MICHIGAN TRADESMAN

Volume XVIII. GRAND RAPIDS, WEDNESDAY, NOVEMBER 28, 1900. Number 897

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. See our elegant line of SPRING & SUMMER SUITS. We are the only house having all through the fall season a good line of Winter Suits, Overcoats and Ulsters.
WM. CONNOR, 20 years with us, will be at Sweet's Hotel, Grand Rapids, Dec. 13 to Dec. 17. 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.

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
Commercial Credit Co. of Michigan
Private Credit Advice, Collections and Commercial Litigation
Grand Rapids, Saginaw, Muskegon, Mich.
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

IMPORTANT FEATURES.

Page.
2. Getting the People.
3. Window Dressing.
4. Around the State.
5. Grand Rapids Gossip.
6. Dry Goods.
7. Clothing.
8. Editorial.
9. Editorial.
10. Future of Furniture.
12. Shoes and Rubbers.
14. Half a Century.
16. The Meat Market.
17. From Credit to Cash.
18. Village Improvement.
19. Successful Salesmen.
20. Woman's World.
22. The New York Market.
23. Poultry.
24. Clerk's Corner.
25. Commercial Travelers.
26. Drugs and Chemicals.
27. Drug Price Current.
28. Grocery Price Current.
29. Grocery Price Current.
30. Hardware.
31. Hardware Price Current.
32. Grain Market.

THANKSGIVING.

The season of seedtime and harvest is over and to-morrow the Nation will sit down to its annual Thanksgiving dinner. It will be well worth the eating. The year has been one of increase. Fields and orchards have done their best; bins and barns are bursting with an abundance of grain and fruit not often known and the tables will be burdened by a feast that only the fat of the land can furnish. Around it will gather every phase of life and, for the first time in many years, there will be few who will come breakfastless to dinner. It will be spread everywhere with better surroundings. The home may be poor, but there will fewer bare walls to look down upon the feast. They who sit down to it will be better clad, the faces will be less wan, the rooms will be warmer and better furnished. Tiny Tim's broken teacup and cracked tumbler will be displaced by something better; and so, from alley home to mansion house, there will be more than enough to eat and drink and wear. For this abundance of good things let us be thankful.

The year has not been free from suffering and disaster. There will be many a table to-morrow that will miss some of the brightness that blessed it a year ago. Some well-remembered day between then and now closed the bright eyes forever, some untoward act ended a friendship never to be renewed, circumstance and distance are keeping from the home-circle the hearts that still beat in unison with it, and sorrow and grief unseen will stand behind many a partaker of the feast. Tempest and flood have come down and, with the besom of destruction, have swept from the earth friends and homes and possessions. There is little of life's sunshine here to be thankful for and yet the bright eyes, to be seen here no more—would we, if we could, recall them from the house of many mansions? The friend is gone, but if no word of ours has banished him we have that to comfort us. Sorrow and grief are the lot of humanity. They come, as God wills, as the storm and the flood come; but they who sit at the feast to-day with joy in their hearts remember that not a kind thought or word was lacking when affliction needed it and that calamity was robbed of half its agony by the prompt and generous gifts which they so heartily gave. Let us be thankful that the means was ours, and thankful, too, that we were glad to give.

Since our National life began, we have never been so prosperous as now. With a territory upon which the sun never sets, with a variety of climate that furnishes every desired condition, with a continent full of resources so vast and varied that calculation wearies in numbering them, with a people better trained, more intelligent, more ingenious, more liberal than, and as industrious as, the other nations of the earth, we have become the most prosperous of them all; and, what never can cease to be a marvel, we have done all this in something over a hundred years. For this unequaled prosperity, let us to-day be thankful.

Time was when the United States was a strip of territory a few leagues in length along the western border of the Atlantic, with a people so given to spades and bargains as to be looked upon as good for nothing else. They had the docility of the ox they liked to drive. They had fists, but they fought not. They guessed too often for their own advantage. If they had courage the world had not and probably would not find it out. On this side of the sea their fear or favor was a matter of unconcern. A wild waste, lacking in civilization and knowing nothing of refinement, it could never amount to much in the arts of war or peace, or anything else. The story from this extreme to the other is not too long, but it is trite and tiresome. The world knows it already by heart. Some bitter experiences have opened the Old World's eyes and to-day at the council board of the Nations the Old World listens with distinguished consideration to the opinion of that Nation that digs and guesses, and finds it to her advantage to do what that Nation says. Surely we Americans have much to be thankful for to-day!

The Tradesman is hearty in its hope that its readers may have much to-morrow to be thankful for. It has recounted a few of their countless blessings and, when the day and its delights are over, may they more than ever rejoice over the blessing of seedtime and harvest and be thankful!

Oom Paul must be smiling all along his Boer mouth when he hears all France cheering for him as an exile, and remembers that not one of them fought for him when he was fighting for liberty and needed help.

It is easy for a man to be called a millionaire until his debts are paid and his estates are settled and found to leave no margin for expectant relatives.

A young trade journal which jumps on to everybody and is generally disagreeable claims the credit of being fearless and impartial.

THE AGE OF SPECIALISM.

It naturally affords the Tradesman much satisfaction to be able to present to its readers a verbatim copy of the paper read by Mr. Wm. Widdicomb at the semi-centennial celebration of the incorporation of Grand Rapids as a city, held last Wednesday evening. Even the most casual reader will not fail to note the emphasis the writer has placed upon concentrating every effort in promoting the city's prosperity upon the single industry for which Grand Rapids has become famous. The convincing proofs he presents to strengthen his position will win a hearty assent, but after all there will be in some quarters a doubtful shake of the head and an impressive enunciation of the adage that nevertheless all the eggs should not go to market in a single basket.

The trouble with the proverb, as Mr. Widdicomb declares, is that it has outlived its usefulness. He might have gone still further and insisted that it is good in any period only as it recognizes the existence of chance, which modern business has struck from the list of possibilities. In the lexicon of business there is now no such word, and the energy which was once directed towards providing for a possible evil is concentrated upon the accomplishment of the single purpose. It enters now into no well-formed plan. Business is not built upon that quicksand. There will be difficulties to overcome. There will be hardships to endure. Patience and perseverance will weaken the energy and whiten the hair. They are the willing tributes paid for the success that is far off and slow coming; but a business question to-day is a question of mathematics, and chance is not found among its self-evident truths.

All this and much more is brought out in Mr. Widdicomb's paper. The present and its relations to the future are of more importance than what has been. Eggs have been broken on the way to market. It was at a period when carelessness and thoughtlessness mismanaged the transportation of eggs, but it is submitted that transportation companies to-day would hardly look for leniency on the delivery of the broken merchandise because some rustic Solomon years ago learned to his cost that it is safer not to carry all the eggs to market in one basket. The concentration upon a single point, with no thought of chance, is the strong point of the paper. It is a confirmation of the idea that in this age of the specialist only the specialist can produce the best—a fact which this city and other cities equally prosperous affirm, and a fact to which Mr. Widdicomb's paper bears witness.

The exports of butter, cheese, eggs, bacon, hams, mutton, pork, apples, oats, peas, wheat, flour and potatoes to Great Britain from Canada have more than doubled since 1896.

Whisky is recommended as a cure for snake bites. There must be something in it. An intemperate use of whisky makes men see snakes.

Getting the People

Use and Abuse of Illustrations in Advertising.

A few years ago the columns of country papers were crowded with crude illustrations, intended for aids to gain the attention of the people. The tendency now is to greater discrimination as to the kind of cuts to be used and there is a decided lessening in the quantity.

There is nothing which more disfigures a newspaper and makes it look cheap than to fill its advertising columns with a random aggregation of all sorts and sizes of cuts. Scattered through the paper, a bold, strong design will kill its smaller and more delicate neighbors. In the old days, it was customary in many papers to group the illustrations so as to have the large and bolder together, but in doing this the result was a hodge podge, and the distinctive value of the cuts, if there was any, was lost.

In the more recent use of illustrations there is, as I have intimated, a decided lessening of quantity and a great improvement in quality. The local publisher, as a consequence, has a much simpler problem in the management of his columns. He can now separate the illustrations, so that they will not kill each other, and can preserve a more tidy and business look to his paper. This improvement has not yet reached its full development, but much has been done, and the work will not stop until illustration is made to serve a definite purpose in advertising work.

In the advertising of specialties and proprietary articles, which so largely monopolizes the magazines and class papers, the use of illustrations is naturally much greater than in any other advertising. Small devices can usually be shown by simple cuts which people can comprehend and so they serve a good purpose. Then, in catchy artistic illustration, there is an infinite variety, and there is much that is of the highest illustrative art. In the old days the magazines printed their reading pages on a fine paper and the advertising pages on coarse, that which was cheaper. Now, if any distinction is made, the advertising pages must have the finer. For these pages the engravers are furnishing their best plates, but such plates are much worse than none for the daily and weekly press.

The discriminating merchant is coming to use illustrations in his advertising less and less. The old enquiry was, Haven't you some good cut you can put in to make my advertisement more attractive? Now it is, Give me a good, strong display, with plenty of white to bring it out. Occasionally he will gratify some of his customers by using a simple cut of their specialty, but if he is judicious he is chary of this and depends on matter that will interest in clear type and paper.

In some cases the use of a distinctive design of the firm name may be of value. This is shown by the fact that many of the large department stores use such designs for their signatures. It is to be noted, however, that the distinction is generally obtained as simply as possible, as in the case of Mandel Bros., a plain gothic type with letters cut under on a slope so as to admit the number of the street. The object of these signatures is to get the form into the minds of customers so as to quickly catch the eye when it is watched for, as in the case of special sales and attractions. It is a question whether the use of such a signature by the general merchant will be an advantage, or whether the constant use of the same form will not become tiresome or lose its effect by too great familiarity.

* * *

The question as to the advisability of cultivating a cheap bargain trade is more a question of business policy than of advertising except in so far as it serves indirectly to increase the more profitable trade. If Kohlenstein Bros. did not find that it brings such trade, they would probably discontinue it. Their advertisement is well written for such trade and is well handled by the printer, although I am not partial to "astonishers." If the first and last lines could have been set in the same series of type as the remainder, it would have been an improvement.

Rather an ambitious effort of display is that of Fred Gunther. It is written, however, in a style against which I have a prejudice. I suppose the bargain idea must serve an effectual purpose in selling goods, or it would not be employed so much, but I believe it is repellent to much of the better custom. "The best goods at the right prices" is a better shibboleth than "bargains." The display is symmetrical, but is too heavy for the business or space.

The Laurium Hardware Co. falls into the hands of a printer who employs a degree of simplicity in his work that might suggest laziness, and yet his display could be worse. I do not like the mourning rules and there should be more white space between the border and type. The fact that the paragraphs are not indented alike strikes the eye disagreeably. The advertisement is carelessly written in that much trade will not be attracted by a $2 brush if there are not other merits than avoiding dust. Pricing the skates would have made sales. I should imagine that at this season stoves and ranges would be of some importance, but they bring up at the rear of the procession in a way that would suggest that they are subordinate to elbows. I should call it a carelessly written and lazily set production.

