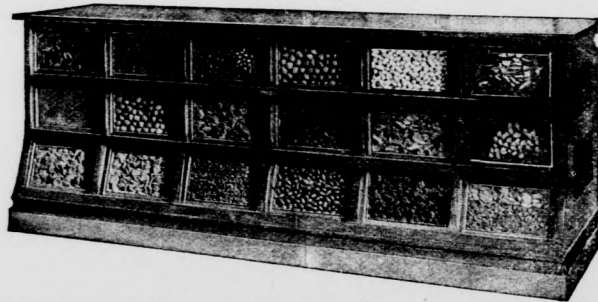
MAKER OF

Store and Office Fixtures

We make to order only. We make them right, too. Maybe you wish to know more about it; if you do, send in your plans and let me figure with you. If I furnish plans I charge a fair price for them, but they are right.

What you need is the Ideal Grocer's Counter

Protects, stores and displays goods perfectly. A solid substantial counter, in all lengths, which employs the space underneath to store and display goods.

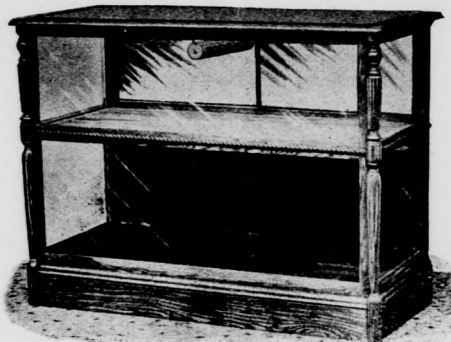


Adds orderliness, saves time, space and steps. For particulars and mighty interesting prices address the patentees and sole manufacturers,

SHERER BROS., 33 and 35 River Street, Chicago, Ill.

GRAND RAPIDS FIXTURES CO.

Cigar
Case.
One
of
our
leaders.

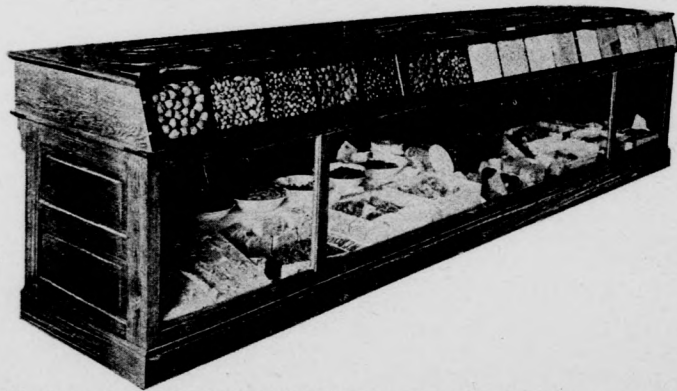


Shipped
knocked
down.
First
class
freight.

No. 52.

Description: Oak, finished in light antique, rubbed and polished. Made any length, 28 inches high. 44 inches high. Write for illustrated catalogue and prices. We are now located two blocks south of Union Depot.

Cor. Bartlett and South Ionia Streets, Grand Rapids, Mich.



The above cut represents our grocery display counter. These counters should be seen to be appreciated. We build them in three different ways, all having a similarity in design.

No. 1, like above cut, is fitted with plate glass, has 16 display fronts, and a paper rack the entire length, below that sliding doors. Quarter sawed oak top 1 1/4 inches thick. The projectiles both front and back are so arranged that the feet never mar the wood work. It is handsomely finished built in 10 and 12 foot lengths. With parties contemplating remodeling their stores we solicit correspondence as we will make special prices for complete outfits of store furniture.

McGRAFT LUMBER CO., Muskegon, Mich.

CHINESE CHARACTERISTICS.

Means by Which American Trade Can Be Increased.

The Chinese are a far different people from what we have pictured them to be. We hear them spoken of as besotted, benighted, treacherous and unreliable heathen; a mercurial, changeable and trifling people. But such are not the facts. To be sure they are close in making a bargain, but when they have made a bargain it is their nature to stick to it religiously. They may crawl out of a very small hole, but there should be no holes in a business contract. "Plain at first, afterward no dispute," is the prudent aphorism of the Chinese. If there is a misunderstanding, however, they will instantly and without apparent effort drop on it and invariably take advantage of it. That is business. They are acute and careful merchants, patient, faithful and diligent workmen and servants, and, above all, they are great lovers of family, relatives and home.

The entire population of China is divided into four classes, viz. scholars, farmers, artisans or workmen, and merchants. In social rank the scholars stand highest, as brains control ideas. The agriculturist comes next, because he produces something out of nothing. The artisan comes third, because by hand and brain he brings into usefulness material that would otherwise remain crude and worthless. The merchant comes last, for the reason that he neither produces nor increases the inherent value or usefulness of anything. He simply trades upon the needs and labor of others. No man is more cautious, shrewd and exact in his business affairs, however, than the average Chinese merchant.

As a race the Chinese are peaceable, quiet, unassuming, more of the philosophic nature than of the enthusiastic, and seldom enter upon a route the end of which is invisible. As a nation they excel all others in politeness. They have brought the art of lubricating the friction which is sure to arise in the intercourse of man with man to such a perfection that they are polite to the greatest degree imaginable. They seldom if ever intentionally make a disagreeable or offensive remark.

Schools are to be found in every city, village and hamlet throughout the Empire. The public sentiment in favor of education is universal, and it is a reproach to any parents, however poor, if they neglect to send their sons to school. The sound instruction, pure morality and wise and judicious counsel to be found in Chinese school books is astounding.

In speaking of Chinese merchants, a former member of the United States Legation at Peking said: "They are shrewd, sagacious, enterprising, and, as a class, upright and honorable. They realize fully the importance of a reputation for commercial integrity and scrupulously maintain their credit." They delight, however, in broad generalities and a bargain is a contest of wits in which the keener wins. Generally speaking the co-operative system is in vogue throughout the Empire. Every person engaged in a trading firm, from the proprietor down to the errand boy, has his share of the profits, which are carefully graded to correspond with the position he holds.

The partners and their supernumeraries eat, drink and sleep together as members of one family, and are thus allied for

a common purpose, which, to a great extent, destroys unfriendly influences.

The same may be said of household servants. Chinese residences are built in an enclosure surrounded by a high wall with but one entrance, at which an attendant is present at all hours. This attendant demands a commission on everything that is purchased and brought to the house. This commission is termed by those who suffer from it a "squeeze," but it should in no way be so considered, as the money so collected is distributed among the servants of the household according to their positions, which, considering what they are paid by their employers, is little enough.

When speaking of servants I will reiterate that, as a class, Chinese servants are without doubt the best in the world. They are attentive, quick, prompt, faithful and seldom complain of hard work or late hours. They are exceptionally honest, and have a keen sense of responsibility. All household effects, valuables, and even money can be left in their charge with perfect confidence. They are modest, decorous, and chaste in their domestic life. Their home ties are stronger than those of any other nationality on earth. How can such people be very bad and unworthy citizens?

Compared with the degraded classes who come from European countries to the United States, they are angels.

But to return to trading. You must show a Chinese merchant what you want to sell him. He must "look see," then "can tell" whether he wants to buy or not. He can not be made to comprehend a thing he does not see. I went to China to build railroads. I was advised by mandarins high in office and by Chinese merchants to show an example of our railroads. "Build," said they, "one mile of railway and equip it with a locomotive and other rolling stock and let us see what they are like." I scorned and laughed at the idea, when if I had complied with their wishes I would have been building railways there to-day.

As matters now stand they are getting samples of railway supplies from all countries. In railway materials and supplies America can compete with the world and give the best and least expensive to operate for the least money. Japan has learned that from experience, and China will follow.

To show the Chinese illustrated and descriptive catalogues is a waste of time. They are accustomed to buy from rigid inspection, therefore samples or specimens of goods and wares must be shown them, so that they can feel of them and know that they exist. For this reason, if not for equal rights with other foreigners, Chinese, other than laborers, should be admitted within our borders the same as people from other nations, that they may see what we manufacture and have for sale.

By a recent ruling of the Attorney-General of the United States, which is now acted upon by the Treasury Department and by all of the customs collectors, the only Chinese who are exempt are officials, teachers, students, merchants and travelers for curiosity or pleasure. All other classes of Chinese, as well as the coolie or laboring class, are prohibited from coming to the United States. This excludes physicians, bankers, brokers, clerks, architects, lawyers, professors, school superintendents, book-keepers, managers, etc. Surely this must be clearly against the

intention of the Congress and the people of the United States.

In addition to modifying the Exclusion Act, a permanent exhibition of our goods and wares should be established at Shanghai, or its suburb, Woosung, which is destined to be the great commercial mart of China.

The proposition to establish an American-Chinese Chamber of Commerce at Shanghai, where both American and Chinese goods could be shown to advantage, would, to my mind, be the most practical method of increasing our trade quickly and permanently not only with China but with the whole Orient.

Such an institution should have the support of every prominent manufacturer in the United States and every exporting and importing merchant in China.

American manufacturers should be represented in China by American agents and not by unnaturalized citizens who claim to be Americans simply for the purpose of gain, when at heart they would cut our throats as they now do in business whenever and wherever opportunity occurs, no matter what their promises have been.

So here it is in a nutshell. If the United States wants to increase its trade and commerce with China, let Congress repeal, or at least modify, the Chinese exclusion laws, and make an appropriation of \$250,000, to be repaid in thirty years with interest at 2 per cent. per annum, for the purpose of erecting and maintaining a permanent exhibition upon the United States reservation at Shanghai, to be conducted under the auspices of some institution whose sole object it is to develop our trade and commerce in that part of the world. We must show them our goods and conform

to their methods and ways of trade to as great an extent as we can consistently if we would gain their confidence and patronage; and, above all, we should treat them with the respect that is due to a great and ancient race that has preserved its national fabric unbroken for centuries.

The fabric will not disintegrate, neither will the Empire be divided up. Not that the government is incapable of being overthrown, but it is a cube, and when it capsizes it simply falls upon some other face, and to external appearances, as well as interior substance, is the same that it has always been. Repeated experience of this process during the past 4,000 years has taught the Chinese that this result is as certain as that a cat will fall upon its feet, and the conviction is accompanied by almost implicit faith in the divine wisdom of those who planned and built so wisely and so well.—M. R. Jeffers in American Trade.

Medicine is the doctor's apology for not being able to conciliate outraged Nature.



ALUMINUM TRADE CHECKS. \$1.00 PER 100.

Write for samples and styles to

N. W. STAMP WORKS, ST. PAUL, MINN.

Makers of Rubber and Metallic Stamps

Send for Catalogue and Mention this paper.

Bryan Show Cases

Always please. Write for handsome new catalogue.

Bryan Show Case Works, Bryan, Ohio.



100 Candle Power Single Burner.

Brilliant SELF-MAKING Gas Lamp

A Good Thing to Handle and to Show off Stock to the Very Best Advantage.

It's not expensive and is within reach of everybody. Has no complicated parts or objectionable features. Never out of order. Always right and ready for use.

Its steady, pure, incandescent light has a wonderful effect in making the store look cheerful and enticing, and brings colors and luster that no other lamp will.

Big profits to dealers. Brighter than electricity or gas. Cheaper and safer than kerosene.

Approved by the Insurance companies. Guaranteed by the manufacturers of 35 years in the lamp business.

It's the pioneer lamp, and more of them are in use than all other Gasoline Lamps combined.

It will pay you to write at once to secure the agency for your district.

Brilliant Gas Lamp Co.,

Geo. Bohner, Agent.

42 State St., Chicago.

RUB-NO-MORE

Handled by all Jobbers.

Sold by all Retailers.

SUMMIT CITY SOAP WORKS, Fort Wayne, Ind.

Woman's World

Where the Punishment Always Fits the Crime.

The beautiful old legend of Pygmalion and Galatea— of the sculptor who made a statue of such exceeding beauty that he spent his life in worshipping his own creation—has just had a curious repetition in real life with a distinctly modern ending. A Cleveland, Ohio, woman is suing her husband for divorce, and she testifies that the conscienceless creature who destroyed the peace of her home and roused the demon of jealousy in her breast is none other than a wooden image.

According to the plaintiff, for the first ten years after her marriage, life was a dream of bliss. Then her husband took to wood carving. He unveiled his work one day and she beheld the exquisite figure of a woman which he had fashioned. It was the beginning of trouble. Like most amateurs, he was filled with an inordinate admiration and vanity in his own work and spent hours gazing enraptured upon it. As if this was not sufficient to rile a woman, he bought clothes—swell clothes—much finer than he gave his wife, in which he robed his statue. The man must have been as much of a blockhead as his wooden image to think that any flesh and blood woman was going to stand such treatment. She didn't. She applied at once for a divorce.

A cynic might say that any woman who had no rival but a dummy might think herself lucky and give thanks according to her mercies. Unhappily, there are so many wives—God pity them—who have real cause for that jealousy that makes the tragedy of a life and is a passion as dark and cruel as can tear the human heart that there seems no reason why any woman should go out of her way to borrow trouble on that score. They do, however. Women are adepts at imagining things, and because one is jealous doesn't necessarily imply there is the slightest reason for it.

We have all seen the ridiculous spectacle of wives who were married to men who were just as domesticated as the hearth rug—men who were old and bald-headed and commonplace and uninteresting and whom no other woman on earth wanted or would have had—yet who could not see their husbands pay another woman the commonest civility without getting perfectly green with jealousy and who would have a fit if they caught a glimpse of a feminine handwriting in their husband's mail. Such women degrade themselves and dishonor their husbands, and the only comfort the rest of us can get out of it is that their imaginations cause them just as much suffering as anything real could. Jealousy is one thing where the punishment always fits the crime, and a woman with a suspicious disposition in good working order can make herself just as miserable over a wooden image as she could over a live Cleopatra.

Fortunately for the peace of the world, most women have enough vanity to feel that they need not dread the fascinations of a rival and, as a matter of fact, they have little cause. The average man, in America at least, exhausts his supply of romance on his own courtship, and as soon as he is married he is glad enough to settle down to business and leave flirtation to the unattached, where it belongs. This ought to bar out jealousy with all its hopeless and useless pangs from our daily life,

but it doesn't. The sad and incontrovertible fact remains that if Providence won't give a woman a trouble she manufactures one for herself. Deprive her of her natural rival and she will set up a wooden image of some sort to worry over.

Perhaps the commonest of these is business. In their heart of hearts most women have a vague jealousy of their husband's occupation. They resent the fascinations of the office or store which absorbs nearly all of his time and most of his thoughts and interest. A wife feels that she has a genuine grievance when John breaks an appointment with her to meet some man for no better reason than that he wants to buy something or sell something, and she considers she is called on to make an undeserved sacrifice when he wants her to economize in the home in order that he may expand in the store. If the truth were known, nearly every wife is secretly convinced that her husband doesn't work half as hard as he makes out, and that the only reason he doesn't come home earlier and go off with her in the summer is because he prefers the society of his clerks to hers and can't tear himself away from the diversions of the office. There can be no doubt that one of the reasons why men so seldom confide their business affairs to their wives is to be found in this resentful attitude of women towards their husband's occupation. All that they observe is that it is a rival to whom even they must give way. Few have the sympathy to see the situation from his point of view. Fewer still the sense to realize that if a wife is jealous of business, business is a more jealous mistress still and one who punishes a half-hearted devotion with failure.

It is the same unreasoning spirit, not a whit less idiotic than the woman who was jealous of the wooden image, that leads so many women to antagonize all of their husband's outside interests and pursuits. They give in to business because they have to and their own comfort depends on it, but it is generally all up with a man when he marries, if he has any special fad. As a bachelor he may have been a clever amateur photographer. His wife is dead sure to object to the smell of chemicals and she doesn't see any sense in spending so much money and time on silly pictures, anyway. He may have been a devoted dog lover. Count on her loathing dogs in the house and never resting until he gives his dear old Juno to some friend who is still at liberty to do as he pleases. He may have been an enthusiastic collector of stamps, coins, old weapons, books. It doesn't matter. She draws the line at whatever he wants to do and has nothing but contempt for his hobbies.

What is at the bottom of this? Nothing on earth but a petty jealousy. He's interested in something beside herself. And she resents it. It's a taste she didn't inspire and she's determined to suppress it. It's something she doesn't enjoy and she's not going to have the house cluttered up with it and money wasted on it. That it is something dear to the soul of the man cuts no figure in the matter. We all know that the chief duty of a wife is to reform her husband's personal peculiarities and police his taste. It is foreordained that every man must sacrifice his fads to his wife, and so universal is this attitude that when we see a man who is permitted to indulge himself in his hobbies after he is married—whose collections are treated



The Guarantee of Purity and Quality in Baked Goods. Found on every package of our goods.

Good goods create a demand for themselves. It is not so much what you make on one pound. It's what you make in the year.

National Biscuit Co.

Grand Rapids, Mich.

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.

with respect and sympathy—we feel that volumes could not say more in testimony of the wife's breadth and liberality of character.