Jas. G. Johnson shows dignity and directness in the writing of his advertisement, and the display is attractive.

Geo. D. Van Vranken presents a carefully planned and written advertisement, for a special one day leader. The description of the tooth powder is definite and clear and will prove popularly attractive. Probably the printer could not have hit upon a better scheme of display and paragraphing.

Stimson Bros. have written about as poor an advertisement as I have seen in some time. It is especially strong in awkward expression. "Best kind of prices"—why "kind?" What is better than "best prices?" This is one of those productions which should be thrown away and all begun new. The printer seems to have been all at sea; and I do not blame him.

Wm. S. Forbes makes an attractive play in his advertisement and the printer has done his work well. I should have written it, "We pay our taxes for," etc., which would have read better. In quoting from scripture it would be well to be accurate—"thou shalt receive." Also the word "Yours" would be better omitted.

Minnesota's binding-twine plant, established in the State penitentiary, is as much of a success as the like institution in Kansas. By this means the problem of convict labor has been solved in these two states to the satisfaction of about everyone concerned.

A New Feature!

A Department of Bargains.

We are using a portion of our second floor for a Bargain Room

Odds and Ends, Slow Selling Goods, Soiled Goods, Imperfect Goods and Back Numbers,

can be found in this department. A portion of these goods can be used to good advantage in any household and we feel that if we realize only a

Small Fraction of the Original Cost

it is better than to carry a lot of dead stock from one year to another

Dress Buttons, original price from 10c to 15c at 2c a doz	
Pant Buttons	12 dozen for 5c
Dress Trimmings, original price 25c	5c
Dress Trimmings, original price from 10c to 15c at	3c
Red Handkerchiefs	3c
Neckwear, original price 25c	10c
Chiffon Trimming, original price 35c and 50c	15c
Jackets, original price $5.00	$1.50
Rubber Circulars, original price $1.50 and $2.50,	25 50c

Hosiery, Cloaks, Belts, Laces, Ribbons, Veilings, Underwear, Fascinators, and many other articles will be sold just as cheap as above mentioned goods.

Visit Our Bargain Department.

Kohlenstein Bros.

Seeing is Believing

If you dont believe it, then call at my store and you will say after inspecting my stock of

Buggies, Wagons, Harness, Robes, Blankets, and Whips,

That **Fred Gunther**

Can give you the best bargains.

Dustless Sweeping.

We have a floor brush with which you can sweep any floor with absolutely no dust. Only $2.

Door Check and Springs.

For $3.50 we will sell you a spring for heaviest doors. We have some for lighter-doors at $2.50

Ladies' and Gents' Skates.

Hockey, racing, club and ladies skates.

Stovepipe Elbows.

A most important matter in connection with your stoves. We have a one-piece elbow that is strong enough to step upon. No more joints to come apart and set your house afire.

Stoves and Ranges.

Garland Heaters. Majestic Malleable Iron Ranges.

The Laurium Hardware Company

In Making Your Selections for Toilet Soaps

Bear in mind the fact that we can fit you out with the best quality of selected soaps at prices from 5c to 35c per cake.

We buy in quantities, and make the price right. All the goods in this line are from well known makers.

Jas. G. Johnson, Druggist.

Throw away your old toothbrush

I will give you another in the special sale of

toothpowder

a common necessity, commonly neglected. A good toothpowder must possess at least three particular features: first, absolutely pure clean materials; second these must be reduced to extreme fineness; third, it must carry a safe, non-poisonous antiseptic

Van's antiseptic toothpowder

combines all these in larger measures than any other. It is prepared after a formula devised by the proprietor, examined and recommended by a prominent dental surgeon. In order that many, who do not know of its good qualities, may give it a trial under proper antiseptic conditions with a new, clean brush, on

Saturday, November 10

I will give one of the "AMERICAN BEAUTY" tooth-brushes made by the famous French makers, Dupont & Cie, of Paris. I gave a large import order for these fine brushes months ago, in order to have an article of the highest quality to sell at the popular price of twenty-five cents. Remember that on SATURDAY ONLY I will give one of these "American Beauty" brushes with each bottle of Van's Antiseptic tooth powder for only 25 cents.

George D. VanVranken,

Cadillac, Michigan.

Farmers Attention!

Remember we make a specialty of Butter and Eggs. Best kind of prices for No. 1 articles. Our trade is steadily increasing and we wish to keep the ball rolling. Give us a friendly call.

STIMSON BROS.

Lisbon, Michigan.

Smokers do you ever stop to think?

We pay our rent, light and heat taxes at home, not in some other town. We pay our workmen in your town. We buy our goods and spend our money in your town. Please remember this when you buy a Cigar.

Call for a Plainwell Cigar and "verily thou shall get thy

'Reward.'"

Yours,

WM. S. FORBES

Window Dressing

Empty Wall Space—False Backing—Window Fixtures.

Many merchants do not properly appreciate the empty wall and ledge spaces in their stores. It should always be remembered that the more goods that can be put on exhibition, the better. If a store has a blank wall fit it up with narrow shelves, on which can be placed shirt stands, displaying new styles of shirts prominently. We saw not long ago a store where the proprietor had a long blank wall. He fitted it up with narrow shelves, on which he displayed shirts, neckties and underwear, and he said that very often people would catch sight of something displayed on that side of the store when they would fail to see the same thing in the showcase and as a result they would buy it when otherwise he would have lost a sale. It is certainly not advisable for the proprietor of a store to put goods on exhibition if he is not careful to change them before they become spoiled and dirty. Very often the article on the top of a showcase or on a narrow ledge right in the line of a person's sight will sell when otherwise it would have remained in the store.

* * *

Some merchants find it necessary to trim their windows with more than one line of goods at a time. In a haberdasher's window in New York the following plan of arrangement was adopted. The upper bars of the window were occupied with shirts and the lower bars with gloves. The shirts were hung by the shoulder to the bars and across the shoulder was draped a butterfly or batwing tie. The gloves were hung on the lower bars, alternating with collars and cuffs. The floor of the window was occupied by hat stands displaying a large variety of hats. Each line of articles that was displayed was in a group by itself and not scattered about the window promiscuously with other articles. And, as each line of goods was brought to the front of the window, each line attracted the attention of the passerby immediately, and told its story effectively.

* * *

It is a good idea to construct a false background that can be used a number of times and on different occasions. For instance, a false backing can be made for the window and covered in plain burlap or denim, which, after being sized with gloss oil, can be painted with various colors, as may be desired. After it has been used in one color it can be varied by tacking narrow moldings upon it to give a paneled effect, and the panels can be painted in one color, the rest of the backing in another. The moldings can be changed from time to time to make panels of different sizes and shapes. This may be further varied by the use of different draperies on parts of it. A simple drapery is made by taking any material a yard wide and three times the length of the line along which it is to be draped. The upper edge of the material at intervals of about a foot apart is gathered into a puff and fastened with tacks or with a pin. Part of the background can be draped with cloth applied in plain or box pleats. The rest can be draped with curtains hung in natural folds or with a combination of curtains and smaller draperies. This background can be further varied by setting into it mirrors with their edges puffed. Or the mirror can be covered by fine lace of a pretty pattern, drawn smoothly over the face. Again, the interior of some panels can be covered with puffing across which ribbons are drawn in a network effect. By such varied combinations of drapery, puffing, mirrors, paint and other accessories that will suggest themselves from time to time, a well-made backing can be made to do service for a considerable length of time before it becomes useless.

* * *

There was a time when the art of window trimming was yet in its infancy, when the window trimmer was forced to depend upon his own mechanical ingenuity and general power of inventiveness for all the fixtures that he desired to use in his window trims. But that time is so far past and the results of the combined experiences of so many window trimmers have been so completely taken advantage of by the manufacturers of window fixtures that at the present time the merchant who appreciates the value of time in his business and the necessity of having a window outfit that is modern and up to date does not desire the window trimmer, except for particular and exceptional displays, to invent window fixtures of his own, but to make use of the best of those that are produced by the various fixture companies. The business of making window fixtures has now assumed such proportions and such a large variety of fixtures are always being produced that it is worth while to make some mention of the most indispensable fixtures for the use of the haberdasher. The most valuable of these is the display frame, which consists of two upright metal supports in the window, with projecting arms for the support of bars, on which the articles of the display are hung. This fundamental idea is worked out in various forms. Sometimes the metal supports are suspended from the roof of the window and made movable on arms extending across the top of the window so that they can be easily shifted in position in the window or in relation to each other, or for the purpose of altering the rods used on them from straight to various forms of curved rods. Another staple window fixture is the haberdasher's tree. This consists of a single straight metal support from which project straight arms, made fixed or movable and varying in number from four upward. This form of fixture is valuable in small windows where the fixture first mentioned is not available on account of the lack of space. Swinging or fixed brackets with side arms for the sides of the window are still another form of fixture that is staple and that has received various forms of treatment. For the utilization of wall space these fixtures are indispensable. For the floor of the window the T-stand, with or without a flat top of glass, metal or wood, is the fixture that is most commonly and variously employed. With a window equipped with such fixtures in good condition and properly selected according to the nature of the window, the window trimmer has a fair chance to show what he can do in the displaying of goods. It is a common practice for trimmers in large stores to order little attachments of their own, or peculiarly designed stands, for the special display of particular lines of goods, but the fixtures for ordinary window work are the fixtures enumerated above.

The London Daily Mail says that the days of the banjo are numbered in England, and that that instrument will soon be included in the same category with the mouth organ and the accordion. The zither is growing in popularity, and will probably be the favorite instrument during the coming winter.

Crockery and Glassware.

AKRON STONEWARE.

Butters

½ gal., per doz	45
2 to 6 gal., per gal	5½
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

½ gal. flat or rd. bot, per doz	45
1 gal. flat or rd. bot, each	5½

Fine Glazed Milkpans

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

Stewpans

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

Jugs

½ gal. per doz	56
¾ gal. per doz	42
1 to 5 gal., per gal	7

Sealing Wax

5 lbs. in package, per lb	2

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. Tilting 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

Aluminum Money

Will Increase Your Business.

Cheap and Effective.
Send for samples and prices.

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

Earthenware Meat Tubs

15, 20, 25, 30 gal. All sizes in stock. We can ship promptly. Prices are right. Send us your order.

W. S. & J. E. Graham
GRAND RAPIDS, MICH.

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.

William Reid

Importer and Jobber of Polished Plate, Window and Ornamental

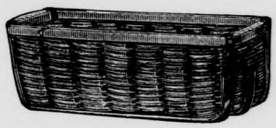
Glass

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

L. BUTLER,
Resident Manager.

Ballou 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.

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1-2 x 14.
THREE COLUMNS.

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

INVOICE RECORD OR BILL BOOK

80 double pages, registers 2,880 invoices $2 00

Tradesman Company
Grand Rapids, Mich.