Worst of all is the jealousy with which most women regard their husband's family. A young wife seems to always begin her married life under the settled impression that her husband's people are united in a conspiracy to wean him away from her and that her only chance to keep him is to separate him from them as quickly and completely as possible. Nothing could be further from the mark. Nobody has designs on him. Nobody begrudges him to her. She doesn't realize it, but a man's mother and sisters are just as anxious for him to be happy as she is, and they have sense enough to know that they wouldn't contribute to that end by fomenting trouble between him and the woman he has married.

What must be the shallow heart, the ungrateful and unfaithful soul of the man who can ever forget or cease to adore the mother who bore him, who has made unnumbered sacrifices for him and surrounded every moment of his life with her devotion? A man who can neglect his mother is worthy of no woman's affection, yet I have seen a silly little bride in hysterics because her husband insisted on going to see his mother when she wanted him to do something else, and I know plenty of men who wouldn't dare to even mention their mother's pies in their wife's presence, for fear of the storm it would raise.

There is nothing more cruel in life than this jealousy the young wife so often shows of a man's love for his mother, because the end is so inevitable. The mother being the older, the

wiser and loving the better, does the only thing possible for the man's happiness—she drops out of his life and sees the child she has nursed and loved and prayed over gradually estranged from her.

It is a platitude to say that a man's friends before marriage are his own. After marriage they are his wife's. The suspicion a bride entertains of her husband's family she extends to his friends and she generally starts on a freezing out process with them. Nothing could exceed the persistent hopefulness with which men face this discouraging situation. Every man has at some time gotten the marble heart from some friend's young wife, but he believes he is going to be the exception that proves the rule and that his wife is going to take all his old friends to her heart. What a cordial invitation he extends to his chum: "I say, Bill, old man, I'm going to fix you up a room in our house and you are not to stand on ceremony. Just drop in for pot luck any time. Maud knows all about you and we'll break a bottle and have a smoke and talk over old times, etc."

With equal hopefulness he assures the few women who have been kind to him, and to whom he is grateful in a pathetic, helpless, man-kind of a way, how Maud will love them and how he's told her how many happy evenings he has spent with them, etc. In his innocent heart he really believes that he is telling the truth and looks forward to an impossible date when he shall enjoy his friends and his wife together. The friends know better, but because they like the man they make an effort to be friendly with his wife. She receives them with a welcome that makes the Klondike seem like a winter resort and, after a

few abortive trials, they give it up. Life isn't long enough to persuade a bride that a man's men friends aren't trying to entice him away from home to spend his evenings in riotous debauchery or that her husband wasn't in love with every woman he ever knew before he met her. Of course, nothing could be sillier, but trouble is wrought by want of brain as well as want of heart.

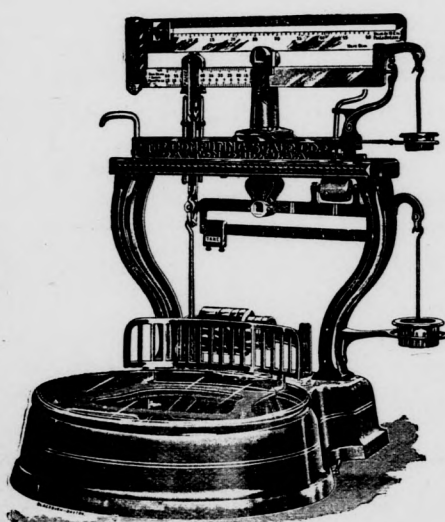
Women would save themselves and other people some very unpleasant quarters of an hour if they would only rise superior to this baseless and causeless jealousy. The Cleveland woman isn't the only one who has let a wooden image break up a happy home. There are others.

Dorothy Dix.

Tells His Troubles to His Dog.

There is a mean man in this town who never scolds his wife when things go wrong in their household. Instead he tells his troubles to his dog. He says that is the best way. He watches for some time when his wife is sitting quietly down reading a book, and then, in place of brutally reminding her of her faults and shortcomings, as some men might, he addresses the dog. "Come, Fido," he says, "let's go up in the attic and take a smoke. Of course, it's pretty cold up there, and it isn't much fun to a tired man to have to walk up and down, but it's better than being scolded for smoking up the curtains. We didn't think about that in the old days, before we were married, when we used to picture the nice, quiet evenings we would have, with a good cigar or a pipe, before our own fireside; but, gee, we know lots of things now about women—and curtains—we didn't dream of then, don't we, Fido? That was a miserable dinner to-night, wasn't it, Fido?"

The soup had all the flavor of dishwater and the roast was burned to a crisp and the pudding tasted like luke-warm glue; but we aren't complaining. You couldn't expect a woman to look after her housekeeping and to take any interest in making a mere man comfortable, when she is writing a paper on 'The Heathen Myths of the Twenty-fifth Century,' and is chairman of the meeting for 'The Suppression of Decollete Dresses Among the Filipinos.' The bills last month were something frightful, too, weren't they, Fido? But that's all right. Somebody has got to enrich the grocer and the meat man, and a woman who is giving her mind to acquiring the science of whisk can't be bothered with such details as keeping an eye on what the cook does and how much bone the butcher can weigh in on a steak. We beg pardon, don't we, Fido, for mentioning the same circumstances over again for the forty-seventh time; but the rips in our coat sleeve lining haven't grown up since last week and we are still pinning our suspenders and trousers together with a safety pin. Not that it matters, of course. It would be nice, too, wouldn't it, Fido, if we were given a place in the clothes closet or the bureau, just a little, teeny, weenty place for our very own, where we could be sure of finding a necktie that wasn't mixed up with curling papers and hairpins and powder rags. We'd be awfully happy, too, wouldn't we, old doggie, if somebody thought it was just as much worth while to put on her pretty frocks for us, and would take just as much pains to be entertaining and charming for us as she does for company. Of course, it's good for our soul to hear our faults, but we don't enjoy it, and nothing on earth would make us tell her of any of hers, would it, Fido?"



Improved Majestic Money-Weight Scale.

WHEN TROUBLE OVERTAKES YOU.

When trouble overtakes you in your business cares and strife,
And things get kinder whopper-jawed in everything in life,
Just stop and ask the reason, and you'll find it never fails
That the cause—if you're a grocer—is somewhere in your scales.

Opening store up bright and early ain't the only thing that wins
When a fellow's out for profit, for your trouble just begins
When you start the wheels of business weighing out the things you sell
If you try to use old methods and hope to get on well.

There's a system they've invented that they call the Money-Weight,
That seems to set things right and sort of regulate
This trouble that has kept men poor and robbed them all day long,
And it's just a simple method that prevents your weighing wrong.

This king of all the Systems grabs a dollar by the hand—
Of course that's metaphoric, but you seem to understand—
And it swoops down on a penny just like a bird of prey;
It doesn't seem like it's restful 'till that penny's stored away.

Now the moral that this teaches isn't hard to demonstrate,
If you want a paying business you must use the Money-Weight.
It's a simple little system, handling everything that's sold,
Just as if the goods were money and every cent was gold.

THE COMPUTING SCALE CO., Dayton, Ohio.

Poultry

Plenty of Poultry—Low Prices Probable.

Thanksgiving will occur November 29, and as we approach the holiday the interest in the probable supply of poultry and prices which will prevail increases. As told in our previous issues the indications all point to a large supply as the crop is heavy, generally being estimated at about 25 per cent. more than last year. The weather, however, has been warm and summery and the turkeys in most sections have not fattened up as they would have done had the weather been cold enough to prevent them from running extensively. Shippers generally realize that it is unprofitable to market stock when thin and poor and not in condition, as it can not be put in cold storage and held as with the later holidays, but has to be forced out and prices realized are often so low that loss is inevitable and therefore the probable conditions and prices are most difficult to forecast, as there is no way of estimating what proportion of the crop will be marketed. In some of the leading turkey sections, particularly Ohio, the condition of the poultry is reported as fine and taking everything into consideration there is little doubt but that a full supply will be marketed for the first holiday.

Taking this for granted it is reasonable to suppose that a low range of prices will prevail for the average run of stock, possibly not over 12@12½c—higher for fancy—and shippers should therefore exert themselves, even more than usual, to take advantage of everything which may add value to their shipments.

In the first place stock should not be bought at prices which are too high to be safe. Competition is keen to secure the poultry, but it would seem that shippers would be better off in buying light and making a reasonable profit than buying heavy and shipping to net them a loss. Even if customers and trade are lost is it not better to follow this policy than to operate extensively and have the balance on the wrong side after the holiday has passed? Do not let your judgment be over-ruled by the prices paid by your competitors, but let them have the business with the losses when prices go above a safe operating basis.

With a full supply it is urged that special care be given to selecting and preparing the poultry. Appearance is a great deal in selling and shippers should aim to have their goods make a favorable impression on the buyer when the package is opened. The best looking stock is always the quickest sold and at the best prices. Fancy stock has a big outlet, retail dealers wanting it to dress up their stands and stores, and there is never a surplus of the very highest grade, suitable for this purpose. On a weak or unfavorable market, too, it is the poorer grades which hang fire and which have to be cut in price to attract buyers rather than the high grade poultry.

After the shipper has secured his stock and used care and caution in dressing, the next thing to decide upon is the market and firm to which the goods are to be consigned, and unless judgment and consideration are given this matter, which, by the way, receives too little attention, the care previously given the poultry may be for nothing. With the market the shipper wants to take into consideration the freight and expense of placing the goods

there and the outlet the market has. Many shippers think that they can do better by shipping to the nearest large market as the freight is so much less. They would not consider shipping to distant markets because they are too far and it costs too much to get the stock there. The fact is that the demand is so much greater in the large markets that prices rule higher than at other points, which usually more than pays for the increased cost of shipping.

Whether a commission house advises high or low prices it is little more than a guess and the conservative firms who advise just as they see the situation will get just as much and perhaps more than those who have ideas high before the stock reaches them. An old trick of the snide houses is to quote away up and draw shipments their way and it is often the case that the firms over-quoting the market the most are the ones who sell the cheapest. The strong, substantial houses will not use these methods but give the situation and outlook as they believe it is or will be.

On all holiday markets there is more or less poultry that comes in after the best trade has been supplied and naturally it has to sell at a lower price than would have been realized had it been here a day or perhaps a few hours earlier. This is not always the fault of the shipper as the transportation companies are taxed to their utmost and find it impossible to deliver stock as promptly as ordinarily. It is perhaps in order therefore to again caution shippers to time their poultry to reach here a little early, allowing for slight delays in transit. It is better to be a day early than an hour late. The local trade often hold off and shop around until the last minute in hopes of bearing the market down, but out-of-town buyers have to have their stock early, so that buying will doubtless be active all of Thanksgiving week.—N. Y. Produce Review.

Evidently Thinking of Chas. L. Pettis & Co.

Those making a business of shipping poultry or other produce throughout the entire year keep pretty well in touch with the conditions at the markets they patronize and are rarely caught by irresponsible firms, but many shippers send stock to market at holiday times only or during a short period in the winter. These are the "lamb" whom the dishonest commission men try to "fleece" and this is the time of year which they select to do it. The methods employed by these firms vary, but all have liberal inducements to catch the shipper. Some of them manage to keep within the law by making small returns, while others buy stock outright and thereby escape the law relative to the commission business, operating in such a manner that the shipper who is robbed has redress only by civil action; and even if the cases are won there is little chance to recover anything. One method often employed is to advertise extensively in country papers throughout the shipping districts, agreeing to pay for such advertising quarterly or by giving notes and before the period arrives for paying same the holidays have passed, the shippers have sent their poultry and the receivers have cleared out or moved to another part of the city to operate under new names. These papers are such a distance from the market that they rarely look the firms up, but run their advertisements and talk nice about them in their news columns, whereby the farmer is led to give them a trial.

There are plenty of first-class and honorable commission merchants in New York to whom goods may be consigned with assurance of receiving in return their full value, and shippers should satisfy themselves fully as to the standing of a house before consigning.

WHEN YOU WANT

A good produce house to do business with drop a line to us and get honest quotations.

F. J. SCHAFFER & CO.,

Leading Produce House on the Eastern Market.

DETROIT, MICH.

R. Hirt, Jr.

Wholesale Produce Merchant

Specialties, BUTTER, EGGS, CHEESE, BEANS, ETC.

34 and 36 Market Street.

Cold Storage 435-437-439 Winder Street, DETROIT, MICH.

References: City Savings Bank, Commercial Agencies and trade in general.

BEANS===BEANS

WANTED—Beans in small lots and by carload. If can offer any Beans send one pound sample each grade and will endeavor to trade with you.

MOSELEY BROS.

Jobbers of Fruits, Seeds, Beans and Potatoes

26, 28, 30, 32 Ottawa Street

Grand Rapids, Michigan

BEANS PEAS

We are buyers of ALL KINDS and grades, good or poor. If any to offer send large sample and we will make bid for them.

WANTED---CLOVER AND ALSYKE

Mail sample; state quantity. We are always in the market. Will pay full value. Try us.

ALFRED J. BROWN SEED CO.

24 and 26 N. Division St., Grand Rapids, Mich.

Seed Merchants

WHOLESALE

OYSTERS

In can or bulk. Your orders wanted.

F. J. DETTENTHALER, Grand Rapids, Mich.

W. C. REA

28 YEARS' EXPERIENCE

A. J. WITZIG

REA & WITZIG COMMISSION MERCHANTS In Butter, Eggs, Poultry and Beans

180 PERRY STREET, BUFFALO, N. Y.

References: Commercial Bank, any Express Company or Commercial Agency.

IMMEDIATE RETURNS

We want

BEANS

in carlots or less. We wish to deal direct with merchants. Write for prices.

G. E. BURSLEY & CO., FT. WAYNE, IND.

ESTABLISHED 1890.

Hermann C. Naumann & Co. Wholesale Butchers, Produce and Commission Merchants.

Our Specialties: Creamery and Dairy Butter, New-Laid Eggs, Poultry and Game. Fruits of all kinds in season.

388 HIGH ST. E., Opposite Eastern Market, DETROIT, MICH. Phone 1793.

REFERENCES: The Detroit Savings Bank, Commercial Agencies, Agents of all Railroad and Express Companies, Detroit, or the trade generally.

BANK IS BOGUS.

Exposure of Daniels & Co. Fully Sustained By Investigation.

The prediction in the Tradesman of last week that the banking house of Daniels & Co., of New York, is a myth is proven true by subsequent investigation, which reveals the facts that no bank of that name is in existence; that the man who conducts a brokerage business under the style of Daniels & Co. has no financial responsibility at the present time, having made a disastrous failure at Dayton, Ohio, a few years ago, losing all he had and involving his father to a considerable extent. His father is said to have left about \$25,000 in trust for him, he receiving nothing but the interest. His business is of a promoting character, which does not require any particular amount of capital.

Anent this subject the Tradesman has received the following letter from a long-time patron of the paper:

Enclosed herewith find \$1 to continue the Tradesman to our address another year. We ought to send you \$40, instead of \$1, because your timely exposure of Pettis & Co. saved us that much, but as you are satisfied with \$1 and we make \$39 on our investment of \$1, we will pass the remainder to the credit of Tradesman good will account.

One of the things we are unable to understand is how you can spot a fraudulent commission house or bogus bank so quickly and unerringly. We have come to rely on your judgment, because you have never led us astray nor caused us needless alarm by condemning a house which did not deserve exposure. You must have some invariable rule by which you are able to determine almost immediately whether a house is worthy of the confidence of the trade or entitled to the scathing denunciation you indulge in when you find it necessary to warn your readers against it.

It is a fact that the Tradesman has come to place implicit reliance on certain earmarks which enable it to form a reasonably correct conclusion as to the worthiness or unworthiness of a commission house. While it is true that no rule is infallible and that circumstances which present a most suspicious appearance can frequently be explained in a manner which leaves no doubt as to the good intentions of the house thus hampered, it is none the less true that a fraudulent concern will surely betray its true character by some false step, so that a correct diagnosis of the situation may be made by the careful observer.

Take the case of the Daniels & Co. letter, for instance:

This is to certify that we have investigated Messrs. Chas. L. Pettis & Co., buyers of country produce, and find them to be worthy of all credit and financially able to fulfill any contract that they might make, and cheerfully recommend them to all dealers in produce, as a sound financial house to sell to.

No reputable banking house would utter such a sweeping recommendation of any commission house—much less one which had no rating and was composed, in whole or part, of men who were yet awaiting their discharge in the bankruptcy court. Although this circumstance in itself was enough to convince the Tradesman of the fraudulent character of the endorsement, the exposure was not made on circumstantial evidence alone, but a couple of dollars was expended in communicating by wire with a large New York banking institution, which immediately sent out a clerk to investigate the character of the house under suspicion. When word came back that no such bank was to be found in New York, the Tradesman felt no hesitation in cautioning its readers

to beware of a house which would resort to so flagrant a fraud to deceive the public.

Statistics of the Filled Cheese Industry.

In the latter part of 1896 there went into effect a law of Congress imposing special taxes on filled cheese and placing its manufacture and sale under the supervision of the Treasury Department. Operations in this commodity are reported by the Commissioner of Internal Revenue.

The law defines filled cheese as "All substances made of milk or skimmed milk with an admixture of butter, animal oils or fats, vegetable or any other oils, or compounds foreign to such milk and made in imitation or semblance of cheese."