Around the State

Movements of Merchants.

Galesburg—Orin H. Powers, baker has sold out to H. J. Perry.

Woodmere—G. T. Kast has sold his drug stock to J. D. Hamilton.

Hudson—Will O'Riley succeeds A. J. Colvin in the bakery business.

Pontiac—Bird & Peck continue the grocery business of Bird Bros.

Ionia—Wm. L. Amphlett will shortly engage in the grocery business.

Clare—C. J. Stone has purchased the meat market of Harvey T. Ritter.

Detroit—A. P. Breitenback has purchased the drug stock of Bird Bros.

Hart—A. M. Kobe succeeds Chas. J. Kobe in the grocery and dry goods business.

Dowagiac—Eugene E. Anderson has sold his boot and shoe stock to J. G. Smith.

Saginaw—Enos C. Kinsman has purchased the drug stock of Adam L. Klemm.

Battle Creek—Weaver & Gawell succeed Mrs. E. I. Weaver in the millinery business.

Rochester—E. R. Letts succeeds Griggs Bros. in the grain and produce business.

Jackson—John W. Pool, Jr., has purchased the grocery stock of Walter A. Cunningham.

Tekonsha—Hollenbeck & Able, meat dealers, have dissolved partnership, Mr. Able succeeding.

Meyer—Meyer & Co. is the style of the new merchandise firm which succeeds Renner & Meyer.

Wolverine—Bion E. Foley has purchased the grocery, drug, hardware and notion stock of P. E. Hackett.

East Tawas—Morris D. Myers continues the clothing, dry goods and millinery business of Abram Myers.

Decatur—C. J. Rowlee has engaged in the implement, carriage and wagon business in the Crippen building.

Chatterton—Joshua Fuller has closed out his general stock and will seek another location for his shingle mill.

Niles—Scott & Briggs, dealers in implements, carriages and harnesses, have sold out to Elizabeth Starkweather.

Berlin—W. A. Thomas, grocer, has purchased the grocery stock of John Rowlin and consolidated the two stocks.

Frankenmuth—The general merchandise store of Jacob C. Schluckebier has been closed by virtue of a chattel mortgage.

Vicksburg—Clark Bros. Co. is the style of the new firm which succeeds Clark Bros. in the manufacture of steam specialties.

St. Louis—Geo. Killeen has purchased the grocery stock of Geo. White and will continue the business at the same location.

Port Huron—J. A. Goodfellow, of Grand Rapids, will open a 5 and 10 cent store here in case he can obtain a suitable location.

Traverse City—Freeborn Gardner has sold his grocery stock to Elliott & East. Mr. Gardner will remain in their employ for a short time.

Rockford—A. G. Wellbrook has purchased the interest of R. B. Hayes in the grocery firm of Wellbrook & Hayes and will continue the business in his own name.

Sturgis—Oliver Moore and Packard & Son have purchased the greater portion of the John Clapp grocery stock and the remainder was shipped to the Grand Rapids creditors.

Saginaw—Mrs. Alexander Swift, of Cincinnati, owner of the Saginaw West Side Gas Co., has sold same to Geo. B. and J. M. Morley, of this city, the consideration being $90,000.

Clarksville—O. Prosser and Volney Strong, composing the implement firm of Prosser & Strong, have dissolved partnership. Mr. Strong will continue the business in his own name.

Belding—The Belding Feed & Fuel Co. is the style of a new firm established to engage in the wood, coal, hay, feed and salt business. G. B. Hill, of Orleans, is the business manager.

Scotts—The Richardson Mercantile Co. has been organized with a capital stock of $20,000. The incorporators are J. A. Richardson, Herbert C. Richardson, Wells Adams and Fred Horsfall.

Plainwell—James Smith, formerly of the firm of Smith & Ingraham, has engaged in the wholesale produce business on Bridge street in the building formerly occupied by the Citizens telephone office.

Benton Harbor—The grocery stock formerly owned by J. C. Calkins, who recently filed a petition in bankruptcy, has been purchased by C. S. Boyle. The stock was appraised at $7,000 and was sold at 75 cents on the dollar.

Ludington—W. G. Adams, meat dealer, has purchased the meat market of Joseph Mitchell, and has already taken possession of same, and will be assisted by his son, Will. His son, Percy, will continue the business at the old stand.

Evart—After Jan. 1 the hardware house of the E. F. Birdsall Co. will occupy the adjoining store now occupied by Hon. E. C. Cannon, who will retire from the mercantile business, in which he has been engaged for nearly thirty years.

Howard City—The grocery firm of Bradley & McGeorge has been reorganized, C. F. McGeorge having sold his interest to John B. King. The new style will be Bradley & King. Mr. King will have the management of the store, assisted by his two sons, Bert and Walter.

Cass City—James L. Hitchcock has merged his general merchandise business into a corporation under the style of J. L. Hitchcock & Sons. The capital stock of the corporation is $33,000. Two sons appear with the father as incorporators—G. L. and A. A. Hitchcock.

Three Rivers—B. H. Lester & Co., who conducted a clothing store at Caledonia, have purchased the general merchandise stock of J. T. Muncey & Co. here and will continue the business under the style of Lester & Son. The Caledonia stock will be removed to this place.

Manufacturing Matters.

Fenton—Henry L. Schulte has retired from the cigar manufacturing business.

Detroit—The Union Talc Co. succeeds the Columbian Talc Co. in the manufacture of asbestine pulp.

Kalamazoo—Dickinson and Tudor Riley succeed John A. Stark as proprietors of the Michigan Top & Dash Co.

Flint—The Durant-Dort Co. has placed the contract for the plans of its new wheel factory with an architect. It will be 240x96 feet in dimension.

Portland—The Standard Portland Cement Co. is the style of the new enterprise recently launched at this place with a capital stock of $1,000,000. The incorporators are G. H. Barbour, M. S. Williams, J. Harris, W. E. Macklem and G. E. Moody, all of Detroit.

Hudson—Phineas Elliott has sold his interest in the Elliott Milling Co. to Samuel Stephenson, who will continue the business. Mr. Elliott has accepted a position with the Kefuss Milling Co.

East Tawas—The National Evaporating Co. has already purchased 43,000 bushels of potatoes to manufacture into potato flour. Two carloads of the product were shipped the past week to England.

St. Joseph—Engberg's Electrical & Mechanical Works has been organized for the manufacture and sale of engines, dynamos, etc., with a capital stock of $5,000. Those connected with the new enterprise are C. Endberg, J. G. Endberg and J. Erickson.

Portland—The Dellenbaugh-Alton Co., which bid in the plant of the Michigan Cabinet & Commode Co. at $3,800 on a chattel mortgage sale, by assuming a portion of the indebtedness of the former company, has acquired permanent possession of the property and will continue the manufacture of crokinole boards on a larger scale than ever before.

Traverse City—The confectionery manufacturing firm of Straub Bros. & Amiotte has just installed a new gasoline gas plant. The gas is generated by forcing air over tanks of gasoline, after which the gas is mixed with 85 per cent. of air and piped to the lamps.

Cheboygan—C. M. Robinson has purchased an interest in the Cheboygan Wood Turning Works of John H. Clune and the new firm is now known as Clune & Robinson. Extensive improvements will be made in the plant, including the addition of new machinery. The company has several large tracks of birch timber lands which will be lumbered this winter.

Bay City—A company is being formed with outside capital for the purpose of building another sugar factory at this point. Bay City men will be slightly interested in the company, which will be capitalized at $400,000. The intention is to go ahead with the building at once and have the mill ready for the next campaign. There is also talk of another chemical works, and another institution which will be the largest industry in the Saginaw Valley. Plans are maturing, but a few preliminaries must be closed before a public announcement of the enterprises can be made.

In Continuous Service Ninety-five Years.

From the New York Sun.

Full of years and with the proud distinction of having borne the Stars and Stripes on the seas longer than any other craft, the schooner Polly has been wrecked at North Brookville on the Maine coast. She was built in Amesbury in 1805 and had been in continuous service ever since. She was a privateer in the war of 1812 and it is reported that she captured no less than eleven British vessels as prizes. From that time on she kept to the peaceful track of commerce until her end on the shore of that part of the United States where the sturdiest of American ships were fashioned. A splendid specimen of a noble handicraft she must have been, and hers was the honor of outlasting all the great creations of our shipbuilders in the opening days of the century. Let as much of the Polly be saved as possible and then let New England enterprise build new Pollies, the smartest of their kind.

E. D. Richmond, with A. R. Bremer Co., Chicago: I hand you check for $1 to renew my subscription to the Tradesman. I can not get along without it. I wish to keep posted on Michigan matters.

The Boys Behind the Counter.

Kalamazoo—C. W. Folger has resigned his position as clerk in the A. W. Walsh grocery store to take a similar position with the Witwer Baking Co.

Ovid—John W. Norris, of Selkirk, has been engaged by C. E. Jillson to clerk in his dry goods store.

Bay City—The Clerks' Association has everything in readiness for the gay carnival and Paris midway that opens at Armory hall December 3. The work incidental to this big enterprise has been going steadily on for the past few weeks, and from now until the evening of the opening the finishing touches will be added. The scene which will be presented when the show is finally opened will be a most attractive one. The main hall will be devoted to the immense holiday display of the Bay City merchants, together with the American, German, Irish, Turkish and Japanese villages. The scenes in connection with these villages will be true to life and pretty waiter girls will be seen in native costume in the German village, gay dancing girls in the Turkish village, while a continuous show will be going on in the others. The Egyptian Hall of London will present sensational illusions, including the disappearing woman, the mermaid, half-child and others. In the rear portion of the big hall a miniature theater will be erected, where a continuous show will be in progress. Sensational trapeze acts, daring acrobatic turns, refined songs and dances, illustrated songs, etc., will be presented, with a list of some twenty-two performers. No objectionable features will be seen. Everything is promised to be a first-class, clean entertainment. The members of the Clerks' Association are working hard to make this affair one long to be remembered.

Asked to Confirm or Modify His Statement.

Bath, Nov. 27—We notice in the Michigan Tradesman of Nov. 21 an article by Graeme Stewart on "How Tax Improves and Lowers the Price of Tea." Among other things he says: "This tax, contrary to expectation, did not increase the price of tea to the jobber, retailer or consumer."

While we believe the law is a good one and ought to remain, our experience does not agree with the above statement, as our jobber at once raised the price to correspond with that of the duty and has maintained it ever since—that is to say, about 10 cents per pound.

Now, if Mr. Stewart is correct, the jobber has certainly taken advantage of the ignorance of the retailer by making him pay a price which does not rightfully belong to the jobber, or else Mr. Stewart is entirely wrong. The question of interest to the retailer would be, Does tea now cost more to the jobber or retailer than before the act was passed? As the Tradesman is our Bible on matters of this kind, we would like to have you ask Mr. Stewart to confirm or modify his statement. J. C. Davis & Son.