Any such article must comply with the provisions of the law and the regulations of the Treasury Department which the law authorizes. Taxes are imposed as follows:

All filled cheese is taxed 1 cent per pound.

Manufacturer's special tax, \$400 per annum.

Wholesale dealer's special tax, \$250 per annum.

Retail dealer's special tax, \$12 per annum.

From the time the filled-cheese law went into effect until the last of April, 1898, the production was principally for domestic use and the amount made varied considerably from month to month. The largest monthly output during the last four months of 1896 was 61,900 pounds in October; the smallest, 20,428 pounds, in November. In both March and April of 1897 the output exceeded 300,000 pounds? In February, June and December it was more than 200,000 pounds; in the other months it exceeded 100,000 pounds, except in July and August, when none was made. In 1898 the monthly production gradually fell from 230,684 pounds in January to 143,406 pounds in April, and this was the last month, when it was withdrawn for domestic use. None was made in May, 240 pounds were produced for export in June, then no more was made until December, when 71,856 pounds were produced for export. The monthly production from January to June, 1899, varied from 223,830 to 335,065 pounds—all for export.

Although the production by months has been very uneven the total annual production has not varied greatly, the largest amount being nearly 1,700,000 pounds in the last fiscal year (1899).

There are five manufactories of filled cheese and they are all located in Illinois, and practically all of the internal revenue receipts, which amount to from \$16,000 to \$10,000 per year, are collected in that State. One retail establishment in the District of Columbia is reported to have paid a tax in the last fiscal year, but it does not appear that any filled cheese was sold there.

R. A. Pearson.

Possibilities of Mixed Advertising.

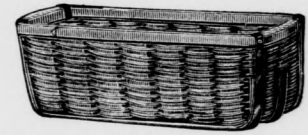
The man who advertised, "We mourn the loss of our illustrious father, but we still sell pants at \$3.50 and up," represents a class of tradesmen who appreciate the value of advertising. The latest addition to their number is a citizen of Alabama, who utilized an "engagement notice" to call attention to the fact that he was "the inventor of the champion suspender buckle." This innovation in the style of advertising may lead to a radical change in matrimonial notices and we may soon learn through that medium of the engagement of "Dr. John Smith, who makes diseases of the

throat a specialty and never charges a cent until the patient has been cured," or of "Thomas Brown, who has been nominated for the office of alderman and who promises, if elected, to remember his friends," or of "Moses Cohn, who has just received a new line of hardware at his place of business in Essex street." Death notices, also, which have varied little in style for many years, and which at best are careless, might be reformed in keeping with the ideas of the suspender buckle inventor by the introduction of a dash of business vivacity. The possibilities in this direction are great, and when the system has become established it should unquestionably be credited to the enterprising benedict from Alabama.

No Set of Rules.

Good advertising can not be done by any set of rules. Each case is a law unto itself. The product, the people and the conditions must all be studied, and the advertisement made to fit.

Balloo Baskets Are Best



Is conceded. Uncle Sam knows it and uses them by the thousand.

We make all kinds.

Market Baskets, Bushel Baskets, Bamboo Delivery Baskets, Splint Delivery Baskets, Clothes Baskets, Potato Baskets, Coal Baskets, Lunch Baskets, Display Baskets, Waste Baskets, Meat Baskets, Laundry Baskets, Baker Baskets, Truck Baskets.

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich.

GRASS SEED, PRODUCE, FRUIT, ETC.

POULTRY, EGGS, ETC.

We handle everything in the line of Farm Produce and Field Seeds. Our "Shippers' Guide," or "Seed Manual" free on application.

Established 1884 **THE KELLY CO.,** 150-152 Sherif Street Cleveland, Ohio.

References: All mercantile agencies and Park National Bank. WANTED: 1,000 Bushels White Rice Pop-Corn.

F. CUTLER & SONS, Ionia, Mich.

WHOLESALE DEALERS IN

BUTTER, EGGS AND POULTRY,

Write or wire for highest cash price f. o. b. your station. We remit promptly.

Branch Houses. ESTABLISHED 1886. References. New York, 874 Washington st. State Savings Bank, Ionia. Brooklyn, 225 Market avenue. Dun's or Bradstreet's Agencies.

J. B. HAMMER & CO.,

WHOLESALE

FRUIT AND PRODUCE DEALERS

Specialties: Potatoes, Apples, Onions, Cabbage, Melons and Oranges in car lots.

125 E. Front Street, Cincinnati, O.

References: Third National Bank, R. G. Dun's Agency, Nat'l League of Com. Merchants of U. S.

We Buy and Sell

Potatoes, Apples, Onions, Cabbage

In carlots or less Correspondence solicited. Write for terms and prices

Vinkemulder Company,

Grand Rapids, Mich.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

Butter, Eggs, Poultry, Game, Dressed Meats, Etc.

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.

Clerks' Corner.

The Monotony of Life is in the Individual.
Written for the Tradesman.

"Ho, hum!" sighed Carl Hustleton as he yawned and stretched and disconsolately looked out into the gray of one of "the melancholy days, the saddest of the year," that was trailing its desolation through Springborough's single street. "I get so tired and sick of this little old one-horse town that I don't know what on earth to do. It's the same thing over and over day after day: Shake down the stove—well, the ashes, then, if that suits you better—and sweep out and dust and do up packages and hear how old Miss Gregory's 'rheumatiz' is—she's the first old maid that I ever heard of with rheumatism, and if she wouldn't be all the time hanging onto that front gate of hers to see what's going on in the neighborhood she wouldn't have to use so much painkiller. Smells like a glue factory every time she comes in! If I were you I'd charge up to her the airing of the store every time. It takes a good extra hodful whenever she comes in with that everlasting old whine of hers. Did you hear about that football game over at Allegheny College?"

"Don't let's tangle up topics, Carl—'System, system!' is the watchword of the storekeeper. When one thing is begun finish it before taking up another. The football can wait. You had got as far as old Miss Gregory's glue factory, if I remember. After she goes out—that is about 10 o'clock—then what?"

"When you've dished up enough of the disagreeable, stop," is what the home folks say; but I can accommodate you. Rheumatiz limps home at 10:30 and then there's a wait and then you go to dinner and then I go and then—oh, let's let up on it; it's stupid and dull and that's all there is to it. Now about football—I'd like mighty well to hitch up and drive over to Meadville time enough to see the game. I'd be willing to go without any dinner that day and be thankful for the wind pudding I'd have to put up with. I'd stomp you to go, if I thought there was any chance of your taking me up; is there?"

"Ebe Drayton, over in North East, when he was a youngster on the old farm, one lowery day—just the right time for fishing—said to his dad at the breakfast table, 'Say, dad, Hyle Hicks says the fish are biting like all possessed over at Conneaut Lake. He and Jim went by this morning.' 'Bitin', hey?' says the old man. 'Well, you go over to the north lot right after breakfast and go to picking stones and I'll bet you a dollar they won't bite you!' and if I were you, Carl, I wouldn't run any risk on my taking your stomp. You want to go on with the rest of your day's work in the store?"

"No—it's bad enough to live it without talking about it."

"Well, now, what would you like to do if you could have your own way? Where would you like to wake up tomorrow morning and find yourself?"

"In Erie; that's a hustling town. I'd like to find myself in the best dry goods store there is there, with a salary of \$1,500 a year!"

"Good. Run over the day's work in that store and let's see what it will amount to. Of course you can't for you haven't tried. I'll tell you: On hand at 7 in the morning sharp. Take care of your goods and wait on customers.

Luncheon. Wait on more customers, get ready for shutting up time, quit; that life will go on day after day, week in and week out, until your hair grows gray. Put that by the side of what your program here is and how does it differ? Why, boy, I know because I've tried it; and you wouldn't be in Erie a month before you'd give a week's salary for a good solid smell of Miss Gregory's glue factory."

"You bet nit! Of course I'd be selling goods day after day, and of course I'd get mighty tired; but where would I be between suppertime and bedtime—tell me that. It isn't the stupid time I'm having while the store is open, particularly, but when the thing goes on the same old round from get up time to get up time again, it's tho much of a good thing—it isn't a good thing at all. I'm a good deal like Ebe. What's His Name you told about—I like to go fishing. I guess he's the same boy that said he was willing to saw wood from sunup to sundown, but he wasn't willing to go out and saw wood in the moonlight for amusement from supper until bedtime. That's me! I want a change once in awhile. I don't want to live here in the timber and never see anything. Why, good gracious! I feel sometimes as if I must go out and just run and holler!"

"Well, why don't you? Have a good run and a yell and go over for a good lively talk with Miss Gregory about her rheumatism. That'll stir you up. Still, with fun out of the way and giving full swing to all you have said—and a great deal more—there is something I don't believe you have thought of: You've heard often enough about men's getting into trouble and running away from it or trying to. They don't; they can't, and it's because they are, themselves, the difficulty. It's the childhood game of 'tag' carried over into manhood and they're 'It.'

"That's enough of that, I don't like to talk about it or think about it; but if you'll just take this 'same thing over and over' that is pestering you, call it 'monotony' and strangle it to death it'll be a good thing. Now I'm going to tell you something worth remembering, and it sha'n't cost you a cent. Pack it away somewhere and keep it until called for: 'There is no monotony of living to him who walks even the quietest and tamest paths with open and perceptive eyes. The monotony of life, if life is monotonous to you, is in you, not in the world, and you want to put that 'you' down in letters long enough to reach from here to Pittsburg! You weren't tired and sick of being in here the first three weeks; why not?"

"I'm not tired of being in here now. Along at first everything was new and strange and I had to find out where everything was and in a store like this, where there is so much of everything, it took a good while. I like being in here, but, don't you know, doing the same thing over and over again makes it sort o' mechanical and a fellow doesn't think."

"Then, if you have something to think about, things don't get tiresome; is that it?"

"That seems to cover the ground."

"So long as 'the new' kept you thinking about things in here there was no wanting to get away from yourself. Then you settled down into a rut deep enough to keep the wagon in the road and you just climbed up on the seat and went to sleep, while there are the meadows and the cornfields and the

streams and the sky, and you, with your eyes shut, are complaining because evrything is so dull and so stupid. The 'monotony,' Carl, isn't in your surroundings, it's in you. Your life is quiet and tame. You can make it more so if you will, or you can wake up and get a move on yourself and get more real genuine living out of one corner of this country store in a year than you could in clerking at Erie in ten; and I know you'd be a better man at the end of the ten years here than there. If things begin to have a sameness about them look into them. A little study, if it went no farther than the geography of the things here, would keep you from going to sleep, and if it's trade ideas you're after follow up any one line of goods day after day and you'll find 'monotony' anywhere but here; and, too, you'll find what I told you true every time, and when the fit comes on all you will have to do will be to give yourself a good overhauling and there you'll be, bright as the same old dollar!"

"I guess, Carl, as long as you'd like to see that game we'll manage somehow to get over there; and I don't believe it will be necessary for either of us to have that kind of pudding you mentioned for dessert."

That brightened the boy's landscape immensely. He did not complain of any more sameness; and time and again the storekeeper would hear him repeating to himself, like the refrain of a song, "The monotony of life, if life is monotonous to you, is in you not in the world." Richard Malcolm Strong.

A writer in one of the leading weekly journals says: "Forget your business at night." That's good advice in a general way, but suppose the reader is a nightwatchman!

ALABASTINE

THE ALABASTINE COMPANY, in addition to their world-renowned wall coating, ALABASTINE through their Plaster Sales Department, now manufacture and sell at lowest prices in paper or wood, in carlots or less, the following products:

Plasticon

The long established wall plaster formerly manufactured and marketed by the American Mortar Company. (Sold with or without sand.)

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The brand specified after competitive tests and used by the Commissioners for all the World's Fair statuary.

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The effective Potato Bug Exterminator.

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Finely ground and of superior quality.

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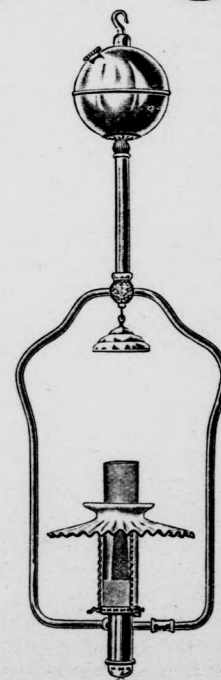
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For the perfect and economical lighting of dwellings as well as stores

The Imperial Gas Lamp fills the bill.

It is also safe, being approved by Insurance Boards. The Imperial burns common stove gasoline, gives a 100 candle power light and is a steady, brilliant light, with no odor and no smoke. Every lamp is fully guaranteed, and it is made in various styles suitable for different purposes. **The Imperial Gas Lamp** makes the ideal light for Lodge Rooms, because it can be burned as low as desired; does not smoke, and is perfectly safe.

Write for Illustrated Catalogue.



THE IMPERIAL GAS LAMP CO.

132 & 134 East Lake St., Chicago, Ill.

Commercial Travelers

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Grand Counselor, J. E. MOORE, Jackson; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, W. S. MEST, Jackson.

Grand Rapids Council No. 131, U. C. T.
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SUCCESSFUL SALESMEN.

William Connor, Representing Michael Kolb & Son.

William Connor was born in 1830 at Wakefield, England, a city a dozen miles, perhaps, to the south of densely populated Leeds. Private instruction prepared him to enter Queen Elizabeth's College, where he was educated under the Rev. Dr. Carter, at that time the distinguished head of that institution, from which he was duly graduated. Brought up under such influences, he early turned his attention to work that was both useful and good and the first appointment he received was that of Superintendent of the Infant Sunday school of the Church of St. James, a stepping stone, as it proved later, to General Superintendent and Treasurer, positions which he held for many years. He also filled, to the eminent satisfaction of those who elected him, the office of Rector's Warden, as well as that of Secretary, of St. James' Temperance Society and was also honored by being one of the first members of the English school board.

In 1854, he took the degrees of Free and Accepted Masons and subsequently became a member of the Independent Order of Odd Fellows, Manchester Unity, Foresters, and Druids and Shepherds.

Years before his only surviving brother had taken up his residence in Boston, Mass., and in 1879 Mr. Connor came to the United States to visit him. Here the usual again took place. He liked America, he liked his American cousins and he decided to take up his abode with them. This conclusion reached, he brought forward the recommendations that those who knew him were only too glad to furnish and he soon secured a position to travel in Michigan for the firm of Michael Kolb & Son, clothing manufacturers of Rochester, N. Y., whom he still represents.

In 1880 chance and circumstance brought Mr. Connor to Marshall, Mich. From the moment he stepped into her confines he was pleased. Whether there was a fancied resemblance to the old city that had sprung up in the English meadows and spread over them, whether something about the welcoming streets that gave him a kindly greeting touched a responsive chord in his English heart has never been known, but he liked the place and stayed there and the old English song that embalms in verse the fact that

Maxwellton braes are bonny
When early fa's the dew,

was realistic enough to find itself rising with increasing frequency to his willing lips whenever he thought of the American Annie Laurie whom he had found in one of Marshall's happiest homes. There can be only one ending to the

song as he had learned to sing it and after he had lived in Marshall for a year he married the girl whose "throat was like the swan," the daughter of Edward and Lavinia Ward.

Happily married and settled, he began life in earnest as an American citizen and the many friends he made, whenever the thing was possible, determinedly pushed him to the front. He was "the most popular man in town" and "lest he should forget" it they gave him a gold headed cane, so engraved, as a willing testimonial of the regard they had for him. The city needed an Alderman—he had just the build for that official!—and in 1880, he took an honored place among the city fathers of Marshall. Trinity Episcopal church wanted a vestryman and who so well as this man, with his church training and church experience, could perform the duties of that office? Indeed, they all wanted him and fortunate it was for all that there was enough of him to go around. "Wilt thou?" said the "Benevolent and Protective Order



of Elks," Daisy Lodge No. 48, Grand Rapids, Knights of Pythias, Lodge No. 540, Owosso, the Knights of Maccabees, the Peninsular Club and the church offices of the Good Shepherd, an Episcopal church in Grand Rapids, and he wilted! And in them all he has shown himself to be the warm hearted, generous, uplifting spirit which those horizon-widening organizations wanted and knew he would be.

As a commercial traveler—that touch of the trading world which makes this man and the Tradesman kin—he holds the same relations to his brethren that Mahomet held to the mountain. "If the mountain will not come to Mahomet, Mahomet must go to the mountain." For years the mountain of this special branch of trade has been stationary and the traveling Mahomet has reversed the usual order of things and have come to him. For twenty years Mr. Connor has been connected with the same clothing house and for eight months of the year the principal part of his customers come from all parts of the State to Grand Rapids, where at his quarters at Sweet's Hotel he caters to their wants and wishes. It is one of those rare and remarkable instances which shows, as nothing else so effectively can, that when confidence is once established between a salesman and his customers, the implicit trust in his judgment and integrity will go where he goes, although it be to the very ends of the earth.

It would be an easy matter for the

writer to end here the brief story of this successful salesman's life, but nothing would be farther from the Tradesman's purpose. A man, if he is what he ought to be, is something more than a thing that buys and sells for gain. True, there must be a man behind the bargain; but, unless there are mind and manhood behind the man, the ring of the coin that settles the question of exchange is as sounding brass or tinkling cymbal and, so far as real manhood is concerned, signifies nothing. There may be a glittering record of profits and the bank account may reach far into the third period of numbers, but it too often happens that the amount, large as it is, to represent faithfully the influence of wealth gathered upon the community in which he lives, must drop its significant figures and leave a line of naughts!