A Choice of Terms.

"Here's another man who got away with some money that didn't belong to him," said the young woman who was reading the paper.

"How much?" enquired Miss Cayenne.

"It doesn't state."

"That's too bad! I wanted to determine whether he is a plain thief, a misguided embezzler or a bold financier."

Two Great Objects.

"They say," remarked the very cynical person, "that in this corrupt and superficial age the great object is not to be found out."

"That shows you have very little experience with bill collectors," answered the impecunious friend. "My great object is not to be found in."

Grand Rapids Gossip

C. B. Ingersoll has opened a cigar and tobacco store at Alma. The stock was furnished by B. J. Reynolds.

A. B. Large has engaged in the resaurant and cigar business at Bellaire. B. J. Reynolds supplied the cigars.

F. E. Russell has engaged in the cigar and tobacco business at Manton. B. J. Reynolds furnished the stock.

Wm. L. Amphlett has engaged in the grocery business at Ionia. The Lemon & Wheeler Company furnished the stock.

Frank L. Orcutt, produce dealer at Beulah, has removed to Homestead and embarked in the grocery business. The Worden Grocer Co. furnished the stock.

G. J. Baker has opened a grocery store at the corner of Wealthy and Grandville avenues. The stock was furnished by the Lemon & Wheeler Company.

Chas. B. Metzger has sold his bean cleaning fixtures in the old Valley City Cold Storage Co. plant to the J. K. Armsby Co., of Chicago, which has leased the building and will continue the business on a larger scale.

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 slightly higher, having advanced on an average of 10c per bunch. This is due to the increased demand and small arrivals.

Beans—The market is being held up by operators on the Detroit Board of Trade, who have sold themselves short. 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 is weak at 24@25c, the market having sagged off both East and West. Receipts of dairy are liberal for this season of the year, the price ranging from 18c for fancy table to 13@14c for packing stock.

Cabbages—50c per doz.

Carrots—$1 per bbl.

Celery—18c per bunch.

Cider—11@12c per gal. for sweet.

Cranberries—The market continues to strengthen. Walton and Cape Cod command $2.75 per bu. and $7.50 per bbl.

Eggs—The market is steady at 20c for strictly fresh, 19c for No. 1 cold storage and 18c for No. 1 pickled stock. The demand is moderate.

Game—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@9c for carcasses and 9@10c for saddles. The season closes Dec. 1, but hunters have three days to get their game out of the woods and dealers have five days to work off their stocks.

Grapes—Cold storage Niagaras command 17@20c per 8 lb. basket; storage Delawares, 25c; storage Concords in 25 lb. crates, $1. Lake Kueka (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—Are quiet and prices low, with California lemons selling fully 25c higher than Sicilies. The demand is chiefly for small lots, the old Thanksgiving activity in lemons apparently being a thing of the past. California lemons are coming in quite freely and there is no doubt but there will be enough to supply the present demand.

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

Onions—Dry are fairly firm at 60c. Spanish are slow sale at $1.50 per crate.

Parsnips—$1.25 per bbl.

Pears—Cold storage Kiefers command $1 per bu.

Pop Corn—$1 per bu.

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

Poultry—Local dealers pay 9@10c for young turkeys and 7@8c for old. Ruling prices for other lines of poultry are as follows: Spring chickens, 7@8c; fowls, 6½@7c; spring ducks, 8@10c—old not wanted at any price; spring geese, 8@10c—old not wanted.

Sweet Potatoes—$2.25 for Virginias, $2.75 for Illinois and $3.50 for Jerseys.

Squash—2c per lb. for Hubbard.

Turnips—$1 per bbl.

Hides, Pelts, Furs, Tallow and Wool.

The hide market is rather quiet after the heavy buying of the past two weeks. Prices were moving up beyond the safety point and buyers called a halt. The demand is equal to all offerings, at good prices and fair values, while tanners see a limit they should pay.

Pelts have been in fair supply, with a demand at old prices. Values do not increase, as they are largely governed by the price of wool.

Furs are in demand at fair prices for the holiday trade. The export demand is light and at low values. The warm weather indicates a large catch of coarser qualities. Prices are not well established, and there are no indications of higher values.

Tallow shows some improvement, with a fair trade. The market is normal.

Wool does not improve to any extent. Sales are in small lots. There is no kick to the trade, nor do prices at the seaboard give a profit to inland purchasers. Stocks do not move out of the State and there are no Eastern buyers in the field. Holders must still hold or take a loss, which they are slow to do.

Wm. T. Hess.

Husband and Wife Insured for $500,000.

From the Chicago Times-Herald.

Mrs. Florence Pullman Lowden, daughter of the late George M. Pullman, is the most heavily insured woman in the world. She has just taken out policies which aggregate $250,000. Her husband, Col. Frank O. Lowden, has been "written" for a similar amount, so that the total of all of their policies amounts to half a million. Col. and Mrs. Lowden left for the Pacific coast a few days ago. Before their departure policies representing $500,000 life insurance were turned over to them. These instruments are in the class known to insurance men as twenty-year life and twenty-year trust policies. Should either of the holders die the survivor will be paid an annuity of $12,500. The annual premium on the joint insurance will be about $16,000.

O. A. Ball has surprised his friends by taking a fortnight's respite from business cares. Accompanied by his wife, he left this morning for Syracuse, N. Y., where he will spend a day with his son, Fred. H. Ball, and family, thence proceeding to his birthplace, South New Berlin, where he has three brothers living.

Amos S. Musselman, President of the Musselman Grocer Co., returned this morning from New York, where he spent three or four days on business.

Wm. Judson has returned from New York, where he delivered an address before the New York Wholesale Grocers' Association.

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

The Grocery Market.

Sugar—The raw sugar market is unchanged, 96 deg. test centrifugals being still quoted at 4⅜c. Offerings, however, are light and sales are few. Although the Eastern list on refined sugar is unchanged, the selling prices in Michigan and vicinity are somewhat demoralized, owing to disturbing influences among the jobbers. On account of the holiday season, the usual increase in demand is expected. Michigan beet granulated is in good demand.

Canned Goods—Dulness still prevails throughout practically the entire list of canned goods. There are some signs of a better market coming, however. Reports of a more active demand and a firm market at Baltimore constitute one of these influences, although the effect as yet is slight. Between now and Jan. 15 there will probably be very little interest taken in canned goods, because the jobbers will not stock up on this line when they have to give their whole attention to those goods appertaining to the Christmas holidays. No matter how attractive looking a line of goods appears, there is no interest taken in it unless it is wanted. This is one of the reasons why the tomato market has quieted down and weakened as it has. We do not anticipate much, if any, improvement in the tomato market before the first of the year, but we do think that about the middle of December will be a good time to buy tomatoes for future needs, as prices will undoubtedly advance shortly after the opening of the new year. Corn is weak and neglected. We think that this article will also bring better prices within the next two months. Peas are firm and in some demand. The better grades are getting very scarce and we think now a good time to buy these better grades, for as the scarcity increases prices will surely go higher. Canned apples are selling very slowly. In fact, this article has had but a slow sale so far this season, compared with the corresponding time in past years. There isn't anything new to say of the string bean market and it is not at all likely that there will be any further advance in price until the first of the year. Present prices are steady but unchanged. The oyster packers are experiencing at this time one of the most unsatisfactory seasons they have ever had. The Chesapeake is not yielding as many oysters as the packers would like to see, and those dredgers who have succeeded in securing cargoes have found ready purchasers in the fresh oyster shippers who paid high prices—so high, in fact, that the cove oyster packers couldn't touch them. There will be very few oysters canned until after Thanksgiving. Salmon is rather quiet at present, but prices are unchanged.

Dried Fruits—A somewhat better feeling exists in the dried fruit market, but trading lacks the briskness usually in evidence at this season of the year. Raisins are held firmly at quotations, but the demand lacks the volume so characteristic during last month. Sellers continue to hold offerings steady at the prevailing prices in anticipation of a general revival in trade. Jobbers are pretty well stocked up with raisins of all kinds and the consumptive demand is not what was expected. Prunes are firmer and small sizes are getting quite scarce. It is reported that the Prune Association has sold over 30,000,000 pounds, or about 1,250 cars, of Association goods. When it is remembered that the crop of prunes all over the world has been a large one and that the crop of fruit in this country has been a more abundant one than usual, it would seem that the Association has done well to market the amount that it has. There is a fair demand for the better grades of California peaches and a little enquiry for apricots. Holders of apricots are said to be closely cleaned up on fancy grades and offerings are very light. The market is slightly firmer, holders being in sympathy with coast markets, which are somewhat higher. The demand for cleaned currants is good at unchanged prices. The statistical position of currants is a strong one. There is a slight improvement in the demand for figs, but prices are as yet unchanged. The date situation is strong and, if the demand continues as brisk during the next two or three days as it has been recently, an advance is likely. The market for evaporated apples is firm, but shows no positive change in price. The demand is good and stock is getting very scarce in the country.

Rice—Transactions in rice in both domestic and foreign are moderate, the trade in general purchasing on a hand-to-mouth basis. Spot supplies are small and prices are well maintained. Advices from New Orleans state that the rice combination recently formed by Eastern capitalists has placed the sale of all its rice in the hands of one New York firm. There is no doubt that the concentration of the sale of rice in the hands of one firm will result in a stronger market and tend to advance prices in the near future.

Tea—There are no new features of interest in the tea market. There is a slightly improved enquiry, but only small sales are made, purchases being mostly of the lower grades and of a hand-to-mouth character. Prices rule somewhat steadier, but without change. Business transacted this fall shows a material decrease, compared with the same period last year.

Molasses—The demand is only moderate, but prices remain firm for grocery grades of New Orleans, influenced by continued firmness of primary markets and moderate spot supplies. Advices from New Orleans state that arrivals of new crop are fair and are readily absorbed at full prices, particularly the better grades. The market is firm and, with cooler weather, an increased demand is expected. Corn syrup continues in good demand at unchanged prices, especially for the goods in cans.

Nuts—The strength of walnuts is the feature of this market at present. Stocks of almost all kinds of walnuts are greatly reduced and the market is exceedingly strong. Grenobles attract chief attention because of their extreme scarcity, there being practically no spot goods left in first hands. Prices are strong and advancing. There is a good enquiry for California walnuts, but there are not many here. The market on Californias is about ½c higher also. Filberts continue in good demand, but almonds, Brazil nuts, etc., are not much wanted, and the tendency of these goods is easy. Mixed nuts are going out fairly well and there is a fair demand for peanuts at unchanged prices.

Rolled Oats—Prices on rolled oats are unchanged. The demand is very active and millers are ten days to two weeks oversold.

Pickles—Pickles are meeting with only a moderate demand at present. Prices are unchanged.

Dry Goods

The Dry Goods Market.