William Connor is not that kind of citizen. He has bought and sold, but his neighbors in the meantime have not been forgotten. The public weal and he have been no strangers and more than one community has heard the sound of his voice and been benefited by heeding his opinion. An Englishman, he emigrated to the United States, but none advocate more strongly than he the measure and the principle behind it, that an indiscriminate emigration law has a strong tendency to interfere largely with the progress of the honest and industrious workingman.

As a churchman, he has made his influence felt. Tongue and pen have not been wanting in the expression of his opinion. While a communicant of the church at Marshall he advocated the free and unappropriated pew system and it was introduced; and when years had burdened him with church honors his only anxiety was to step aside to make room for younger men to be brought into church work.

Fraternal organization threw wide open to him its genial doors and good will on the threshold gave him a welcoming hand; but when he had settled down into its routine, no opinion ever received more respectful consideration than his. If a lodge was to be christened, he christened it; and the wonder was that he alone should hit upon the only appropriate name. He is a member of many fraternities, because he believes in fraternity and says so. When asked what he thought of the Knights of Pythias, he answered that Pythianism, a thoroughly American organization, is making great progress and doing as much good as any fraternal order to alleviate wickedness and vice; that so beautiful and tender are its teaching, that it has found its way into Europe, and will soon have lodges throughout the world. Believing this, Mr. Connor is a consistent Pythian and so leaves the seal of his own character upon any organization to which he belongs.

Like Othello, Mr. Connor has "done the State some service." He became an alderman of the city of Marshall for just that purpose. As the Tradesman has always contended, a business man is needed in every round of municipal life and this man's career as a public official confirms that position. He was found to be a man with practical ideas and, given the opportunity, they asserted themselves. The city was behind the times and he knew it. He advocated the purchase of the Perrine water power, of putting in the electric light system and that all such possessions should be the property of the city. An injunction alone restrained the issuing of bonds for this purpose; but two

years later, when the city had caught up with the advanced ideas of its ahead-of-his-time Alderman, it became the owner of the great water power, is to-day the owner of its electric light plant and is putting in a system of sewerage which—when done as it should and probably will be—will be a blessing to the town and will do more to increase the town's prosperity, Mr. Connor believes, than giving bonuses to manufacturers to locate will do—a system, speaking from his experience, that is "a fraud upon the citizens." So declares the business man as an Alderman and so stands his record as one who has left his impress upon the town which he has aided with his helpful citizenship.

The pleasantest truth to write opposite Mr. Connor's name is his loyalty to America. He remembers—none more tenderly than he—the beautiful land he has left; its mist-mantled coasts and sun-flooded splendors of summer sea; its wind-swept uplands and its spreading meadows daisy-pied and checked with hedges of blossoming hawthorn; rivers that wind by crumbling tower and ivy-mantled castle rich in tradition of prose and song, and more than all the home "and every loved spot which his infancy knew;" and, loving not England less but America more, he has not tried to turn a corner of the United States into a bit of "Merry England" nor to carry out here any of the old ways and traditions. The Queen is still the Queen, God bless her! but he uncovers his head as loyally to the majesty of the United States. England's history is his history, but the splendid record of her heroes does not dim the deeds of Washington, whose name he reveres, and, hat in hand, he is glad to do honor to the patriotism of this country, the land of his adoption, which has won and which has sustained this country's freedom, and there is no pleasanter ending to this narrative of a life, as worthy as it has been useful and interesting, than these three lines which the hand of this successful salesman has written down:

"Here it is written: Toil shall have its wage;
And Honor, honor; and the humblest man
Stand level with the highest in the land."

At a meeting of the Grand Rapids traveling men, held at Sweet's Hotel last Saturday evening, Chairman Jones revoked the appointment of a Finance Committee and appointed a new committee of five members to take entire charge of the entertainment of the Michigan Knights of the Grip at the annual convention to be held here Dec. 27 and 28. It was decided to raise \$750 among local traveling men, in the form of \$5 contributions, and to restrict the expense of the entertainment to this amount, so as not to call on the jobbers and manufacturers, as has been the case heretofore. In view of the fact that the funds for entertainment purposes are to be raised entirely by the traveling men, it was decided not to entertain any outside bands.

Detroit Journal: Leo S. Godfrey, a traveling salesman in the employ of Murphy, Wasey & Co., has filed a petition and schedules in voluntary bankruptcy in the United States district court. The claims aggregate \$1,003, apparently covering household expenses.

Geo. H. Remington, formerly engaged in the grocery business at Bangor, but for several years in the employ of the Musselman Grocer Co. here, has removed to South Haven and re-engaged in the retail grocery business, purchasing the stock of M. E. Mason.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
 GEO. GUNDRUM, Ionia - Dec. 31, 1900
 L. E. REYNOLDS, St. Joseph - Dec. 31, 1901
 HENRY HEIM, Saginaw - Dec. 31, 1902
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Mich. State Pharmaceutical Association.

President—CHAS. F. MANN, Detroit.
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Display of Tooth-Washes and Powders.

From the rear of the window space to within some few inches of the front build a platform of boxes reaching from side to side of the window. Let the stage be eight or ten inches in height. Lay a board lengthwise from the top of the stage to the floor of the window at a point where the glass begins. This will give the board an angle much like a terraced lawn. The board should be long enough to touch both sides of the window. Cover the whole affair with blue cheesecloth or crepe paper. Now, place tooth brushes on end along the slope, about one inch asunder. In the center of the platform erect a conical pile of dentifrice with a border around its base of bottled powder. On the left side of this (left from the street) assemble on a pedestal made from a large box covered with pink cheesecloth a number of glass bottles and wide-mouthed vessels containing such substances as these: powdered cuttlefish bone, pumice stone, charcoal, hydrochloric acid, and some cheap soap; on the opposite side a similar array of containers, pleasing in appearance, the contents of which are precipitated chalk, castile soap, orris root, sugar, and either extract of violet, oil of rose, cloves, or wintergreen, or orange-flower water. Near the collection of teeth abrasants place this placard: "Harmful ingredients of some cheap liquids, pastes and powders to clean teeth;" on the other commendable list opposite put this notice: "We use harmless matter, such as this." A good embellishment for the exhibit could be made in this way: Take a square of board about eighteen inches or more in diameter, one side of which is hidden beneath a cloak of pleated cheesecloth or crepe paper, blue in color. Upon the blue face affix a number of tooth brushes to counterfeit the spokes of a wheel, with a bottle of dentifrice as a hub. To each corner of the frame attach a pink bow of wide ribbon, an artificial rose or a bunch of violets made from cloth. Suspend this conceit above the display of abrasants and one similarly fashioned over the collection of substances commended. A distribution of the midget men finds some perched on these devices, one atop the pile of dentifrice waving a flag from this lofty height, one cleaning his teeth with a bottle of powder in hand, and several exerting physical force in an endeavor to dissuade a colleague from even looking at the abrasants.—Joseph Hostelley in Druggists Circular.

Effervescent Bath Tablets.

Tartaric acid, 10 parts.
 Sodium bicarbonate, 9 parts.
 Rice flour, 6 parts.

A few spoonfuls of this when stirred into a bathtubful of water causes a copious liberation of carbon dioxide, which is thought by some to be "refreshing." This mixture can be made into tablets by compression, moisten-

ing, if necessary, with alcohol. Water, of course, can not be used in making them, as its presence causes the decomposition referred to. Perfume may be added to this powder, essential oils being a good form. Oil of lavender would be a suitable addition in the proportion of a fluidrachm or more to the pound of powder. A better but more expensive perfume may be obtained by mixing one part of oil of rose geranium with six parts of oil of lavender. A perfume still more desirable may be had by adding a mixture of the oils from which Cologne water is made. For an ordinary quality the following will suffice:

Oil of lavender, 4 fluidrachms.
 Oil of rosemary, 4 fluidrachms.
 Oil of bergamot, 1 fluidounce.
 Oil of lemon, 2 fluidounces.
 Oil of clove, 30 minims.

For the first quality the following may be taken:

Oil of neroli, 6 fluidrachms.
 Oil of rosemary, 3 fluidrachms.
 Oil of bergamot, 3 fluidrachms.
 Oil of cedrat, 7 fluidrachms.
 Oil of orange peel, 7 fluidrachms.

A fluidrachm or more of either of these mixtures may be used to the pound, as in the case of lavender.

These mixtures may also be used in the preparation of a bath powder (non-effervescent) made by mixing equal parts of powdered soap and powdered borax.

Tasteless Castor Oil.

"Tasteless" or sweetened castor oil is prepared by thoroughly washing the oil with hot water and incorporating sufficient ($\frac{1}{4}$ to $\frac{1}{2}$ per cent.) saccharin to impart a sweet taste. The oil is then flavored by adding small quantities of oil of cinnamon and extract of vanilla or other suitable flavoring substances. We are under the impression, however, that the use of saccharin for this purpose has been patented.

A good emulsion of castor oil can be made after the formula contained in the National Formulary. This is as follows:

Castor oil, $5\frac{1}{2}$ ounces av.
 Acacia, fine powder, 585 grains.
 Tincture of vanilla, 3 drachms.
 Simple syrup, 3 ounces.
 Water, q. s.

Carefully weigh the castor oil and the acacia into a mortar, triturate until well mixed; then add two fluidounces of water all at once to the mixture of oil and acacia, triturating briskly until a thick, creamy emulsion is produced. To this add gradually, with stirring, a mixture of the syrup and tincture with a portion of the remaining water, and finally enough water to make 16 fluidounces.

Red Colored Fire.

Potassium chlorate, 32 ounces.
 Strontium nitrate, 48 ounces.
 Sulphur, 18 ounces.
 Black antimony sulphide, 6 ounces.
 Charcoal, 2 ounces.

The compounding of these colored fires is full of danger, a fact which should always be borne in mind by those handling them. The ingredients should be powdered separately, and the mixing done with a wooden or bone spatula, on paper; or it may be done by sifting through a coarse sieve or mosquito netting; at all events the use of the mortar and pestle is extremely dangerous, and should never be resorted to in mixing the prepared constituents.

To Disguise the Taste of Castor Oil.

Dr. W. F. Beck, of Vermilion, Ohio, writes a contemporary that the taste of castor oil may be disguised by adding an equal part of catsup. Cod liver oil may be given in the same way. What brand of catsup he uses he does not say.

The Drug Market.

Opium—Reports from growing districts are that the drought in Turkey is at an end and prices are easier in the primary market. Lower prices are expected there in a short time, although the market advanced last week. Powdered has also advanced 10c per pound.

Morphine—Is unchanged. As manufacturers did not take advantage of the rising market it is not now believed that an advance will take place.

Quinine—Is steady under the small demand, but manufacturers' prices are firm at the recent decline.

Ergot—Continues scarce and is steadily advancing.

Menthol—Advanced 70c per pound last week. It is very scarce and higher. There is a large lot in transit, but it is reported that the vessel has been damaged by fire and, until she arrives, holders are firm in their quotations. Should the lot be fire damaged, prices will again advance.

Cantharides—Chinese are nearly out of the market. Russian are scarce and higher.

Naphthaline—Is very firm and higher prices are looked for the first of the year.

Canada Balsam Fir—Is in small supply and has advanced.

Essential Oils—Peppermint is very firm and is higher. Cassia and anise are firm and higher prices are looked for. Clove has advanced, in sympathy with the spice. Pennyroyal is in better supply and has declined. Wintergreen is very firm at the advance noted last week.

Gum Asafoetida—Has advanced and is tending higher. Stocks are very low in London and there are no desirable stocks expected until the first of the year.

Gum Tragacanth—Is scarce and has advanced. A further advance is expected in the near future.

Buchu Leaves—Are very firm and tending high, on account of small stocks, both here and abroad.

Linseed Oil—Declined on Saturday 10c per gal. The American Linseed Co. announces that the reason for the decline is an overstock and a desire to realize.

Value of Scientific Training.

How important scientific training is in the wholesale drug, pharmaceutical manufacturing, and allied lines of business, is illustrated by a story told at the expense of a certain drug jobber in an Eastern city. This gentleman, who handled large quantities of Tonka beans, took it in his head one day to clean out his bins, and he raked out of those holding the Tonka beans a barrelful of brown refuse. Finding the latter rather fragrant, he asked an offer from a perfumer, who, seeing his advantage, bought the lot at the rate of twenty-five cents a pound. The jobber was glad to get "something," at least, for his "dirt," while the astute perfumer is thought to have been glad, also, for the brown sweepings he purchased so cheaply consisted of 95 per cent. coumarin, worth from twelve to fourteen dollars a pound.

Increasing the Sale of Sponges.

When the sale of sponges is to be stimulated by a window exhibit, go into the cellar, select two large packing boxes, with lids in position, break from their sides and top bits of board of various sizes and shapes. Into the openings thus formed press sponges to look as though they were being forced from the

inside by the pressure of great numbers. Rest these devices in the window and judiciously distribute your little puppet figures on and about the cases. See that a number are trying their best to dislodge some of the protruding sponges. Cast a liberal number of sponges, large and small, over the floor of the window, and on them place price suggestions. Where the eye can be most quickly caught, let this placard be shown: "Sponges that have been rocked in the cradle of the deep." Here we find of service the title of a much-sung song, and it should be printed in letters of greater dimensions and distinctness than those of the words that precede it.

Joseph Hostelley.

Juice of Green Pineapple a Blood Poison.

According to the Medical Age the juice of the green pineapple is accredited in Java and throughout the Far East generally with being a blood poison of a most deadly nature. It is said to be the substance with which the Malays poison their creeses and daggers, and to be also the finger-nail poison formerly in use among aboriginal Japanese women almost universally. These women cultivated a nail on each hand to a long, sharp point, and the least scratch from one of these was certain death.

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

Delay No Longer

Buy your HOLIDAY GOODS NOW before our assortment is broken.

Our line comprises everything desirable in Holiday Articles for the Drug, Stationery, Toy and Bazaar trades. You can get it all here and at the right price. If not convenient to visit our sample room your order by mail will have best attention.

Send for circular.

Fred Brundage,

Wholesale Druggist,

32 and 34 Western Ave.,
 Muskegon, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—Balsam Fir, Gum Assafoetida, Menthol, Gum Tragacanth.
Declined—Linseed Oil.