Staple Cottons—There is considerable activity considering the season, in the finer grades of staples, and for these the market is very firm. On heavy lines of brown goods, however, there is some uneasiness. At present writing there have been no open changes in prices, but some may be named, although this is not by any means certain. Just now the agents are holding matters steady, and say individually that they do not expect to make any reductions. Furthermore, it is hinted that there is more business being transacted than is generally supposed, but it is claimed that on the basis of present prices the business is far from profitable. Higher prices for raw material are looked for, and for this reason manufacturers are holding things stiffer than they otherwise would. Bids have been made that are only ⅛c under quoted prices for drills and other coarse cottons. Bleached cottons are in small supply, so although the demand is not large, the conditions remain healthy. The cutting up trade report that business is good with them, and they will be in the market soon for large quantities. They have not been in any hurry, for they say they believe the market has reached top notch, and any change will probably be downward.

Prints and Ginghams—Jobbers in a number of cases bought goods early, at what now would be very low prices. Instead of being reserved, and waiting for further advances, however, they are making efforts to unload their stocks, preferring to clean up their shelves to the risk of carrying them. This is construed by some retailers to mean that the jobbers do not have any great expectation of prices advancing further, and that there is some chance of their receding. Fancy light prints show a good amount of advance business, and agents report that the number and size of the orders have been very satisfactory, fully up to the average for this time of year, and with every prospect of its continuing. Jobbers have very small stocks, and look forward to an excellent season at good prices. Ginghams are reported to be quiet in the agents' hands, but the market is well situated, and little is to be expected just now. On advance orders a fair business is moving. Staple and dress styles of ginghams are quiet but steady; no developments are expected for the present.

Denims—Have been a disappointment to the trade. Prices secured by the manufacturers are said to be too low for the class of goods made from them, and as a consequence they have not been buying.

Dress Goods—Jobbers during the past week have experienced considerable demand for heavyweight goods, in consequence of the life injected into the retail business by the favorable weather development. The best business has come from the nearby trade, although some fair orders have also been secured from the more distant trade. The initial market continues dull, although there are some indications of improvement. There is an evident expectancy that the next two or three weeks will serve to bring forward some good spring orders from the suitmakers and large retailers. It is generally believed that the jobbers have placed the most of their initial spring orders. The suit trade and many of the large retail merchants have not made a full provision, as have the jobbers, and from that source considerable business is expected in the near future. Already there are some indications of increasing business from this source, but as yet the orders lack volume.

Blankets—The blanket market is in a good position and things are shaping themselves satisfactorily for the new season, which it is believed will not develop before the first of the new year. The mills making all wool and cotton mixed blankets are generally well engaged on orders in hand and have work sufficient to keep them going until the new season opens. The effect of the recent drop in temperature has brought about a noticeable improvement in demand at retailers' and jobbers' hands. There has been some fear, in view of the recent unfavorable weather, that the new season would open with a considerable stock left in the hands of jobbers and retailers, but the advent of favorable weather tends to dissipate these fears.

Hosiery—The domestic hosiery market, while quite well filled with orders, is not receiving much attention from the buyers at the present time. The mills, however, are reported as well filled with orders, and the importers are having all they want to do at the present time. The holiday trade has brought out a very handsome assortment of fancy hosiery, which the jobbers have been displaying for some time. They report a very good business in them. The patterns and colorings cover every imaginable style, but at the same time, even for the gala season, modest, conservative effects are selling best, and it is not believed that "thunder and lightning" styles will be any appreciable factor in the business again, either for men or women. Some of them will be sold, but it will be but a very small item in the total amount.

Carpets—The large manufacturers of ¾ goods have in some instances advanced their goods from 2@3c per yard. This should result in giving all wool extra supers and other lines of ingrains more attention, as the price of the latter remains about the same as last season, although at this writing it is rumored that one large Eastern mill will open their ingrains at a lower figure. The manufacturers are anxious to obtain first of all sufficient orders to run their mills at full capacity instead of only a limited amount, as last season. To do this it has been essential that the price should be right to the buyer who has been led away from ingrains by other lines which have during the past two years replaced the extra super. At the opening of last season some manufacturers of standard extra supers, who held for 52½c per yard, found that the buyers were not eager to place large orders at this figure, but the manufacturers hesitated later on in reducing the price, as they would have been obliged to have made a proportionate reduction on initial orders. The manufacturers of the lower grades, while not obtaining so many orders as they expected, were, in comparison with those engaged on standard goods, the most favorably situated, as far as the volume of business was concerned.

Lace Curtains—Are selling very well at retail, especially domestic Nottinghams. The fine yarns used in the best grades are firm in price. Stocks of foreign lace curtains in fine goods are very limited in the market.

The Usual Result.

She stood beside the counter in one of the large department stores and seemed to be waiting for some one.

"Was there something wanted?" said the clerk of the millinery department.

"Oh, no," she returned. "I am waiting for my chum who is on the next floor."

"May I not show you a hat?" replied the clerk. "Here is one of the latest patterns."

"I thank you," she said, "but I intend making over my last winter's hat."

"This one is of a peculiar pattern and I contemplate changing the velvet. May I try it on you to see how it looks with your color of hair?"

The clerk placed one of the beautiful hats on her head and turned the mirror for her to see.

"Carrie," called the clerk to another at the end of the counter.

"Yes," was the answer and the second clerk came closer.

"Had I better change the velvet?"

"No. I would leave it just as it is. Pretty, isn't it? Matches her hair exactly. Makes her look taller. No, leave it as it is. It could not be better."

The second clerk walked back to the end of the counter.

"Oh, you want to see it from the back?"

"Change the feather?"

"Fifteen dollars."

"In time for Friday afternoon tea? Oh, yes!"

"Have it delivered? Yes, ma'am. It will be sent immediately."

The largest toy factory in the world is in New York, where playthings in tin are manufactured literally by the million. It stands five stories high, and turns out 1,607 distinct varieties in tin toys. No. 1 is a tin horse; 1,607 a tin menagerie. The output of circular tin whistles is 2,000,000 per annum.

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

GOOD FOR 25¢ IN MERCHANDISE NOT TRANSFERABLE
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.

Christmas Goods
Now is the time to stock up on Xmas Goods. We have the best assortment we ever carried in the following lines:
DOLLS RUGS RIBBONS BRUSHES
PERFUMES HAND MIRRORS LACE CURTAINS
HANDKERCHIEFS FANCY CUSHIONS
NECKTIES SUSPENDERS MUFFLERS
STERLING SILVER NOVELTIES
Come in and examine our line before placing your order.
P. STEKETEE & SONS,
WHOLESALE DRY GOODS, GRAND RAPIDS, MICH.

Xmas Caps
Make appropriate Xmas presents. We have just received a lot of them, and they are really pretty—we think by far the best ever offered for the money. Let's have your order soon as they are going rapidly. Prices, $4 50, $7.50, $9.00 and $12.00 per dozen. Colors assorted.
Voigt, Herpolsheimer & Co.
Wholesale Dry Goods Grand Rapids, Michigan

Clothing

No Fixed Standard of Style this Season.

The diversity of styles in men's clothes, which has been so noticeable at the Horse Show the past week, is in strong contrast with the single standard of fashion which prevailed a few years ago. When the name "dude" was coined it described a class of men who were recognized at a glance wherever they went. For several years the dandy of the season was dressed like every other man of his class. He was pictured truly in the newspapers, and he was caricatured by them. The styles for men's clothes then were more extreme than they are now. Moreover, a man with a desire to dress in the fashion was not expected to wear the style of clothes which most became him. He must follow the single standard set up by men whose names became known because of their clothes. He might not go to the extreme of those fsahions, but he must approximate them. For instance the fashion of having trousers cut so tight that the wearer got into them with difficulty was extremely trying for men who were thin enough to be conspicuous in these garments or had the misfortune to be knock-kneed or bowlegged, and yet rather than be behind the fashion they wore these closely fitting trousers. There was the same uniformity in hats. The style for one season resembled a pancake with a slight suggestion of brim, and every man who wanted to be well dressed wore such a hat. The skirts of cutaway coats suddenly increased in length until they reached far below the knees, and when worn by fat men they suggested the tail of a kite.

There has been in recent years a gradual breaking away from set fashions in men's clothes, and it would be difficult to describe the typical dandy of the day. Because the Horse Show comes at a time when a new season is just opening, its sartorial styles are looked upon as decisive. There were more varieties of men's clothes worn at the show this year by men who are recognized as leaders in dress than ever before, and a visitor might safely draw the conclusion that the well-dressed man in New York now was the man who was guided only in a general way by the prevailing fashions as announced by the tailor and who corrected them to suit his own individual taste and style. Almost every conceivable block of a derby hat was represented by the men who appeared in the short sack cutaway coats, which are merely a slight modification of the business suit. They ranged from the small crowned hat, which was put forward early in the fall by the hatters as the proper article of head wear, to the old-fashioned high block worn by several men of fashion, who now wear the same style of hat year after year. The two brothers who were conspicuous first a few years ago because they wore always a peculiar model of derby hat, and later became known for other things, would attract now no special attention by their derbies. In fact, the individual block, if becoming to the wearer, may now be used year in and year out.

The sack coats which appeared in unusually large numbers vary in a general way from the sack coats of a year ago. They are a little shorter and there is just a suggestion of a spring or flare from the waist to the bottom of the coat. The man who exaggerates in his clothes wears a sack coat that suggests a French soldier's army tunic. The trousers are all larger around the hips, and in some cases almost baggy. They are cut to hang straight to the foot, narrowing down to a peg-top effect. With properly squared shoulders a man dressed in this style looks about twenty pounds over weight. It gives him an athletic appearance, and that just now is very desirable. There have been years when the men who appeared at the Horse Show in the afternoon without frock coats were the exceptions. This year they have greatly increased in numbers. The average man dislikes a frock coat. Those who did wear them, of course, were numerous. Their coats did not reach the knees in length, and, like the sack coat, there was a decided suggestion of a spring in them. The waistcoats were nearly all double-breasted and made either of the same material as the coat or of subdued pattern in fancy styles. A few men appeared wearing high-cut double-breasted white waistcoats. It was a noticeable fact, also, that the men who were the most formally dressed in frocks wore with them soft, colored shirts of bright designs. This may have been merely a concession to the fact that the occasion was a horse show, or it may mean that the colored shirt may appropriately be worn with a frock on the most formal occasions.

The evening clothes ranged from the conventional long-tailed coat, with white or black single or double-breasted waistcoats, to the short dinner coats with derby hats. Properly worn the dinner coat demands a black waistcoat and black derby hat. Many of the wearers of dinner coats, however, wore double-breasted white waistcoats with gold buttons. Some men in evening clothes wore what is now known as the campaign hat of felt with broad brim.