Acidum			Ammonia		
Aceticum.....	60¢	8	Aqua, 16 deg.....	4¢	6
Benzoleum, German.....	70¢	75	Aqua, 20 deg.....	6¢	8
Boracic.....	17		Carbonas.....	13¢	15
Carbolicum.....	30¢	42	Chloridum.....	12¢	14
Citricum.....	45¢	48	Aniline		
Hydrochlor.....	3¢	5	Black.....	2 00¢	2 25
Nitricum.....	8¢	10	Brown.....	80¢	1 00
Oxalicum.....	12¢	14	Red.....	45¢	60
Phosphoricum, dil.....	15		Yellow.....	2 50¢	3 00
Salicylicum.....	55¢	60	Baccae		
Sulphuricum.....	13¢	5	Cubebae.....	22¢	24
Tannicum.....	1 10¢	1 20	Juniperus.....	6¢	8
Tartaricum.....	38¢	40	Xanthoxylum.....	75¢	80
Ammonia			Balsamum		
Aqua, 16 deg.....	4¢	6	Copalba.....	50¢	55
Aqua, 20 deg.....	6¢	8	Peru.....	1 85	
Carbonas.....	13¢	15	Terabin, Canada.....	50¢	55
Chloridum.....	12¢	14	Tolutan.....	40¢	45
Aniline			Cortex		
Black.....	2 00¢	2 25	Abies, Canadian.....	18	
Brown.....	80¢	1 00	Cassia.....	12	
Red.....	45¢	60	Cinchona Flava.....	18	
Yellow.....	2 50¢	3 00	Euonymus atropurp.....	30	
Baccae			Myrica Cerifera, po.....	20	
Cubebae.....	22¢	24	Prunus Virgin.....	12	
Juniperus.....	6¢	8	Quillaja, gr'd.....	12	
Xanthoxylum.....	75¢	80	Sassafras.....	15	
Balsamum			Ulmus.....	15	
Copalba.....	50¢	55	Extractum		
Peru.....	1 85		Glycyrrhiza Glabra.....	24¢	25
Terabin, Canada.....	50¢	55	Glycyrrhiza, po.....	28¢	30
Tolutan.....	40¢	45	Hamatox, 15 lb. box.....	11¢	12
Cortex			Hamatox, 18.....	13¢	14
Abies, Canadian.....	18		Hamatox, 1/4s.....	14¢	15
Cassia.....	12		Hamatox, 1/4s.....	16¢	17
Cinchona Flava.....	18		Ferru		
Euonymus atropurp.....	30		Carbonate Precip.....	15	
Myrica Cerifera, po.....	20		Citrate and Quinia.....	2 25	
Prunus Virgin.....	12		Citrate Soluble.....	75	
Quillaja, gr'd.....	12		Ferrocyanidum Sol.....	40	
Sassafras.....	15		Solut. Chloride.....	15	
Ulmus.....	15		Sulphate, com'l.....	2	
Extractum			Sulphate, com'l, by.....	80	
Glycyrrhiza Glabra.....	24¢	25	bbl, per cwt.....	7	
Glycyrrhiza, po.....	28¢	30	Sulphate, pure.....		
Hamatox, 15 lb. box.....	11¢	12	Flora		
Hamatox, 18.....	13¢	14	Arnica.....	15¢	18
Hamatox, 1/4s.....	14¢	15	Anthemis.....	22¢	25
Hamatox, 1/4s.....	16¢	17	Matricaria.....	30¢	35
Ferru			Folia		
Carbonate Precip.....	15		Barosma.....	35¢	38
Citrate and Quinia.....	2 25		Cassia Acutifol, Tin.....	20¢	25
Citrate Soluble.....	75		nevelly.....	25¢	30
Ferrocyanidum Sol.....	40		Cassia Acutifol, Alx.....	12¢	20
Solut. Chloride.....	15		Salvia officinalis, 1/4s.....	8¢	10
Sulphate, com'l.....	2		Uva Ursi.....		
Sulphate, com'l, by.....	80		Gummi		
bbl, per cwt.....	7		Acacia, 1st picked.....	65	
Sulphate, pure.....			Acacia, 2d picked.....	45	
Flora			Acacia, 3d picked.....	28	
Arnica.....	15¢	18	Acacia, sifted sorts.....	45¢	65
Anthemis.....	22¢	25	Aloe, Barb. po. 18¢20.....	12¢	14
Matricaria.....	30¢	35	Aloe, Cape.....	12	
Folia			Aloe, Socotri.....	30	
Barosma.....	35¢	38	Ammoniac.....	55¢	60
Cassia Acutifol, Tin.....	20¢	25	Assafoetida.....	30	
nevelly.....	25¢	30	Benzoin.....	50¢	55
Cassia Acutifol, Alx.....	12¢	20	Catechu, 1s.....	13	
Salvia officinalis, 1/4s.....	8¢	10	Catechu, 1/4s.....	14	
Uva Ursi.....			Catechu, 1/4s.....	16	
Gummi			Camphore.....	69¢	73
Acacia, 1st picked.....	65		Euphorbium.....	40	
Acacia, 2d picked.....	45		Galbanum.....	1 00	
Acacia, 3d picked.....	28		Gamboge.....	65¢	70
Acacia, sifted sorts.....	45¢	65	Gualacum.....	30	
Aloe, Barb. po. 18¢20.....	12¢	14	Kino.....	75	
Aloe, Cape.....	12		Mastic.....	60	
Aloe, Socotri.....	30		Myrrh.....	40	
Ammoniac.....	55¢	60	Opil.....	5 00¢	5 20
Assafoetida.....	30		Shellac.....	25¢	35
Benzoin.....	50¢	55	Shellac, bleached.....	40¢	45
Catechu, 1s.....	13		Tragacanth.....	60¢	90
Catechu, 1/4s.....	14		Herba		
Catechu, 1/4s.....	16		Absinthium.....	25	
Camphore.....	69¢	73	Eupatorium.....	25	
Euphorbium.....	40		Lobelia.....	20	
Galbanum.....	1 00		Majorum.....	25	
Gamboge.....	65¢	70	Mentha P. p.....	25	
Gualacum.....	30		Mentha Vir.....	25	
Kino.....	75		Rue.....	25	
Mastic.....	60		Tanacetum V. oz.....	25	
Myrrh.....	40		Thymus.....	25	
Opil.....	5 00¢	5 20	Magnesia		
Shellac.....	25¢	35	Calced, Pat.....	55¢	60
Shellac, bleached.....	40¢	45	Carbonate, Pat.....	18¢	20
Tragacanth.....	60¢	90	Carbonate, K. & M.....	18¢	20
Herba			Carbonate, Jennings.....	18¢	20
Absinthium.....	25		Oleum		
Eupatorium.....	25		Absinthium.....	6 50¢	7 00
Lobelia.....	20		Amygdale, Dulc.....	38¢	65
Majorum.....	25		Amygdale, Amare.....	8 00¢	8 25
Mentha P. p.....	25		Anisi.....	2 10¢	2 20
Mentha Vir.....	25		Aurant Cortex.....	2 25¢	2 30
Rue.....	25		Bergamli.....	2 75¢	2 85
Tanacetum V. oz.....	25		Cajuputi.....	80¢	85
Thymus.....	25		Caryophyll.....	80¢	85
Magnesia			Cedar.....	65¢	70
Calced, Pat.....	55¢	60	Chenopodii.....	2 75	
Carbonate, Pat.....	18¢	20	Cinnamoni.....	1 30¢	1 40
Carbonate, K. & M.....	18¢	20	Oitronella.....	35¢	40
Carbonate, Jennings.....	18¢	20	Syrups		
Oleum			Acacia.....	50	
Absinthium.....	6 50¢	7 00	Aurant Cortex.....	50	
Amygdale, Dulc.....	38¢	65	Zingiber.....	50	
Amygdale, Amare.....	8 00¢	8 25	Ipecac.....	50	
Anisi.....	2 10¢	2 20	Ferri Iod.....	50	
Aurant Cortex.....	2 25¢	2 30	Rhei Arom.....	50	
Bergamli.....	2 75¢	2 85	Smilax Officinalis.....	50	
Cajuputi.....	80¢	85	Senega.....	50	
Caryophyll.....	80¢	85	Sellie.....	50	
Cedar.....	65¢	70	Tinctures		
Chenopodii.....	2 75		Aconitum Napellis R.....	60	
Cinnamoni.....	1 30¢	1 40	Aconitum Napellis F.....	50	
Oitronella.....	35¢	40	Aloes and Myrrh.....	60	
Syrups			Arnica.....	60	
Acacia.....	50		Cardamon.....	60	
Aurant Cortex.....	50		Castor.....	60	
Zingiber.....	50		Cassia Acutifol.....	60	
Ipecac.....	50		Cassia Acutifol Co.....	60	
Ferri Iod.....	50		Catechu.....	60	
Rhei Arom.....	50		Cinchona.....	60	
Smilax Officinalis.....	50		Cinchona Co.....	60	
Senega.....	50		Columba.....	60	
Sellie.....	50		Cubebae.....	60	
Tinctures			Cassia Acutifol.....	60	
Aconitum Napellis R.....	60		Cassia Acutifol Co.....	60	
Aconitum Napellis F.....	50		Digitalis.....	60	
Aloes and Myrrh.....	60		Ergot.....	60	
Arnica.....	60		Ferri Chloridum.....	60	
Cardamon.....	60		Gentian.....	60	
Castor.....	60		Gentian Co.....	60	
Cassia Acutifol.....	60		Gulaca.....	60	
Cassia Acutifol Co.....	60		Gulaca ammon.....	60	
Catechu.....	60		Hyoscyamus.....	60	
Cinchona.....	60		Iodine.....	60	
Cinchona Co.....	60		Iodine, colorless.....	60	
Columba.....	60		Kino.....	60	
Cubebae.....	60		Lobelia.....	60	
Cassia Acutifol.....	60		Myrrh.....	60	
Cassia Acutifol Co.....	60		Nux Vomica.....	60	
Digitalis.....	60		Opil.....	60	
Ergot.....	60		Opil, compound.....	60	
Ferri Chloridum.....	60		Opil, deodorized.....	60	
Gentian.....	60		Quassia.....	60	
Gentian Co.....	60		Rhatany.....	60	
Gulaca.....	60		Rhei.....	60	
Gulaca ammon.....	60		Sanguinaria.....	60	
Hyoscyamus.....	60		Serpentaria.....	60	
Iodine.....	60		Stromonium.....	60	
Iodine, colorless.....	60		Tolutan.....	60	
Kino.....	60		Valerian.....	60	
Lobelia.....	60		Veratrum Verde.....	60	
Myrrh.....	60		Zingiber.....	60	
Nux Vomica.....	60		Miscellaneous		
Opil.....	60		Ether, Spts. Nit. F.....	30¢	35
Opil, compound.....	60		Ether, Spts. Nit. F.....	34¢	38
Opil, deodorized.....	60		Alumen.....	24¢	3
Quassia.....	60		Alumen, gro'd. po. 7.....	3¢	4
Rhatany.....	60		Annatto.....	40¢	50
Rhei.....	60		Antimoni.....	40¢	5
Sanguinaria.....	60		Antimoni et Potass T.....	40¢	50
Serpentaria.....	60		Antipyrin.....	25	
Stromonium.....	60		Antilebrin.....	20	
Tolutan.....	60		Argent Nitras, oz.....	61	
Valerian.....	60		Arsenicum.....	10¢	12
Veratrum Verde.....	60		Balm Gilead Buds.....	38¢	40
Zingiber.....	60		Bismuth S. N.....	1 90¢	2 00
Miscellaneous			Calcium Chlor., 1s.....	9	
Ether, Spts. Nit. F.....	30¢	35	Calcium Chlor., 1/4s.....	10	
Ether, Spts. Nit. F.....	34¢	38	Calcium Chlor., 1/4s.....	12	
Alumen.....	24¢	3	Cantharides, Rus. po.....	80	
Alumen, gro'd. po. 7.....	3¢	4	Capsici Fructus, af.....	15	
Annatto.....	40¢	50	Capsici Fructus B, po.....	15	
Antimoni.....	40¢	5	Caryophyllus.....	12¢	14
Antimoni et Potass T.....	40¢	50	Carmine, No. 40.....	3 00	
Antipyrin.....	25		Cera Alba.....	50¢	55
Antilebrin.....	20		Cera Flava.....	40¢	42
Argent Nitras, oz.....	61		Cocculus.....	40	
Arsenicum.....	10¢	12	Cassia Fructus.....	35	
Balm Gilead Buds.....	38¢	40	Centaria.....	10	
Bismuth S. N.....	1 90¢	2 00	Cetaceum.....	45	
Calcium Chlor., 1s.....	9		Chloroform.....	55¢	60
Calcium Chlor., 1/4s.....	10		Chloroform, squibbs.....	1 10	
Calcium Chlor., 1/4s.....	12		Chloral Hyd Crst.....	1 65¢	1 90
Cantharides, Rus. po.....	80		Chondrus.....	20¢	25
Capsici Fructus, af.....	15		Cinchonidine, P. & W.....	38¢	48
Capsici Fructus B, po.....	15		Cinchonidine, Germ.....	38¢	48
Caryophyllus.....	12¢	14	Cocaine.....	7 05¢	7 25
Carmine, No. 40.....	3 00		Corks, list, dis. pr. et.....	70	
Cera Alba.....	50¢	55	Creta.....	75	
Cera Flava.....	40¢	42	Creta, prep.....	5	
Cocculus.....	40		Creta, precip.....	9¢	11
Cassia Fructus.....	35		Creta, Rubra.....	8	
Centaria.....	10		Crocus.....	15¢	18
Cetaceum.....	45		Cudbear.....	24	
Chloroform.....	55¢	60	Cupri Sulph.....	64¢	8
Chloroform, squibbs.....	1 10		Dextrine.....	7¢	10
Chloral Hyd Crst.....	1 65¢	1 90	Ether Sulph.....	75¢	90

GROCERY PRICE CURRENT

Guaranteed correct at time of issue. Not connected with any jobbing house.

ADVANCED

Common Salt
Cordage
Figs
Cranberries

DECLINED

Hand Picked Beans
Trout
Messina Oranges
Rag Paper.

ALABASTINE
White in drums..... 9
Colors in drums..... 10
White in packages..... 10
Colors in packages..... 11
Less 40 per cent discount.

AXLE GREASE
doz. gross..... 55
Castor Oil..... 60
Diamond..... 50
Frazier's..... 75
IXL Golden, tin boxes 9 00



Mica, tin boxes..... 55
Paragon..... 60

AMMONIA Per Doz.
Arctic 12 oz. ovals..... 85
Arctic pints, round..... 1 20

BAKING POWDER
Acme
1 lb. cans 3 doz..... 45
1 lb. cans 1 doz..... 75
Bulk..... 10
6 oz. Eng. Tumbler..... 90



Arctic Egg
1 lb. cans, 4 doz. case..... 3 75
1 lb. cans, 2 doz. case..... 3 75
1 lb. cans, 1 doz. case..... 3 75
5 lb. cans, 1/2 doz. case..... 8 00

JAXON
1 lb. cans, 4 doz. case..... 45
1 lb. cans, 2 doz. case..... 85
1 lb. cans, 1 doz. case..... 1 60

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

Royal
10c size..... 86
1/2 lb. cans 1 30
6 oz. cans 1 80
1/2 lb. cans 2 40
3/4 lb. cans 3 60
1 lb. cans 4 65
3 lb. cans 12 75
5 lb. cans 21 00

BATH BRICK
American..... 70
English..... 80

BLUING
CONDENSED PEARL BLUING
Small 3 doz..... 40
Large, 2 doz..... 75
Arctic, 4 oz. per gross..... 4 00
Arctic, 8 oz. per gross..... 6 00
Arctic, pints, per gross..... 9 00

BROOMS
No. 1 Carpet..... 2 75
No. 2 Carpet..... 2 50
No. 3 Carpet..... 2 25
No. 4 Carpet..... 1 75
Parlor Gem..... 2 50
Common Whisk..... 95
Fancy Whisk..... 1 25
Warehouse..... 3 50

CANDLES
Electric Light, 8s..... 12
Electric Light, 16s..... 12 1/2
Paraffine, 6s..... 10 1/2
Paraffine, 12s..... 11
Wicking..... 70

CANNED GOODS

Apples
3 lb. Standards..... 80
Gallons, standards..... 2 30

Blackberries
Standards..... 75

Beans
Baked..... 1 00 @ 30
Red Kidney..... 75 @ 85
String..... 85
Wax..... 85

Blueberries
Standard..... 85

Clams
Little Neck, 1 lb..... 1 00
Little Neck, 2 lb..... 1 50

Cherries
Red Standards..... 85
White..... 1 15

Corn
Fair..... 75
Good..... 85
Fancy..... 95

Gooseberries
Standard..... 90

Hominy
Standard..... 85

Lobster
Star, 1/2 lb..... 1 85
Star, 1 lb..... 3 40
Picnic Tails..... 2 35

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
Hotels..... 18 @ 20
Buttons..... 22 @ 25

Oysters
Cove, 1 lb..... 1 00
Cove, 2 lb..... 1 80

Peaches
Pie..... 1 65 @ 1 85
Yellow..... 1 65 @ 1 85

Pears
Standard..... 70
Fancy..... 80

Pineapple
Grated..... 1 25 @ 2 75
Sliced..... 1 35 @ 2 55

Pumpkin
Fair..... 70
Good..... 75
Fancy..... 85

Raspberries
Standard..... 90

Salmon
Columbia River..... 2 00 @ 2 15
Red Alaska..... 1 40
Pink Alaska..... 1 10

Shrimps
Standard..... 1 50

Sardines
Domestic, 1/2 lb..... 4
Domestic, 3/4 lb..... 8
Domestic, Mustard..... 8
California, 1/2 lb..... 17
French, 1/2 lb..... 22
French, 3/4 lb..... 28

Strawberries
Standard..... 85
Fancy..... 1 25

Succotash
Fair..... 90
Good..... 1 00
Fancy..... 1 20

Tomatoes
Fair..... 80
Good..... 95
Fancy..... 1 15
Gallons..... 2 50

CATSUP
Columbia, pints..... 2 00
Columbia, 1/2 pints..... 1 25

CHEESE
Acme..... 21 @ 12 1/2
Amboy..... 12 @ 12 1/2
Carson City..... 12 @ 12 1/2
Elsie..... 12 @ 12 1/2
Emblem..... 12 @ 12 1/2
Gem..... 12 @ 12 1/2
Gold Medal..... 12 @ 12 1/2
Ideal..... 12 @ 12 1/2
Jersey..... 12 @ 12 1/2
Riverside..... 12 @ 12 1/2
Brick..... 14 @ 15
Edam..... 14 @ 15
Lelden..... 14 @ 15
Limburger..... 13 @ 14
Pineapple..... 50 @ 75
Sap Sago..... 19 @ 20

CHOCOLATE
German Sweet..... 22
Premium..... 34
Breakfast Cocoa..... 45

Runkel Bros.
Vienna Sweet..... 21
Vanilla..... 28
Premium..... 31

CHICORY
Bulk..... 5
Red..... 7

COCOA

Webb..... 30
Cleveland..... 41
Epps..... 42
Van Houten, 1/2 lb..... 12
Van Houten, 1/4 lb..... 12
Van Houten, 1/8 lb..... 12
Van Houten, 1/16 lb..... 12
Colonial, 1/2 lb..... 30
Colonial, 1/4 lb..... 30
Colonial, 1/8 lb..... 33
Huyler..... 45
Wilbur, 1/2 lb..... 41
Wilbur, 1/4 lb..... 42

CIGARS
A. Bomers' brand..... 35 00
Plaindealer..... 35 00
H. & P. Drug Co.'s brands..... 35 00
Fortune Teller..... 35 00
Our Manager..... 35 00
Gintette..... 35 00
Q. J. Johnson Cigar Co.'s brand..... 35 00

COUPON BOOKS
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

Above quotations are for either
Tradesman, Superior, Economic
or Universal grades. Where
1,000 books are ordered at a time
customer receives specially
printed cover without extra
charge.