In the matter of overcoats the range of styles was wide. The loose Raglan coat, which has been worn for the past year, outnumbered all other styles. The really horsey men turned out in driving coats, loose and baggy, and constructed according to the owner's own pet ideas. It is a mark of horsey distinction to have a driving coat unlike any one else's, and some of these coats were enough to make the wearers weary of life, if they had to walk around much in them. For the men who did not drive or pose as drivers, in addition to the Raglans there were the so-called Chesterfield coats and a straight hanging loose coat which reached down just far enough to hide the skirts of a frock coat. One of the things which a celebrated English writer commented on satirically after a visit to New York years ago was the alleged fact that most of the men whom he met wore sometimes two or three diamond rings. This was many years ago. The less jewelry a man wears now the more certain he may be that he is not offending the dictates of good form. A single gold seal ring seems to be the only excetpion to this rule. Horse Show scarf pins are always an exaggeration of the week, and they appeared the past week in every conceivable shape, from gold bits to a small jeweled horse's hoof.—N. Y. Sun.

What Came of Doing a Friend a Favor.

A young bachelor met a friend—a married man—and poured out his tale of woe in something like this:

"I say, old chap, I'm up against it. To-morrow is the birthday of my best girl, and, of course, I want to make her some sort of present. To tell you the truth, I have promised her a gold belt buckle that she fancies, but the darned thing costs $25, and all the money I can rake and scrape just now is a beggarly $10. Now, if you'll let me have the other $15 I'll hand it back the next pay day."

The married man was not flush himself just then, but as he knew his friend was all right and really wished to do him a favor he said:

"I haven't the money about me, but I'll tell you what I'll do. I have an account at Blank's jewelry shop. Let's go down there and see the buckle. I'll buy it and have it charged to my account and you can hand me the $25 any time before the first of the month, when the bill will be rendered."

This scheme worked to a charm. The young man with the "best girl" was delighted and the buckle was carried off in triumph. That would have been the end of the episode, doubtless, had not the wife of the lender got hold of the bill during the absence of her husband on a business trip. Judge of his consternation upon receiving a telegram in these words:

"Come home at once. I know all."

Taking the fast train, he reached the city, took a cab to ride home, and, dashing upstairs three steps at a time, he entered his bedroom and found his wife in tears while engaged in packing her trunk.

"You wicked, deceitful wretch!" she exclaimed between sobs. "Who would have believed that you would have deceived me in this way? I am going home to m—mo—mother! I wi—wi—wish I had ne—nev—never left her at all—boo-hoo-hoo!"

"Deceive you!" cried the frantic and bewildered husband, "what do you mean? Who, what—why, I never deceived you in my life!"

"Oh! you needn't stand there and try to lie out of it! I know all! I know all about the hussy! Look, here is the bill for the gold belt buckle you bought her! To think that it should ever come to th—this—boo-hoo-hoo!"

Then followed the copious tears and sobs. When the wife's grief had about spent itself in tears, the husband got an opportunity to explain, but it took remarkable eloquence and an abundance of caresses to straighten matters out.

"But wasn't it a narrow escape?" said he, as he detailed the story. "Everything was against me. It had a suspicious look, certainly. After this, when a friend wants an accommodation he gets it in cool cash, if I have to go out and borrow it."

The Question of the Day.

"Adele," said the fond mother, "is reaching the age where a girl naturally thinks of marriage."

"True," replied the father regretfully, "but do you think we can afford a son-in-law?"

Men's Spring Suits to Retail at $10 and $15

This line is now complete and ready for inspection. Both regular and military sacks are shown, in unfinished worsteds and cheviots, in mixtures, stripes and checks, as well as all the new colorings and effects in smooth worsteds. Workmanship, originality and approved materials have been combined to produce in these suits the best values on the market—up to-date, clean cut, swell garments that will sell on sight and give satisfaction, and at the same time make good money for the dealer. A look at them costs nothing. We'll send you samples or have our representative call any time you say.

To-day

We still have a fair assortment of Winter Raglans and box overcoats in Cambridge and Oxford effects which we can ship on hurry orders. Prices right—sure!

Correct Clothes Heavenrich Bros. Detroit Mich.

COUPON BOOKS
SUPERCEDE BOOK-KEEPING DISPUTED ACCOUNTS BAD DEBTS
ASSURE ACCURACY PROFIT CONTENTMENT
We make four grades of books in the different denominations.
CIRCULARS SAMPLES ON INQUIRY
TRADESMAN COMPANY. GRAND RAPIDS, MIC

Detroit BUSINESS University EDUCATES

Young men and women for useful life and profitable employment. Superior methods of instruction. Large corps of able men teachers. Occupies elegant building erected for its use. Has had over 33,000 students in attendance now employed in different parts of the world. Has more students in attendance and furnishes n ore situations to graduates than all other business colleges in Detroit combined. Elegant catalogue furnished on application. Business men furnished with competent bookkeepers, stenographers, etc., free of charge.

WILLIAM F. JEWELL, President. PLATT R. SPENCER, Secretary.

Business University Building, 11-13-15-17-19 Wilcox Ave.

RUB-NO-MORE

Handled by all Jobbers.
Sold by all Retailers.

SUMMIT CITY SOAP WORKS, Fort Wayne, Ind.

MICHIGAN TRADESMAN

Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - 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. 21, 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 twenty-fourth day of November, 1900.

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

GENERAL TRADE REVIEW.

There is enough irregularity in the upward movement of stock values to lessen the danger of serious reaction. The upward movement continued steady until Friday, when a reaction set in sufficient to lower the average of railways 69 cents per share and industrials $2.85. This week sees a prompt resumption of the advance, which promises to continue until many properties are represented by truer values. The growth of the country's industries has in many cases equaled the watering to which stocks were subjected a few years ago in reorganizations and in some the actual value has gone beyond the price changes. Investors are now diligently looking for these shares and many are finding them. During the advance the sixty most active railway securities gained an average of $10.23 a share, making the top point $78.88. It is necessary to go back eighteen years to find these stocks so high. The top point of the last seventeen years was September 5, 1899, when the average was $2.59 lower than on last Tuesday. The gain was still greater in the ten most active industrials, which rose $16.54 in about two months, and the five most active gas and traction shares gained $26.28.

It is significant that, without any great amount of refunding and organization, business reports of bank clearings are again breaking all records. For a long time the Eastern centers have been below the phenomenal business of the great reorganizing year, 1899, while the other parts of the country were steadily breaking all records. Now the resumption of stock activity has changed the situation in the East and the average of the entire country exceeds the extraordinary figures of last year by 7.2 per cent., and those of 1898 by 33.2 per cent. But that accelerated activity in Wall Street is not mainly responsible for the difference is demonstrated by gains of 4.1 per cent. over last year and 60.5 per cent. over 1898 at Chicago, 9.1 and 62.6 at Philadelphia, 4.8 and 50.1 at Boston, 16.1 and 59 at Baltimore, 15.7 and 135 at Pittsburg, 10.6 and 57.4 at Cincinnati, 16.1 and 64.8 at Cleveland, 19.3 and 59 at St. Louis, 23.7 and 78.6 at Kansas City and 51.8 and 78.7 at New Orleans. These percentages of increase over the same week last year and two years ago tell the story most eloquently.

In spite of the shortage in cotton, and in the wheat shipments over the granger roads which show a lessening of 13.6 per cent. from last year, the aggregate for the country is slightly larger than last November, and more than 10 per cent. in excess of the figures of two years ago. Moreover, the movement of merchandise is so heavy as to embarrass the railroads and at many points there is serious interruption to traffic, while inability to secure freight cars has made necessary the cancellation of some contracts where immediate delivery was specified. It is obvious that much heavier freight business could be done were facilities available in proportion to the business offered by shippers.

Moderate advances in quotations of pig iron appear warranted by the vigorous demand and there is reason to expect a further reduction in furnace stocks this month, although many idle concerns have resumed operation and production will undoubtedly increase. Manufacturers of railway cars have large orders and in all lines of finished material there is activity. While domestic prices are firmer, it is known that some export contracts have been made at lower terms, to meet reductions abroad. Notwithstanding our competition, the German production of pig iron in October reached a record-breaking total of 742,720 tons.

THE AVENGING HAND OF JUSTICE.

In the splendor of its achievements the Nineteeth Century is prone to insist that under its marvelous incentives the old has passed away, and that all things have become new. Never before in the recorded history of mankind has so much been done for its amelioration as during the last one hundred years. In the field of physical suffering this is especially noteworthy. The patient no longer quivers and groans under the surgeon's knife. He quietly goes to sleep and, on waking, finds the tooth out, the limb cut off, the eye taken out, rectified and put back, and finds to his amazement that the operation is over and that he is expected to turn his undivided attention to the simple and agreeable duty of getting well.

In certain lines, however, it is becoming manifest that this idea of precluding humanity from all fear of physical pain is not only leading to mischief, but has actually got there. Maturity, depending upon the fact that childhood is over and forgetting its manhood, with no fear of the punishment which childish indiscretion and lawlessness would be sure to receive, occasionally breaks out into brutish cruelty and impudently asks of an objecting community what it is going to do about it. That trying period of life, where the strength of manhood is under the control of childish fickleness and foolishness, indulges in both in proportion as it believes itself above the possibility of the corrective which Solomon so concisely commends; and the modern idea, confined wholly to this pain removing century, of not only sparing the rod but of shutting the eyes to the fearful consequences, leads easily to the conclusion that, if the old has wholly passed away, there is now and then a bit of it which it may be well enough to restore, and that the Puritan birch should still be kept as a memento of the Mayflower to remind the wayward descendants of that sterling ancestry that there is still "a God in Israel."

It is pleasant in this connection to recognize the fact that a German, the Mayor of Allentown, Pa.—brought up according to the wholesome idea that childish ills should be cured by childhood's Solomon-recommended panacea—has introduced into that thrifty city a means of managing a certain class of misdemeanor which can not be too strongly commended. A band of bad boys, fancying themselves college students on a Thanksgiving day baseball tear, fell into the hands of the police. As their parents were too poor to pay fines the Mayor ordered them to go home and ask for the old-fashioned treatment they would receive in the Fatherland. They did not obey orders and now, when the boy becomes the tyrant and terror of the city to the verge of ordinance-breaking, the services of a stout, horny-handed court bailiff are called upon. The officer in open court can not slight his duty and it is a matter of record that no boy has come back to court a second time.

It is a matter of deep regret that the needed, time-honored cure-all is confined to that well-governed city. It is a matter of deeper regret that the wrongdoing it so effectually stops can not be also confined there. Consider for one blissful moment even the thought of this simple and wholesome treatment upon those boys who "will be boys" and who insist upon showing their long-legged, short-sighted, empty-headed smartness in defacing school property that was intended to prevent the vandalism they are guilty of. The Eastern Mayor's treatment should be put to the test in such cases. In the open court, over the big knee of the big bailiff, the junior depravity and the senior depravity, and any depravity of schooldom, should be laid and, in the presence of the assembled fathers and mothers and teachers and school board, should descend with resounding whacks the avenging hand of outraged justice, until to the last day of his life every deserving sufferer should understand the full, deep-seated meaning of Whitcomb Riley's oft-repeated line when he wrote: "The golden, olden glowry of the days gone by!"

So far as the Tradesman's information goes, there are but two candidates for the position of State Dairy and Food Commissioner, which is an appointive office under Governor Bliss—Hon. E. N. Bates, of Moline, and Hon. F. W. Redfern, of Maple Rapids. Both gentlemen have served their districts in the House of Representatives, where they were known as outspoken advocates of pure food legislation along the most advanced lines. Mr. Bates has been an ardent exponent of pure food for the past fifteen years, having repeatedly agitated the subject in the Michigan Business Men's Association and Michigan Dairymen's Association, having served the latter organization in the capacity of President for several years.

The man who compiles history makes a useful work. The man who writes it gets away off from what people want to know to say pretty things.

ART AND THE ARTISAN.

While the Chicago Art Association is planning for a tax of one mill on the dollar to be levied in that city for money to be spent in educating the public in art ideals, there is a general feeling that just now financial matters are in such a condition as not to warrant an immediate levy. A little sounding into the depth of public opinion brings up the fact that art ideals are high enough for all practical purposes already and that it is hardly desirable to increase the distance now existing between art and the artisan. It is not to be disputed that the higher the ideal the grander its realization; but there is such a thing as the head's getting so far away from the hand as to make the outline uncertain.

In these days when the fine has come out of the parlor and set about picking up the sittingroom and the kitchen it is noticeable that the fine idea has gone with her and is making its presence felt. Use has not been disturbed in her right of possession, but in a thousand ways she has been taught that a convenient article need not be an ugly one. The artisan has come to her assistance and with his skillful fingers has turned into comliness and beauty what was supposed to be, of necessity, clumsy to handle and unpleasant to look at. "Well, it is ugly," sighed the housekeeper as she looked at the then new-fashioned, airtight stove, "but then it will keep us from freezing." That was enough, and when the cold came back the next season there was a stove that would warm, and of a pattern so handsome that use and beauty held out their hands together at the comfort and the comliness combined; and to-day the same skillful workman has banished the coal and the ashes to the cellar and so removed from sight what refinement had resignedly supposed must be endured.

In the kitchen there have been greater changes. Not an article there that does not show that parlor-imprisoned art has been making the most of her liberty. She must have useful things, but they must be pretty. "Make me a carpet that will hide his rough floor. Twist this stovepipe elbow into a curve. Add to this wooden chair a bit of ornament that will make it attractive. Tint the wall or paper it with some pleasing design. Bend into beauty these ungainly utensils." She has been obeyed until the commonest kitchen holds more art treasures than the old-time parlor ever hoped to have.

Well, now, to go back to the art tax, when it is available, why not expend it along just these lines? Why not encourage the artisan more in his work who is doing so much for the "uplifting of the masses" in this practical way? Not a breath is to be breathed against the advancement of art, not a protest made that the artisan will be uplifted by the higher art ideal; but the masses are not yet ready for the advance all along the line, and not until they are ready should the advance be ordered. Let us have a little more street cleaning. Let there be more pickng up in the bad quarters of the town; and when things there are spick and span and the humanity huddled there are a counterpart of the improved condition of the neighborhood, there will be a self-uplifting of art everywhere, due, it may be well believed, to the artisan as well as the artist—an uplifting that will be evidence enough that the time for the better appreciation of higher ideals in art has come.

The man who will stop work to tell his troubles fears he may forget them.

A GENERAL MISTAKE.

Considerable uneasiness, if not impatience, has been lately manifested at what has been styled "the laxity of duty in the public official." We have a protection which does not protect. From city hall to street corner there is a regular chain of authority, every link of it forged and welded with the one purpose of restraining wickedness and vice, and yet, on both sides of the chain and all along the line, the disturbers of the public peace have never been more numerous nor more determined than now and the sharpest criticism has been directed to what has been supposed to be an unparalleled remissness of duty on the part of the officer of the law. It is all a mistake. The officer is both alive and alert. He sees, but in these modern days of make-believe he must be sure. He is determined that no guilty man shall escape, but he must be sure that the man is guilty. Murder, robbery, vice in every form are constantly occurring, but not every man found in that neighborhood is the author of it; and right there lies the general mistake. "Chief, if I catch a burglar in the act of breaking into my house and bring him here, will you see that he is locked up?" "I should probably require you, sir, to bring satisfactory evidence that you didn't commit the burglary yourself," was the prompt and conclusive answer—a response that furnishes the gist of the whole matter.

The public has queer notions of proof. It seems to think that its unsupported opinion amounts to something. A man whom it has complained of as a sot is to be condemned because he has been seen to stagger and because his breath suggests whisky. The policeman, familiar with that suggestion, knows better than to make the arrest. He has no proof. Who saw this man take whisky? Who on his oath can swear that the contents of the glass or the bottle was whisky? Where did he get it and who can swear or even affirm that that was the place and this the man who drank in that particular place this particular whisky? It is very easy to make a statement, but it is quite another thing to back it up with unquestioned and incontrovertible fact. There is no proof and, of course, the staggering man is not molested. Let us have substantial fact and the law shall be enforced.

We are hearing much of New York's misconduct. It may be the Sodom and Gomorrah which the newspapers are insisting it is; but the policeman can not be expected to go beyond his limits. The tenderloin neighborhood may be a ticklish place to get into and a hard one to get out of with an untouched pocketbook and a whole skin, but the man who will go in there is, in the first place, no chicken and, if he comes out bereft of a few feathers more or less than he expected to come away with, it is his affair and not the policeman's. He, however, must have the proof of the crime; and the policeman's action, his seeming indifference, his apparent willingness to charge the complainant with being the author of the mischief are all along the right lines. It is the public that is making the general mistake, not the official, and any other conclusion is as wrong as it is prejudiced.

Absurd as all this is, there are people who seemingly believe it. It remains to be seen, however, whether the time has not come for those who have been fooled part of the time to give way to the class who are not to be fooled all the time and so have such changes effected that decency and order may again be respected even in the worst communities. It is not a question of party. It is a question of good living; and whether it be abroad or at home, the man who has abused the confidence reposed in him should be displaced. Protection should protect and the official in office who must be bribed to do his duty is the official to be relegated to a position where inefficiency can not thwart the purposes of justice and where bribes shall be no more.

ADVISING AND DOING.

It is a merciful dispensation of Providence, for which we can never be sufficiently grateful, that there is no way to compel us to live up to our theories. We all know what other people ought to do to be healthy, wealthy and happy, and the wonder is that there is anybody ailing, or poor, or miserable, when there are so many ready to steer them into the right path. Any spendthrift will lay down for you an unassailable rule for accumulating wealth. It's the easiest thing in the world. Always live within your income. Be industrious and frugal. Attend strictly to business. Lay aside something every year. Never plunge on the races nor gamble. It's a cinch, my boy. You can't lose on a tip like that. Every preacher in the land can point you out the road to righteousness. It is merely a little matter of self-sacrifice and charity and good deeds and brotherly love. Any philosopher will tell you that the secret of happiness lies in contentment. Be moderate. Don't envy the rich and great. Don't encourage ambitions and aspirations. Be satisfied with your humble cottage, instead of yearning after your neighbor's brownstone front. Every old maid has a gilt-edged theory for bringing up children, and every bachelor knows precisely how he would manage a wife, if he had one. The theories are all right. The trouble is that when we try to put them into practice on ourselves, they run counter to too many of our tastes and pet weaknesses and make us too uncomfortable. That is the reason we reserve them for our friends, instead of using them for home consumption. Among the greatest offenders along this line are doctors. Of course, a doctor has a certain liberty. He is paid for telling us truths we don't want to hear and giving us things we don't want to take; but there is no use in his abusing his privileges. We all know how wise he looks when he shakes his head over our case and intimates that we brought our sickness on ourselves by overeating or overdrinking or not taking proper care of ourselves and says we must exercise in the open air. Don't work too hard. Don't worry. Above all, eat moderately. Eat plain food. Don't take too much liquid at one time. Take but one kind of wine at a meal. Avoid liquors and punches. Eschew sweets. But do these wise men follow their own advice? A doctor never, never takes his own medicine. He generally works himself to death, if he doesn't kill hmiself eating and smoking first.

It is a strange fact that the right hand, which is more sensitive to the touch than the left, is less sensitive than the latter to the effect of heat or cold.

The Pan-American Exposition is exceedingly anxious for several million people to be put off at Buffalo next year.

The more a man knows, the less certain he is of knowing anything sure.

CAREERS CUT BY MARRYING.

A woman wedded to art and to a man is apt to neglect one or the other. Our Mary Anderson cut short her glorious career to become the wife of an unimportant man. Julia Arthur, just beginning to be as great, marries millions, and is seen no more on the stage. Julia Marlowe had a struggle with art and marriage. It came to pass that if she obeyed her husband she must content herself with being simply Mrs. Tabor or nothing. She compromised by asking Mr. Tabor to excuse her while she went her own way and glorified her own career. Fanny Davenport had two husbands, one after the other; but she was always Fanny Davenport. Charlotte Cushman, the empress of all American actresses, knew she was so ugly that if a man sought her hand it would be for the money that was in it and she continued wedded to her art. Mary Ellen Lease is independent of the drug store man who calls her wife when she is at home. Susan B. Anthony, who has given her life to the cause of woman suffrage, has had no time to become the better half of a worser man. Rosa Bonheur, in her grand strength as an artist transferring to canvas the strongest of animals, could not come down to trifling with weak men. The patient sisters in the hospitals who take young girls who come to them to be trained nurses smile sadly when they remember how many of their most promising pupils end their careers to become married women, and the trained nurse leaves her work to become a trained wife of some man who does not need sick nursing. The Atchison Globe stops to remark:

It will be remembered that a year ago the power was given Governor Stanley to appoint some girl who would be given her tuition free in a New York art school. Every section pointed to some girl with a career, but no money to achieve it; every section begged the Governor to make no mistake and lose to the world a famous artist by appointing the wrong girl. After a number of prayerful nights, he made Miss Lillian Dyer, of Abilene, the fortunate girl with a career. She was engaged in the study of art in New York just three months, when she became engaged, and she was married Thursday. It seems that any man with a marriage license in his pocket can bust up a career.

The Globe man may be right.

ATTACKS UPON RULERS.

The general betterment in the condition of the masses of the people in all countries and the almost complete extinction of arbitrary power wielded by monarchs do not appear to have diminished the number of political assassinations and regicides. As a matter of fact, attempts upon the lives of monarchs and rulers seem to have increased, rather than to have diminished, in recent times.

Were it merely the risk of assassination because of political agitation which rulers had to run, the matter would be bad enough; but they are likewise exposed to the attacks of all descriptions of insane people, persons with supposed grievances and anarchists who have no other object than a general overturning of society as it is now constituted. So precarious has the existence of rulers of large states become that practically none of them escape from one or more such attempts in the course of their careers.