Coupon Pass Books
Can be made to represent any
denomination from \$10 down.

50 books..... 1 50
100 books..... 2 50
500 books..... 11 50
1,000 books..... 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

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

DRIED FRUITS
Apples..... 4 @ 4 1/2
Evaporated, 50 lb. boxes..... 25

California Fruits
Apricots..... 8 @ 10
Blackberries..... 8 @ 11
Nectarines..... 8 @ 11
Peaches..... 7 1/2
Pears..... 7 1/2
Pitted Cherries..... 7 1/2
Prunelles..... 7 1/2
Raspberries..... 7 1/2

California Prunes
100-120 25 lb. boxes..... 2
90-100 25 lb. boxes..... 2 1/2
80-90 25 lb. boxes..... 2 1/2
70-80 25 lb. boxes..... 2 1/2
60-70 25 lb. boxes..... 2 1/2
50-60 25 lb. boxes..... 2 1/2
40-50 25 lb. boxes..... 2 1/2
30-40 25 lb. boxes..... 2 1/2
1/4 cent less in 50 lb. cases

Citron
Leghorn..... 11
Corsican..... 12

Currents
Cleaned, bulk..... 13 1/2
Cleaned, packages..... 14

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

Raisins
London Layers 2 Crown..... 2 15
London Layers 3 Crown..... 2 75
Cluster 4 Crown..... 7 1/2
Loose Muscatels 2 Crown..... 8 1/2
Loose Muscatels 3 Crown..... 8 1/2
Loose Muscatels 4 Crown..... 8 1/2
L. M., Seeded, 1 lb..... 10 1/2 @ 11
L. M., Seeded, 1/2 lb..... 8 1/2 @ 9
Sultanas, bulk..... 11 1/2
Sultanas, package..... 12

FARINACEOUS GOODS
Beans..... 6 1/2
Medium Hand Picked..... 1 85
Brown Holland..... 13
Cream of Cereal..... 90
Grain-O, small..... 1 35
Grain-O, large..... 2 25
Grape Nuts..... 1 35
Postum Cereal, small..... 1 35
Postum Cereal, large..... 2 25

Farina
24 1 lb. packages..... 1 25
Bulk, per 100 lbs..... 3 00

Haskell's Wheat Flakes
36 2 lb. packages..... 3 00

Hominy
Flake, 50 lb. sack..... 80
Pearl, 200 lb. bbl..... 2 40
Pearl, 100 lb. sack..... 1 17
Macaroni and Vermicelli..... 29

Domestic, 10 lb. box..... 60
Imported, 25 lb. box..... 2 50

Arabic
Mocha..... 21

Package

New York Baskis.
Arbuckle..... 13 00
Dillworth..... 13 00
Jersey..... 13 00
Lion..... 12 00
McLaughlin's XXXX sold to
retailers only. Mail all orders
direct to W. F. McLaughlin &
Co., Chicago.

Extract

Valley City 1/2 gross..... 75
Felix 1/2 gross..... 1 15
Hummel's foil 1/2 gross..... 85
Hummel's tin 1/2 gross..... 1 43

Substitutes

Crushed Cereal Coffee Cake
12 packages, 1/2 case..... 1 75
24 packages, 1 case..... 3 50

COCOA SHELLS

20 lb. bags..... 2 1/2
Less quantity..... 3
Pound packages..... 4

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

CONDENSED MILK

4 doz in case..... 6 75
Gall Borden Eagle..... 6 75
Crown..... 6 25
Daisy..... 5 75
Champion..... 4 50
Magnolia..... 4 25
Challenge..... 4 25
Dime..... 3 35

COUPON BOOKS

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

COUPON PASS BOOKS

Can be made to represent any
denomination from \$10 down.

50 books..... 1 50
100 books..... 2 50
500 books..... 11 50
1,000 books..... 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

CREAM TARTAR

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

DRIED FRUITS

Apples..... 4 @ 4 1/2
Evaporated, 50 lb. boxes..... 25

California Fruits

Apricots..... 8 @ 10
Blackberries..... 8 @ 11
Nectarines..... 8 @ 11
Peaches..... 7 1/2
Pears..... 7 1/2
Pitted Cherries..... 7 1/2
Prunelles..... 7 1/2
Raspberries..... 7 1/2

California Prunes

100-120 25 lb. boxes..... 2
90-100 25 lb. boxes..... 2 1/2
80-90 25 lb. boxes..... 2 1/2
70-80 25 lb. boxes..... 2 1/2
60-70 25 lb. boxes..... 2 1/2
50-60 25 lb. boxes..... 2 1/2
40-50 25 lb. boxes..... 2 1/2
30-40 25 lb. boxes..... 2 1/2
1/4 cent less in 50 lb. cases

Citron

Leghorn..... 11
Corsican..... 12

Currents

Cleaned, bulk..... 13 1/2
Cleaned, packages..... 14

Peel

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

Raisins

London Layers 2 Crown..... 2 15
London Layers 3 Crown..... 2 75
Cluster 4 Crown..... 7 1/2
Loose Muscatels 2 Crown..... 8 1/2
Loose Muscatels 3 Crown..... 8 1/2
Loose Muscatels 4 Crown..... 8 1/2
L. M., Seeded, 1 lb..... 10 1/2 @ 11
L. M., Seeded, 1/2 lb..... 8 1/2 @ 9
Sultanas, bulk..... 11 1/2
Sultanas, package..... 12

FARINACEOUS GOODS

Beans..... 6 1/2
Medium Hand Picked..... 1 85
Brown Holland..... 13
Cream of Cereal..... 90
Grain-O, small..... 1 35
Grain-O, large..... 2 25
Grape Nuts..... 1 35
Postum Cereal, small..... 1 35
Postum Cereal, large..... 2 25

Farina

24 1 lb. packages..... 1 25
Bulk, per 100 lbs..... 3 00

Haskell's Wheat Flakes

36 2 lb. packages..... 3 00

Hominy

Flake, 50 lb. sack..... 80
Pearl, 200 lb. bbl..... 2 40
Pearl, 100 lb. sack..... 1 17
Macaroni and Vermicelli..... 29

Pearl Barley

Common..... 2 75
Chester..... 3 15
Empire..... 3 15

Grits

Walsh-DeRoo Co.'s Brand.



24 2 lb. packages..... 2 00
100 lb. kegs..... 3 00
200 lb. barrels..... 5 70
100 lb. bags..... 2 90

Peas
Green, Wisconsin, bu..... 1 30
Green, Scotch, bu..... 1 35
Split, bu..... 3

Rolled Oats
Rolled Avena, bbl..... 3 85
Steel Cut..... 4 00
Monarch, bbl..... 3 60
Monarch, 1/2 bbl..... 1 95
Monarch, 90 lb. sacks..... 1 75
Quaker, cases..... 3 20

Sago
East India..... 2 1/2
German, sacks..... 3 1/2
German, broken package..... 4

Tapioca
Flake, 110 lb. sacks..... 4 1/2
Pearl, 130 lb. sacks..... 3 1/2
Pearl, 24 1 lb. packages..... 6

Wheat
Cracked, bulk..... 3 1/2
24 2 lb. packages..... 2 50

FLAVORING EXTRACTS
DeBoe's
Vanilla D. C. 2 oz 10 4 oz 1 80
Lemon D. C. 2 oz 70 4 oz 1 35
Van. Tonka 2 oz 75 4 oz 1 45

FOOTE & JENKS' JAXON
Highest Grade Extracts

Vanilla..... 1 20
Lemon..... 1 20
1 oz full m 1 20 1 oz full m 80
2 oz full m 2 10 2 oz full m 1 25
No. 3 fan'y 3 15 No. 3 fan'y 1 75

COLEMAN'S
HIGH FOOTE & JENKS' CLASS
EXTRACTS

Vanilla..... 1 20
Lemon..... 1 20
2 oz panel 1 20 2 oz panel 75
3 oz taper 2 00 4 oz taper 1 50

Jennings'
Arctic
2 oz full meas. pure Lemon..... 75
2 oz full meas. pure Vanilla..... 70

Big Value
2 oz. oval Vanilla Tonka..... 75
2 oz. oval Pure Lemon..... 75

JENNINGS'
FLAVORING EXTRACTS

Reg. 2 oz. D. C. Lemon..... 75
No. 4 Taper D. C. Lemon..... 1 52
Reg. 2 oz. D. C. Vanilla..... 1 24
No. 3 Taper D. C. Vanilla..... 2 08

Standard
2 oz. Vanilla Tonka..... 70
2 oz. flat Pure Lemon..... 70

Northrop Brand
Lem. Van.
2 oz. Taper Panel..... 75 1 20
2 oz. Oval..... 75 1 20
3 oz. Taper Panel..... 1 35 2 00
4 oz. Taper Panel..... 1 60 2 25

Perrigo's
Van. Lem.
XXX, 2 oz. obert..... 1 25 1 25
XXX, 4 oz. taper..... 2 25 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
Petratum, per doz..... 75

HERBS
Sage..... 15
Hops..... 15

INDIGO
Madras, 5 lb. boxes..... 55
S. F., 2, 3 and 5 lb. boxes..... 50

JELLY
5 lb. pails..... 2 00
15 lb. pails..... 2 00
30 lb. pails..... 68

LICORICE
Pure..... 30
Calabria..... 23
Sicily..... 14
Root..... 10

LYE
Condensed, 2 doz..... 1 20
Condensed, 4 doz..... 2 25

MATCHES
Diamond Match Co.'s brands.
No. 9 substar..... 1 65
Anchor Parlor..... 1 50
No. 2 Home..... 1 30
Export Parlor..... 4 00
Wolverine..... 1 50

MOLASSES

New Orleans
Black..... 12 1/2
Fair..... 16
Good..... 20
Fancy..... 25
Open Kettle..... 25 @ 31

MUSTARD

Horse Radish, 1 doz..... 1 75
Horse Radish, 2 doz..... 3 50
Bayle's Celery, 1 doz..... 1 75

OYSTER PAILS

Victor, pints..... 10 00
Victor, quarts..... 15 00
Victor, 2 quarts..... 20 00

PAPER BAGS

Satchel Bottom Union Square
1/4..... 28 50
1/2..... 34 60
1..... 44 80
2..... 54 1 00
3..... 66 1 25
4..... 76 1 45
5..... 90 1 70
6..... 1 06 2 00
8..... 1 28 2 40
10..... 1 38 2 60
12..... 1 60 3 15
14..... 2 24 4 15
16..... 2 34 4 50
20..... 2 52 5 00
25..... 5 50

PICKLES

SOAP

Bell & Bogart brands—	
Coat Oil Johnny	3 90
Peekin	4 00
Lantz Bros. brands—	
Big Acme	4 00
Acme 5c.	3 25
Marselles	4 00
Master	3 00
Proctor & Gamble brands—	
Lenox	3 00
Ivory, 6 oz.	4 00
Ivory, 10 oz.	6 75
N. K. Fairbanks brands—	
Santa Claus	3 20
Brown	2 40
Fairy	3 35
Detroit Soap Co. brands—	
Queen Anne	3 15
Hig Bargain	1 75
Umpire	2 15
German Family	2 45
A. B. Wristley brands—	
Good Cheer	3 80
Old Country	3 20
Johnson Soap Co. brands—	
Silver King	3 00
Calumet Family	2 70
Scott Family	2 50
Cuba	2 40
Gowans & Sons brands—	
Oak Leaf	3 25
Oak Leaf, big 5	4 00
Beaver Soap Co. brands—	
Grandpa Wonder, large	3 25
Grandpa Wonder, small	3 35
Grandpa Wonder, small,	
50 cakes	1 95
Ricker's Magnetic	3 90
Dingman Soap Co. brand—	
Dingman	3 85
Schultz & Co. brand—	
Star	3 00
B. T. Babbit brand—	
Babbit's Best	4 00
Fels brand—	
Naptha	4 00

Scouring

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

Washing Tablets

I-V, per gross	10 00
120 samples free.	

SALT FISH

Cod	
Georges cured	@ 4 1/2
Georges genuine	@ 5 1/2
Georges selected	@ 5 1/2
Grand Bank	@ 4 1/2
Strips or bricks	6 @ 9
Pollock	@ 3 1/2
Halibut	
Strips	14
Chunks	15
Herring	
Holland white hoops, bbl.	11 00
Holland white hoops, bbl.	6 00
Holland white hoop, keg.	80
Holland white hoop mchs.	85
Norwegian	3 15
Round 100 lbs.	3 15
Round 40 lbs.	1 55
Sealed	16
Bloaters	
Mackerel	
Mess 100 lbs.	12 00
Mess 40 lbs.	5 10
Mess 10 lbs.	1 35
Mess 8 lbs.	1 10
Standard Granulated	10 50
No. 1 100 lbs.	4 50
No. 1 40 lbs.	1 20
No. 1 8 lbs.	1 00
No. 2 100 lbs.	8 50
No. 2 40 lbs.	3 70
No. 2 10 lbs.	1 00
No. 2 8 lbs.	82
Trout	
No. 1 100 lbs.	5 50
No. 1 40 lbs.	2 50
No. 1 10 lbs.	70
No. 1 8 lbs.	60
Whitefish	
No. 1 No. 2 Fam	
100 lbs.	7 25
40 lbs.	3 20
10 lbs.	85
8 lbs.	73

SPICES

Whole Spices	
Allspice	12
Cassia, China in mats	11
Cassia, Batavia, in bund	28
Cassia, Saigon, broken	55
Cassia, Saigon, in rolls	55
Cloves, Amboyana	17
Cloves, Zanzibar	14
Mace	55
Nutmegs, 75-80	50
Nutmegs, 105-120	35
Nutmegs, 115-20	35
Pepper, Singapore, black	15 1/2
Pepper, Singapore, white	23
Pepper, shot	16 1/2

Pure Ground in Bulk

Allspice	28
Cassia, Batavia	28
Cassia, Saigon	48
Cloves, Zanzibar	17
Ginger, African	15
Ginger, Cochlan	18
Ginger, Jamaica	25
Mace	65
Mustard	18
Pepper, Singapore, black	19
Pepper, Singapore, white	25
Pepper, Cayenne	20
Sage	20

SEEDS

Anise	9
Canary, Smyrna	4
Caraway	8
Cardamon, Malabar	60
Celery	12
Hemp, Russian	4 1/2
Mixed Bird	4 1/2
Mustard, white	9
Poppy	10
Rape	4 1/2
Cuttle Bone	15

STARCH



Kingsford's Corn	
10 1-lb. packages	6 1/2
20 1-lb. packages	6 1/2
6 lb. packages	7 1/2
Kingsford's Silver Gloss	
40 1-lb. packages	7
6 lb. boxes	7 1/2
Common Corn	
20 1-lb. packages	4 1/2
40 1-lb. packages	4 1/2
Common Gloss	
1-lb. packages	4 1/2
3-lb. packages	4 1/2
6-lb. packages	5
40 and 50-lb. boxes	3 1/2
3-lb. boxes	3 1/2

STOVE POLISH



No. 4, 3 doz in case, gross	4 50
No. 6, 3 doz in case, gross	7 20
SNUFF	
Scotch, in bladders	37
Maccaboy, in jars	35
French Rappee, in jars	43
SODA	
Boxes	5 1/2
Kegs, English	4 1/2
SUGAR	

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

Domino	5 85
Cut Leaf	6 00
Crushed	6 00
Cubes	5 75
Powdered	5 70
Coarse Powdered	5 70
XXX Powdered	5 75
Standard Granulated	5 60
Fine Granulated	5 60
Coarse Granulated	5 70
Extra Fine Granulated	5 70
Conf. Granulated	5 85
2 lb. bags Fine Gran	5 70
5 lb. bags Fine Gran	5 70
Mould A	5 85
Diamond A	5 60
Confectioner's A	5 40
No. 1, Columbia A	5 25
No. 2, Windsor A	5 20
No. 3, Ridgewood A	5 20
No. 4, Phoenix A	5 15
No. 5, Empire A	5 10
No. 6	5 05
No. 7	4 95
No. 8	4 85
No. 9	4 75
No. 10	4 70
No. 11	4 65
No. 12	4 60
No. 13	4 60
No. 14	4 55
No. 15	4 55
No. 16	4 55

SYRUPS

Corn	
Barrels	18
1 doz. 1 gallon cans	3 10
1 doz. 1 1/2 gallon cans	1 75
2 doz. 1 1/2 gallon cans	90
Pure Cane	
Fair	16
Good	20
Choice	25

TABLE SAUCES

LEA & PERRINS' SAUCE	
The Original and Genuine	
Worcestershire	
Lea & Perrin's, large	3 75
Lea & Perrin's, small	2 50
Halford, large	3 75
Halford, small	2 25
Salad Dressing, large	4 55
Salad Dressing, small	2 75

TEA

Japan	
Sundried, medium	28
Sundried, choice	30
Sundried, fancy	40
Regular, medium	28
Regular, choice	30
Regular, fancy	40
Basket-fired, medium	28
Basket-fired, choice	35
Basket-fired, fancy	40
Nibs	27
Siftings	19@21
Fannings	20@22

Gunpowder

Moyune, medium	26
Moyune, choice	35
Moyune, fancy	50
Pingsuey, medium	25
Pingsuey, choice	30
Pingsuey, fancy	40

Young Hyson

Choice	30
Fancy	36

Oolong

Formosa, fancy	42
Amoy, medium	25
Amoy, choice	32

English Breakfast

Medium	27
Choice	34
Fancy	42

India

Ceylon, choice	32
Fancy	42

TOBACCO

Scotten Tobacco Co.'s Brands	
Sweet Chunk plug	34
Cadillac fine cut	57
Sweet Loma fine cut	38

VINEGAR

Malt White Wine, 40 grain	8
Malt White Wine, 80 grain	11
Pure Cider, Red Star	12
Pure Cider, Robinson	11
Pure Cider, Silver	11

WASHING POWDER

Rob-No-More, 100 12 oz	3 50
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CRICKING

No. 4, per gross	20
No. 1, per gross	25
No. 2, per gross	35
No. 3, per gross	55

WOODENWARE

Baskets	
Bushels	1 10
Bushels, wide band	1 20
Market	30
Splint, large	4 00
Splint, medium	3 75
Splint, small	3 50
Willow Clothes, large	7 00
Willow Clothes, medium	6 25
Willow Clothes, small	5 50

Butter Plates

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

Clothes Pins

Round head, 5 gross box	45
Round head, cartons	62

Egg Crates

Humpty Dumpty	2 25
No. 1, complete	30
No. 2, complete	25

Mop Sticks

Trojan spring	85
Eclipse patent spring	85
No. 1 common	75
No. 2 patent brush holder	75
No. 5 cotton mop heads	1 25

Pails

2-hoop Standard	1 50
3-hoop Standard	1 70
2-wire, Cable	1 60
3-wire, Cable	1 85
Cedar, all red, brass bound	1 25
Paper, Eureka	2 25
Fibre	2 40

Toothpicks

Hardwood	2 75
Softwood	2 75
Banquet	1 40
Ideal	1 40

Tubs

20-inch, Standard, No. 1	7 00
18-inch, Standard, No. 2	6 00
16-inch, Standard, No. 3	5 00
20-inch, Cable, No. 1	7 50
18-inch, Cable, No. 2	6 50
16-inch, Cable, No. 3	5 50
No. 1 Fibre	9 45
No. 2 Fibre	7 95
No. 3 Fibre	7 20

Wash Boards

Bronze Globe	2 50
Dewey	1 75
Double Acbs.	2 75
Single Acme	2 25
Double Peerless	3 20
Single Peerless	2 50
Northern Queen	2 50
Double Duplex	3 00
Good Luck	2 75
Universal	2 25

Wood Bowls

11 in. Butter	75
13 in. Butter	1 10
15 in. Butter	1 75
17 in. Butter	2 50
19 in. Butter	3 00
Assorted 13-15-17	1 75
Assorted 15-17-19	2 50

YEAST CAKE

Magic, 3 doz.	1 00
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Cream, 3 doz.	1 00
Yeast Foam, 3 doz.	1 00
Yeast Foam, 1 1/2 doz.	50

Grains and Feedstuffs

Wheat	73
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Winter Wheat Flour

Local Brands	
Patents	4 35
Second Patent	3 85
Straight	3 65
Clear	3 25
Graham	3 30
Buckwheat	4 50
Rye	3 25
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	

Ball-Barnhart-Putman's Brand	
Diamond 1/2s.	3 85
Diamond 3/4s.	3 85
Diamond 1s.	3 85

Worden Grocer Co.'s Brand	
Quaker 1/2s.	3 90
Quaker 3/4s.	3 90
Quaker 1s.	3 90

Spring Wheat Flour	
Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/2s.	4 75
Pillsbury's Best 3/4s.	4 65
Pillsbury's Best 1s.	4 65
Pillsbury's Best 1 1/2s paper	4 55
Pillsbury's Best 1 1/2s paper	4 55

Ball-Barnhart-Putman's Brand	
Duluth Imperial 1/2s.	4 50
Duluth Imperial 3/4s.	4 40
Duluth Imperial 1s.	4 30

Lemon & Wheeler Co.'s Brand	
Wingold 1/2s.	4 55
Wingold 3/4s.	4 45
Wingold 1s.	4 35

Olney & Judson's Brand	
Ceresota 1/2s.	4 65
Ceresota 3/4s.	4 55
Ceresota 1s.	4 45

Worden Grocer Co.'s Brand	
Laurel 1/2s.	4 60
Laurel 3/4s.	4 50
Laurel 1s.	4 40
Laurel 1 1/2s and 1 1/2s paper	4 40

Washburn-Crosby Co.'s Brand	
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Gold Medal	
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Washburn-Crosby Co.	
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Gold Medal	
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Washburn-Crosby Co.	
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The Meat Market

Butcher Beaten by His Wife's Testimony.

As Thanksgiving Day draws near I am reminded of the celebrated turkey case, tried in a court in New York City some months ago, but kept out of the papers by a judicious distribution of glasses of champagne. A New York City butcher bought a barrel of turkeys from a wholesale poultry dealer; the turkeys were delivered, weighed by the butcher in the presence of his wife, and placed on sale. The bill which came with the turkeys stated that the total weight was 220 pounds. A few days later the wholesale firm discovered that a mistake had been made—that the clerk had weighed up 320 pounds instead of 220 pounds. A corrected bill was sent to the butcher, who wrote to the wholesaler that he would not pay for the extra 100 pounds claimed to have been sent him. A war of correspondence followed, but accomplished nothing. Neither side would compromise. Then the suit began. The butcher engaged a lawyer—a good one, too—and the witnesses for both sides gathered to see justice done. The wholesaler's clerk took the stand. He swore that after sending out the barrel of turkeys and the bill he remembered his mistake. He was certain the mistake was made, because his recollection of business transactions was perfect. "How long after was it that you remembered the mistake?" asked the lawyer for the butcher. "Three days."

"And you can remember the names of all the customers you served three days ago, and the amount of poultry they bought, and the price to be paid?" "Yes."

"Tell us whom you sold to three days ago and what they bought. You are under oath, remember."

The witness hesitated; he was confused; he blushed, and he admitted that just then he could not answer the question. He stepped down and it looked like an easy victory for the butcher, who then took the stand and swore that he had weighed the turkeys, compared the total to the weight on the bill, and that his record tallied with the bill—220 pounds. To clinch the case the butcher's wife was called. She swore that she had watched the weighing process and that the weight was 220 pounds. This evidence created a panic in the camp of the butcher's friends and the lawyer looked frightened. He was about to question her, with the purpose of showing her the mistake she had made in giving her evidence, when the judge interrupted and did some questioning himself.

"You are certain, madam, that the weight was 320 pounds?" he asked.

"Sure," she said. "I could not be wrong, because I watched the scales and they weighed 320 pounds."

It took two minutes to decide in favor of the wholesaler, and the chagrin of the butcher's wife when the situation was explained to her can be imagined. "I was so rattled," she said, "that I didn't know what I was saying, but I meant to say 220 pounds."—Butchers' Advocate.

Horse Meat More Wholesome Than Beef or Pork.

I do not know of any reason why horseflesh should not be exposed for sale. I myself have eaten horseflesh in Paris and enjoyed it immensely. When I say that I enjoyed it immensely I do not mean simply as an epicure,

for I do not lay claim to be a follower of Epicurus, but I speak as a physician. I know of no reason why it should not be exposed in the market places of Cincinnati, but I do know of many reasons why it should be. The fact is, a steak of horseflesh can not be told from a beefsteak, and a first-class beefsteak at that. I have no doubt that many persons visiting the Paris Exposition have eaten horseflesh steaks and have not known the difference, notwithstanding the fact that the word "cheval" is exposed in front of restaurants in Paris where horse flesh is served.

I have no hesitation in saying that I would recommend the use of horseflesh as an article of diet in place of the flesh of beef. The horse is the most cleanly animal known to the world—much more so, in fact, than the cow, or than any animal of the bovine kind. A cow will eat ragweed, for instance, while a horse will avoid not only that weed, but all others that are in any way injurious to the human kind. I might say, as an illustration, that the horse is a gentleman among animals, and is finer and higher bred than others, the flesh of which is used for the food of the human family. The flesh of a horse which has been used to work, would, of course, be tough, just as the flesh of a steer accustomed to work at the plow would be tough. But if a young horse should be turned out to pasture and not worked, then killed and brought into the market for sale, I do not know of any flesh that would be so wholesome, especially for persons of sedentary habits or occupations.

There is no man who loves the beautiful things of nature who can not but regret the passing of the horse, but in the march of progress it may come to pass, and it is coming to pass that the bicycle and the automobile may relegate to the rear that magnificent animal of which the Prophet Job spoke so magnificently and so poetically. When that time comes to pass another method will have been found by which the horse will serve mankind, and that will be as an article of diet. Looking at the use of horseflesh as an article of diet, it is to be considered at all times that the horse is by all odds the cleanest animal known to man. He is gentle, he is patient, he is tender, he is a gentleman in his habits and he is the sworn friend of man. He is better bred than the cow and he is immeasurably superior to the hog. The use of the flesh of the cow and of the hog causes troubles of the digestive organs, while the use of the flesh of the horse would cause none, or so very slight that they would not be worth calling into account.

I am willing to go on record as an advocate of the use of horseflesh as an article of diet. I am willing even to go further and say that I hope to see the day when horseflesh will be exposed as an article of diet in the market places and in the stalls of butchers and used in place of the flesh of beef and swine. When horseflesh comes into general use as an article of diet, the health of the community will be generally improved.

Dr. John Davis,
Member Cincinnati Board of Health.

Programme For Three Months.

He—I don't believe your father will give his consent. I haven't got much, you know.

She—That doesn't matter. The first month we can live on love, the second I'll begin to borrow things from mamma, and about the third papa will get tired and come to the rescue.

CHRISTMAS DECORATIONS

Fancy Delaware Holly

Per 16 Foot Cubic Foot Case - - - \$4.50
Per Barrel - - - 1 50

Holly Wreaths

Double Faced on Rattan per dozen - - - \$2 00
Single Faced on Rattan per dozen - - - 1 50

Boquet Green

Heavy Wreathing per 100 yards - - - \$4.00
Heavy Wreathing per 20 yard coil - - - .90
Double Faced Wreaths per dozen - - - 1.50
Single Faced Wreaths per dozen - - - 1.00

Mistletoe

Per pound - - - .20

Other decorations such as Wild Smilax, Long Pine Needles, Palm Leaves, Laurel Festooning, etc., prices on application. We guarantee all work first class. Order early.

ALFRED J. BROWN SEED CO., Grand Rapids

We are now ready for your 1901 contracts. Investigate our line of Lehr cultivators, rollers and spike tooth harrows, and our line of Central 5 tooth cultivators before placing your order.

Yours respectfully,
THE CENTRAL IMPLEMENT CO.
Lansing, Mich.

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WILLIAM F. JEWELL, President.

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GRAND RAPIDS, MICH.

THE Keeley Cure

Long Distance
Phone 624.

GRAND RAPIDS, MICH.

Alcohol,
Opium,
Tobacco,
Neurasthenia

Drunkennes, Drug Using and Neurasthenia absolutely cured by the Double Chloride of Gold Remedies at The Keeley Institute, Grand Rapids, Mich. Correspondence strictly confidential. Write for particulars.

SCIENTIFIC GRAFTERS.

Some Callers Who Annoy a Dry Goods Merchant.

Written for the Tradesman.

"I believe," said the dry goods merchant, leaning back in his chair and locking up his check book, "that I'll go out of the dry goods business and organize a corporation to be known as the Systematic Order of Grafters."

"What is a grafter?" asked the chief book-keeper, who always dressed in clerical black and who taught a Sunday school class at a fashionable church.

The junior book-keeper snickered.

The junior book-keeper wore short coats with square front corners and gaudy waistcoats and went to the horse races every time he got a day off.

"Why," said the pretty stenographer, "a grafter is a man who grafts fruit trees."

The pretty stenographer was first cousin to the merchant and was regarded as a privileged character.

The junior book-keeper chuckled behind a big ledger which he was carrying to his desk, and the merchant laughed outright. At that moment the office boy came in, slamming the door and whistling like a parrot.

"Sandy?" said the merchant.

"Yes, sir."

"What's a grafter?"

"Huh?"

"What's a grafter?"

"Hub, a grafter is a fly guy; anybody ought to know that."

Another chuckle from the junior book-keeper.

"How coarse," exclaimed the pretty stenographer.

"What is a fly guy?" asked the merchant, with a grin.

"W'y, a fly guy is a man wot gives you de glad hand an' works you fer a sucker."

"Correct," said the merchant.

"What awful expressions," said the pretty stenographer.

"What do you mean by the glad hand?" asked the chief book-keeper.

"Oh, go on," exclaimed the boy. "You can't git no rise out o' me."

The merchant was trying to keep a straight face, but he caught the eye of the junior book-keeper, peering over the big ledger, and burst into a roar of laughter.

"As I was about to observe," said the merchant, in a moment, "when interrupted by this exercise in pure English, I'm going into the grafting business systematically. There is more money in it than there is in honest trade. By the way," he added, "do any of you observe any chalk marks on me anywhere?"

The pretty stenographer ran her eyes over the dealer's office coat and declared it to be quite free from chalk marks.

The junior book-keeper let his ruler fall to the floor and when he picked it up his face was so red that the chief book-keeper thought he must have been threatened with a fit.

"I didn't know," said the merchant, "but the last man might have left on my coat some indication of my being easy. Tramps leave chalk marks on gates, you know, which give warning of fierce dogs and which also indicate which places are good for pie and which are good for a hand-out merely."

"A hand-out?" asked the pretty stenographer.

"Sandy," said the merchant, "what is a hand-out?"

"Punk, or any old thing."

"Correct."

"You're just spoiling that boy," said the pretty stenographer.

"I've been an easy mark for the grafters long enough," resumed the merchant. "This day has been a day for grafters. Did you observe that last man who was in here, Stevens?" he added, addressing the chief book-keeper.

"No, sir."

"I did," said the junior. "He was selling blue sky."

"W-h-a-t?"

This from the pretty stenographer.

"What is blue sky?" asked the merchant.

"Patent territory," replied the junior.

"My!" said the pretty stenographer.

"Yes," continued the merchant, "he wanted to sell me the State for a patent pump handle. Said the handle was a mass of springs that would do all the pumping if properly wound up. What came before that, Stevens?"

"The gentleman with the fire-escape, sir."

"You mean the pan-handler with the aerial swindle," said the merchant, with a grin.

"What is a pan-handler?" asked the stenographer.

"Sandy?" said the merchant.

"He's a man wot strikes yer fer blunt," was the reply.

"W-h-a-t?"

"And the one before that," went on the merchant, "wanted a check cashed. He was a thousand miles from home and the roads were bad. Hadn't had a sit-down for a week. I gave him a quarter. He's got his check yet. If some one should cash it he'd have to go to the trouble of getting a new one made. And early this morning an advertising man called with a device for painting the clouds. Was that it, Stevens?"

"For casting reflections on the clouds," said Stevens.

"Oh, and the minute he got out a man came at me with a premium or trade ticket scheme. Yes, I remember. He got into me for \$10. What became of the man who wanted me to take stock in the Never-Find-Bottom gold mine, Stevens?"

"You took him out to lunch, sir."

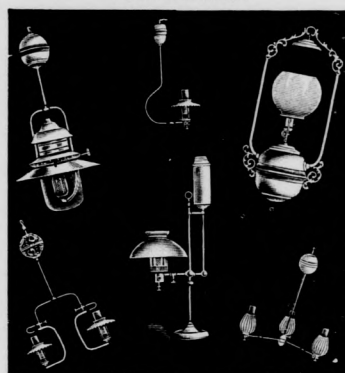
"Certainly, and he saw Williams and fastened on to him. And there was the man with the power to take the odor of dyes out of the store. And the man with long hair who wanted to talk Christian Science. And the woman with a petition to the Council to close all the saloons. And the man who wanted money to buy a horse because the old one had died of old age after a long and useful life. I gave him \$1. And there was a man in who wanted me to give him a job writing advertisements. I tried him on one and he spelled calico with a 'k.' Did you observe what a lovely mustache he had, Nellie?"

"I think you're just horrid," said the pretty stenographer. "Perhaps, when you get done, you'll tell me what some of the words you have been using mean. What's a 'sit-down?' And what's 'blunt?'"

"You can take lessons from Sandy," replied the merchant. "I've got to get out now. The man with a corner lot to sell will be here in just three minutes. I told him to come at 4 o'clock, and, you see, I've got to disappear at three minutes to 4. Yes, I'm going into this grafting business myself. It's better than earning money for grafters, anyhow."

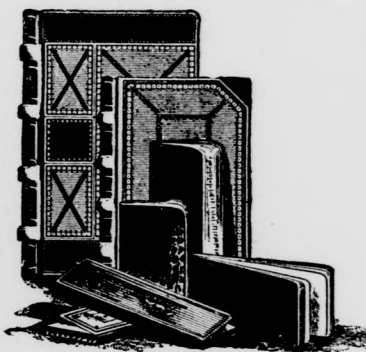
And there are many, many merchants who have just this sort of experience every day. Alfred B. Tozer.

The New White Light Gas Lamp Co. ILLUMINATORS.



More brilliant and fifteen times cheaper than electricity. The coming light of the future for homes, stores and churches. They are odorless, smokeless, ornamental, portable, durable, inexpensive and absolutely safe. Dealers and agents be judicious and write us for catalogue. Big money in selling our lamps. Live people want light, dead ones don't need any. We have twenty different designs, both pressure and gravity, including the best lighting system for stores and churches. Mantles and Weisbach supplies at wholesale prices.

THE NEW WHITE LIGHT GAS LAMP CO., 283 W. Madison St., Chicago, Ill.



all kinds of office stationery.

WILL M. HINE, GRAND RAPIDS, MICH.

Both Phones 529

OPEN EVENINGS

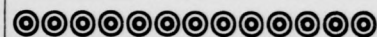
49 Pearl Street

A. BOMERS, ..Commercial Broker..

And Dealer in

Cigars and Tobaccos,

157 E. Fulton St. GRAND RAPIDS, MICH.

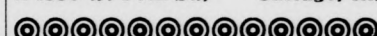


A Dollar Well Spent

The \$ you send us for the Flour Trade Builder will prove a dollar well spent—if not we'll send it back. This original well conceived idea increased the originator's flour trade four fold in 12 weeks. Tested and tried, it's a winner with a record. Adaptable to the use of any merchant anywhere. Remember—the complete plan for \$1.00 and the dollar is simply on deposit subject to your call, if you are not highly pleased with results. Only one merchant in a town. Be first—write now.

SPECIALTY ADVERTISING CO..

A 1380 W. Polk St., Chicago, Ill.



Blank Books

of all descriptions

Ledgers, journals, day books, counter books, pass books, letter copying books, etc. Also

BETTER THAN EVER

SANDY GORDON

50 CIGAR. SOLD BY ALL JOBBERS.

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

WORLD'S BEST

S.C.W.

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

Adjourned Meeting of Board of Directors of M. K. of G.

Jackson, Nov. 10—The adjourned meeting of the Board of Directors of the Michigan Knights of the Grip was held at the Griswold House, Detroit, Nov. 17. The meeting was called to order by President Schreiber, with a full attendance of the Board.

A letter of thanks from Mrs. Jennie Goldman, of Detroit, to the Board of Directors for the \$500 benefit on the death of her husband, was read and placed on file.

Communications were received from John R. Wood and Geo. F. Owen, suggesting an amendment to the constitution, to change the date of the annual meeting from December to July. Placed on file.

The Secretary's report was received, approved and placed on file, as follows: General fund receipts since the last meeting, \$36—all turned over to the Treasurer.

Death fund receipts, \$2,604—all turned over to the Treasurer.

Deposit fund receipts, \$61—all turned over to the Treasurer.

I received a \$2 check on No. 2 assessment, on which the signature could not be read, and I will hold the same until I find the owner.

I would report that since the September Board meeting five new honorary members and thirty-six active members have been secured. We hope to largely increase this number before Dec. 27.

Treasurer Gould presented the following report:

GENERAL FUND RECEIPTS.	
Balance on hand.....	\$ 84 52
Check from Secretary.....	3 00
Borrowed from Death fund.....	154 06
Repaid from Tennant fund.....	47 16
	\$ 321 78

DEATH FUND DISBURSEMENTS.	
Beneficiary of E. K. Burke.....	\$ 5 00
Beneficiary of S. E. Charbonneau.....	500 00
Beneficiary of Reuben Goldman.....	500 00
Beneficiary of C. R. Vane.....	500 00
Beneficiary of John Smythe.....	500 00
Amount to general fund.....	154 06
Cash on hand to balance.....	349 53
	\$3,003 50

DEPOSIT FUND RECEIPTS.	
To balance on hand.....	\$ 45 00
Check from Secretary.....	61 00
	\$ 106 00

DEPOSIT FUND DISBURSEMENTS	
By check to Secretary.....	\$ 45 00
Cash on hand.....	61 00
	\$ 106 00

The Finance Committee reported that they found the reports of the Secretary and Treasurer correct. Adopted.

The following bills were allowed:

U. G. Clark, printing.....	\$ 30 40
Hunt Printing Co., printing.....	43 75
Postage on assessment No. 3.....	50 00
A. W. Stitt, for stamps received as remittance on No. 3 assessment.....	14 00
Freight on printing.....	63
Office supplies.....	93
Treasurer's salary.....	55 14
Secretary's salary.....	139 20
EXPENSES OF BOARD OF DIRECTORS NOV. 17.	
E. J. Schreiber.....	7 32
Geo. A. Randall.....	7 32
O. C. Gould.....	5 88
J. W. Thorn.....	5 70
C. H. Smith.....	5 88
J. A. Weston.....	5 52
M. E. Stockwell.....	9 32
A. W. Stitt.....	5 00

Death claims were approved and allowed as follows:

No. 3386. J. T. Patton, of Detroit; died Aug. 17 of heart trouble; wife beneficiary.

No. 4926. M. E. Clarke, of Charlotte; died Aug. 31, of hemorrhage of bowels; wife beneficiary.

No. 3511. Mrs. A. E. Tennant, of Adrian; died Sept. 29, of cancer; daughter beneficiary.

No. 2327. S. V. DeGraff, of Grand Rapids; died Sept. 19, of Bright's disease; wife beneficiary.

No. 2765. A. W. Merrill, of Lexington; died Sept. 17; dropped dead; beneficiaries, son and daughter.

Moved by Mr. Randall that \$50 be voted to Post E. (Grand Rapids) to be used in postage for sending out invitations of the annual meeting to be held in that city Dec. 27 and 28, and that a check be sent to Manley Jones, chairman of Post E, for this amount. Carried.

Moved by Mr. Thorn that the regular

December assessment of \$2 be called December 1, to close Jan. 1, and that notice of this assessment be sent out with the invitations to the annual meeting. Carried.

Moved by Mr. Randall that \$50 be allowed the Secretary for postage. Carried.

Moved by Mr. Smith that the amount of bills allowed at this meeting be borrowed from the death fund until the next regular meeting. Carried.

The following resolution, presented by President Schreiber, was adopted:

Whereas—The agitation resulting from the resolution adopted at the last Board meeting regarding the mileage question promises to bring forth results and a possible adoption of the Northern interchangeable mileage book on a much increased territory; therefore be it

Resolved—That the agitation be unremittingly kept up and that our members be advised and requested to spread the agitation in every direction and that every traveler, whether a member or not, be requested to assist in bringing about the universal adoption of the best book in existence.

Mr. Gould moved that the securing of rates for the annual meeting at Grand Rapids be referred to the chairman of the Railway Committee. Carried.

Moved by Mr. Howarn that the amendment to the constitution offered by John R. Wood, changing the date of the annual meeting, be printed and sent out with the next assessment notice. Carried.

J. A. Weston presented the following resolution, which was adopted:

Resolved—That we endorse, as a candidate for a position with Secretary of State, Mrs. Nellie Field, of Lansing, and instruct our Secretary to write to Mr. Warner and inform him of our endorsement. Adopted.

The final report of the Mrs. Tennant fund was read and accepted:

TENNANT FUND.	
Total amount received for this fund.....	\$330 90
Amount sent Mrs. Tennant by checks.....	251 50
Expense of printing letter and postage.....	47 16
Amount in bank for relief fund.....	32 24
	\$330 90

Fifty dollars of the amount sent to Mrs. Tennant is to be deducted from the death benefit when paid, as the check of \$50 was sent after her death.

The Board then adjourned, to meet in Grand Rapids Dec. 27.

A. W. Stitt, Sec'y.

Decline of the Art of Whittling.

"Just returned from the little town where I was born," said Brown. "Same old place it was forty years ago, and if it hadn't been for a little incident that came under my observation I should have come away with the impression that the town was identical with the one I left in search of my fortune."

"I chanced to break the point of my pencil one day while I was there and, having left my jack-knife in my other clothes, I asked a small boy who was standing near by, with the utmost confidence, for the loan of his. He said he did not have one, and five other small boys who were with him said the same thing, although one of them admitted that he did have one some time ago, but had traded it for a fish-hook."

"Now in my time a Barlow knife was the dream of every boy, and seldom did the dream go unrealized, as a boy without a jack-knife lost caste."

"The incident started a line of thought and I looked around for the village loafer. He was still there sitting on a dry goods box, chewing cheap tobacco and spitting at a mark, the same worthless, good-for-nothing mortal that I had known forty years ago. But, strange to say, he wasn't whittling, and the box upon which he sat showed no signs of his art as a whittler."

"Since my return to the city I have been trying to discover how many men carry jack-knives, and I find that, with the exception of a few, mainly among men of my own age, the jack-knife is an unknown utensil. I am afraid that the gentle art of whittling a pine stick is rapidly becoming a lost one."

How Tax Improves Quality and Lowers Price.

Chicago, Nov. 10—Neither the importer, jobber, retail dealer nor consumer of teas of good grade desires the removal of the duty of 10 cents a pound. The only persons who are clamoring for such a change are the Japanese exporters and the auction dealers in New York. These handle low grade tea, which is unfit for any one to drink, and which, under the present law, can not be brought into this country, owing to the rigid inspection provided by the Revenue act. In 1893 the Tea Inspection act went into effect, but in fact it was a dead letter. There was no duty on tea, and consequently it did not have to be entered at any custom house; consequently the inspection could be dodged with ease, and thereby teas of lower grade than the law recognized came in. When under the War Revenue act the tax was levied inspection was assured and the grades of tea imported immediately improved, since the trash could not come in.

This tax, contrary to expectations, did not increase the price of tea to the jobber, retail dealer or consumer. The importer paid the tax. This is shown by the fact that tea which before the tax was levied sold for 35 cents a pound now sells, tax included, at 34 cents. Thus the consumer has benefited both in the quality of the tea and in the price. We want the tax to remain and are willing to pay it solely for the protection against trashy tea.

The effort that is making to have the tariff removed is injuring business all over the country, for hundreds of merchants are afraid to buy now lest the removal of the tax may hurt them. They should be assured that no change will be made.

Russia, the greatest tea drinking country in the world, has the heaviest tax and the most perfect system of inspection, and is satisfied with the law. England taxes tea and inspects it. We now have a law and a system which are all that could be asked, and I think it wise to let well enough alone. There is not an importer of high grade tea in the country but favors the tax. It keeps out the seven cent and ten cent tea, which is redried, wornout tea doctored with soapstone and other injurious stuff.

Graeme Stewart.

Nuts—Trade in nuts continues quite active for nearly all lines. Walnuts of all kinds are scarce and stronger. New Grenobles are particularly hard to find, with the price very firm and with an upward tendency. Other walnuts are in lighter supply and good demand. Filberts are firm at quotations and in good demand. Tarragona almonds show an easier tendency, and some holders probably would shade the price just a little. The demand is quite active for almost all kinds of shelled nuts.

Cheboygan Tribune: John Havens, of Grand Rapids, formerly of this city, has accepted the position of traveling salesman for the Cheboygan Collar and Harness Manufacturing Co., Ltd., and started on the road Tuesday morning.

There are 205,000 more manufacturing establishments in this country than there were in 1890.

Business Wants

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payments.

BUSINESS CHANCES.

FOR SALE—A DRUG, WALL PAPER AND grocery stock, or will sell either alone; located in one of the business towns of Southern Michigan; good trade; been established for years; a big bargain for first applicant; obliged to go South on account of health; wish to get away before cold weather. Write at once to F. O. B., care Michigan Tradesman. 597

FOR SALE—GOOD, CLEAN STOCK HARDWARE, from \$3,000 to \$3,500, in one of Michigan's best small towns; best location; low rent; only tin shop; no trades; best of reasons for selling. Address E. W., care Michigan Tradesman. 598

FOR SALE—STOCK OF GROCERIES, DRY goods and shoes inventorying about \$2,500, enjoying lucrative trade in good country town about thirty miles from Grand Rapids. Will rent or sell store building. Buyer can purchase team and peddling wagon, if desired. Tern s, half cash, balance on time. Address No. 592, care Michigan Tradesman. 592

FOR SALE—A NICE SHOE STOCK, ABOUT four thousand dollars (\$4,000.) The firm wishes to go out of business. The best location in city of Kalamazoo; a first-class chance to go into business. Ware & O'Brien, City Shoe Store, Kalamazoo, Mich. 591

WE HAVE A FINE TEAM OF 6-YEAR-OLD horses, weighing about 2,400 pounds; also harness and wagon. Will exchange for sound butt cedar shingles. We also have two good lots in this city worth \$300 each. Will exchange for shingles. C. C. Folmer & Co., Shingle Dealers, Grand Rapids, Mich. 590

FOR SALE—A DRUG AND GROCERY stock in a good town of 300, doing a prosperous business. Stock invoices \$1,400. Reasons for selling. Address C. L. Klingensmith, Prattville, Mich. 589

DRUG STORE FOR SALE IN GOOD TOWN in Northern Michigan of 1,500 population. Good clean stock and good established business; no cutting; inventories \$5,000. Good reasons for selling. Address Borax, care Michigan Tradesman. 596

FOR SALE—A GENERAL STOCK OF hardware, harnesses, cutters, sleighs, bugles, wagon and farming implements, surrounded by good farming country in Northern Michigan. Must be sold at once. Address No. 595, care Michigan Tradesman. 595

FOR SALE—GENERAL MERCHANDISE stock, invoicing about \$7,000; stock in A1 shape; selling about \$25,000 a year, with good profits; trade established over twenty years; a fortune here for a hustler. Terms, one-half cash down, balance one and two years, well secured by real estate mortgage; also store building and fixtures for sale or exchange for good Grand Rapids residence property on East Side; must be free from debt and title perfect. Address No. 520, care Michigan Tradesman. 570

FOR SALE—A COMPLETE BAKERY AND lunch room outfit, including oven, capacity, 120 loaves. Will sell for \$50 spot cash. Worth easily \$100. Write at once. Thompson Bros. & Co., Newaygo, Mich. 594

WANTED—MERCHANTS TO CORRESPOND with us who wish to sell their entire stocks for spot cash. Enterprise Purchasing Co., 153 Market St., Chicago, Ill. 585

FOR SALE—DRUG STOCK INVOICING \$2,000, in good corner store in the best town in Western Michigan. The best of reasons for selling. Address No. 583, care Michigan Tradesman. 583

SEVERAL STOCKS OF CLOTHING, SHOES and dry goods, 70 cents on the dollar, hardware, general and grocery bargains, for sale and trade. Clark's Business Exchange, Grand Rapids. 587

FOR RENT—A GOOD BRICK STORE IN good business town on Michigan Central Railroad; good living rooms above; good storage below; city water and electric light. Address Box 298, Decatur, Mich. 588

GRAND OPENING FOR GROCERY, DRY goods or general store. Brick store for rent cheap. Best location in town. Address Lock Box 616, Howell, Mich. 581

WANTED—TO SELL HALF INTEREST IN a good drug business to a graduated pharmacist with good references. Geo. M. Jordan, Reese, Mich. 574

CUT RATE DRUG STORE IN PATENT medicines, druggists' sundries, etc., will attract a big trade in a town of 6,000 population, within fifty miles of Detroit. I know of the right store, with rent nominal, for right party to give it a trial. If capital is limited, can have help. This is bona fide in every way. Address at once, William Connor, Box 346, Marshall, Mich. 560

FOR SALE—COMPLETE 22 FOOT, TWO cylinder, 4 h. p. gasoline launch; in water only two months; regular price, \$650. Will sell cheap for cash. R. E. Hardy, 1383 Jefferson Ave., Detroit, Mich. 535

FOR SALE—ONE SET DAYTON COMPUTING scales and one medium-sized safe. Address C. L. Dolph, Temple, Mich. 522

HOTEL FOR RENT OR SALE—STEAM heat, electric lights, hardwood floors, etc.; located in Bessemer, Mich., county seat Gogebic county. Address J. M. Whiteside, Bessemer, Mich. 523

FOR SALE OR EXCHANGE FOR GENERAL Stock of Merchandise—Two 80 acre farms; also double store building. Good trading point. Address No. 388, care Michigan Tradesman. 388

PARTIES HAVING STOCKS OF GOODS of any kind, farm or city property or manufacturing plants, that they wish to sell or exchange, write us for our free 24-page catalogue of real estate and business chances. The Derby & Choate Real Estate Co., Lansing, Mich. 259

FOR SALE CHEAP—\$2,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 240

MISCELLANEOUS.

WANTED—SITUATION AS CLERK OR manager of general store. Nine years' experience. Can give good references. Address, J. C. Cameron, Millbrook, Mich. 593

SITUATION WANTED BY REGISTERED pharmacist. First-class references. Write 586, care Michigan Tradesman. 586

WANTED—POSITION IN DRUG STORE; nineteen years' experience; good reference. Address Box 36, Walkerville, Mich. 598