One need only recall the many emperors, kings, presidents and rulers of all grades who have been murdered within a generation, or whose lives have been attempted, to realize the extreme danger in which all important personages in public life live. Beginning with the terrible assassination by the nihilists of the Czar Alexander about twenty years ago, a King of Italy, a President of France, a President of the United States, an Empress of Austria, a Shah of Persia, a President of Uruguay, a Prince Minister of Spain and a Premier of Bulgaria have been assassinated, while a score of lesser personages in public life have met the same fate. It is only a few months since King Humbert of Italy was assassinated, and within the week the Empress of Japan and the Emperor of Germany have been attached by insane people.

The assassin's knife or bullet has been no respecter of persons, presidents of republics being attacked as freely as autocratic rulers. In not a single case did the victim, through oppressive acts, merit the fate which was meted out to him. Most of the great personages thus murdered were, in fact, noted for their excellent qualities and broad-minded and humane treatment of their people. The great majority of the assassinations were the work of anarchists or nihilists, whose sole object was to overturn organized society.

It would seem that the time has arrived for all governments to arrange some concerted plan of better protecting the heads of states. The assassination of a king or president is a crime against a nation and not merely against an individual. Not only should the persons of rulers be more jealously guarded, but the police authorities everywhere should keep a careful espionage over dangerous agitators and anarchists and seize upon every pretext to land them behind prison bars. The mere expulsion of such persons only sends them to other countries to spread their dangerous doctrines and commit their frightful crimes when opportunity offers. The old right of asylum for political offenders does not in any sense apply to the modern regicide or assassin of a president or other head of a state. Such a fiend's hand is against all men, and all men should treat him very much as they would a mad dog or wild beast.

The late banker, Abraham Wolff, of New York, whose estate has just been figured up, left about $20,000,000. And yet he was never reckoned among the heavy millionaires. He began his career as an office boy, without a penny, and worked his way up. He never talked about his wealth or splurged with it, but when he made his will he didn't forget to remember generously every employe in his banking house, from the highest to the lowest.

The stockholders of a bank know how much reserve cash on hand the bank has been carrying when they read how much the cashier carries when he absconds.

Lovely as heaven is, the average person wishes to postpone going there as long as possible.

The man who is not after the dollar is loafing and expecting someone else to get it for him.

The bad eggs that hoodlums throw at a public speaker are too good for them to eat.

Visionary people should not count their chickens before they come home to roost.

The only man who can take life without destroying it is the photographer.

FUTURE OF FURNITURE.

Plea for Greater Loyalty to Our Leading Interest.

"Furniture made Grand Rapids famous." The furniture industry has given our city a fame almost world wide. Not so much for magnitude as reputation for exceptional skill and ingenuity in technical detail of construction, combined with cultivated taste in design and superior quality of workmanship.

We can not point to ourselves with the pride that is so peculiarly American and say we are the biggest in the world; can not even say we are the largest in our own country, for both at home and abroad are cities that exceed us in capital, number of workmen and value of product. It is the combination of original design, with attentive skill in construction and finish, that awards us our superior position in furniture circles.

A historical sketch of the causes of this prominence is worthy the occasion that gathers us together to celebrate the fiftieth anniversary of our civic life, for we at the same time mark the close of the fourth decade of our industrial progress. It is just forty years since the first step was taken by Julius Berkey that demanded a broader market for the product; and it is with pleasure that we note that the originator of our wholesale manufacturing is still in active management of the business which he founded forty years ago.

George Widdicomb, my father, had made a small quantity of furniture a year or so before Mr. Berkey entered into the business, and I had visited Milwaukee, the first furniture commercial salesman from Grand Rapids, to sell the few pieces made; my father's business was not continuous, for the war called his four sons into the army and his working force was taken away; hence to Mr. Berkey, in my opinion, must be accorded the origin of the furniture manufacturing of our city as it is known today.

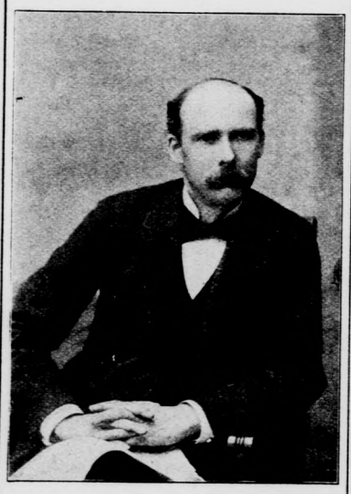
C. C. Comstock, who succeeded to the retail business of the Winchester Brothers, throwing into it his accustomed energy, was soon manufacturing in a wholesale way, and in 1864 made the first carload shipment from our city to Mr. Comstock, of Peoria, who is still in business—the Scarritt-Comstock Co., of St. Louis. On a recent visit to this city, Mr. Comstock spoke of this purchase of Grand Rapids furniture and its then importance.

It is often asked, what peculiar conditions existed, or what local advantage did we have, that could develop from this insignificant beginning the business and position we now hold? This question is not easily answered, for doubtless a combination of causes produced the business now employing such magnificent establishments as are the life and pride of our people.

In a former address I touched upon this point and said there was no special local advantage that was of importance after the first year or two; at first walnut lumber was abundant and cheap. It was equally abundant at other places manufacturing furniture, and perhaps lower in price, for there was a shipping business in walnut from this section to the Boston market which gave that lumber a higher value here. I mention walnut, as comparatively no other lumber was used then in furniture manufacturing.

Certainly it was not our wealth, although I might except Mr. Berkey with his capital of some $250, which he had accumulated by prudent economy, and this was about ten times the capital I had when the Widdicomb Furniture Co. was founded; in fact, gentlemen, as I recall those early days, we had nothing to show but disadvantages, except in this one particular—the indomitable will and energy of the men first engaged in the business. I doubt whether Julius Berkey knew the meaning of the word discouragement, and perhaps I was equally dense in my ignorance, and I shall give this perseverance, combined with ingenuity and unflagging industry, as the forces developing the business which sustains our city, for, mind you, the men who came in later years brought to the business the same characteristics or they would have fallen from the ranks as the years went by, for our business will tolerate no negligence nor incompetence.

Having no capital, we pioneers were thrown upon our own resources, with a rapid development of the native aptitude and ingenuity which designed the



goods, invented the processes and machinery and found a market for the product. The successful manufacturer then combined all these faculties within himself. While our ideas may have been simple—very crude indeed as compared with the artistic efforts of to-day—our experience was an education in furniture manufacturing that was unapproachable, and laid the foundation for the business which supports our city and gives employment to its thousands of artisans.

In these forty years we have grown from the business of a few hundred dollars per annum to sixty-four manufacturing establishments, using a capital of $6,000,000, employing 8,000 workmen, producing $7,000,000 per annum. This is our record and success. We may well be proud, and especially pardonable is our pride when we consider this has been accomplished without natural advantages, either in location or raw material, not even having the navigable river which so many of our good citizens and manufacturers have fondly hoped and sadly waited for.

Very briefly, this is our past, and while the record is good, it will not answer to rest upon our laurels. Modern business is one of relentless competition in which there is no such thing as assurance that victory is permanent. Progress or death is the inexorable business condition of the present, and, auspicious although our position may be, the graver problem is, what shall we do to retain this supremacy, and what devolves upon us to preserve the superior position we now occupy, for it is folly to think it can be held without unremitting effort?

Reputation is the best asset any interest can have which lives exposed to competition, but it is far easier to let it slip away than to win it back. Other towns, other men, are striving to follow in our footsteps and, if we lag, their feet will be in advance and we but the followers. A grand history is well enough, and ancestry is to be respected, but the "has been" can not hold a business at the present time.

At the Board of Trade banquet some four years ago, R. W. Butterfield made an address that should have been an inspiration to every manufacturer of this city; his eloquent and impassioned appeal to the furniture manufacturers to educate themselves upon broader lines, encourage their designers to higher efforts, improve the skill and character of their workmen, should, and doubtless did, have permanent influence upon all who heard his glowing words; for, gentlemen, words may glow just as brightly and inspire just as highly when applied to your business as if they were appealing to the moral or aesthetic side of your nature. Only through such regard and devotion to the industry we are following can we expect to hold our own in the industrial conflict certainly impending, and it is for the direct interest of every individual manufacturer of this city constantly to improve the character of his product and the condition of his business.

Much has been said during the last six or eight years upon what is called the weakness of having one prominent industry only to depend upon, and our

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.

Sellable Robes

The dealers who have looked over our stock of robes and blankets say they are the most sellable ones they have seen.

This partially accounts for the many duplicate orders we have received.

You can get anything from our stock promptly—either telephone or wire us.

Brown & Sehler
Grand Rapids, Mich.

A Holiday Opportunity

We believe the fact is established that THE IMPERIAL GAS LAMP is in all respects the most satisfactory and the most ornamental, and prices named below will establish the additional fact that it is the cheapest. Here are our cash with order prices:

No. 113, Wall Lamp	$2.39
No. 101, Harp Lamp	3.19
No. 121, Two Light Pendant	5.39

Boxing and carting free. Shipped f. o. b. Chicago. Every lamp guaranteed. Terms to secure these special low prices are cash with order. **We guarantee lamps** will do all we claim for them.

THE IMPERIAL GAS LAMP CO.,
132 & 134 LAKE STREET, CHICAGO, ILL.

Board of Trade, following this idea, has given much effort and time, as well as some money, to encourage other lines of manufacturing to locate in Grand Rapids.

I would not depreciate such efforts, yet I can not agree with the policy that ignores the manufacturing which we so largely depend upon and seeks to develop other interests with which we are not familiar, or which may not be naturally adapted to this locality; from an altruistic point of view, it may be well to leave your ninety and nine to care for themselves and go after that other one, but, from the practical standpoint, prompted by the vigorous competition of to-day, it is wiser to protect what you have now in the fold than share your strength with strangers.

The plea for diversified industries is alluring but fallacious, as can be found by careful examination into the facts.

The argument is, we should not depend upon one interest only, that it is not wise to confine ourselves to one particular line in manufacturing, or, in common phrase, not wise to "carry all our eggs in one basket;" this might, and doubtless did, hold good under business conditions of thirty or forty years ago, but to-day the theory has lost much of its force.

This is an age of specializing and the individuals or towns that concentrate their energies toward one interest gain such high degree of perfection in both quality and quantity that they can distance all competitors and supply and control the markets for their special productions.

I do not need to dwell upon this, for it must be apparent to all of you, and I do think the opinion so often expressed, that, should depression appear, the town having a single manufacturing interest must suffer excessively, is equally misleading; there is no general evidence to support that view. Some industries having exceptionally favorable conditions may partially escape the influence of reverses or panic, but there is no universal law to that effect, and certainly there is no reason to suppose our industry should be singled out to endure more than the country at large, or suffer more because we have brought it to a high degree of perfection; the fact that we have secured exceptional success but provides a positive degree of strength and safety to protect us against disaster, for other less favored cities must suffer great loss in business before we would feel the effects of a depression.

Now this is just the situation we occupy, a prominent position as manufacturers of furniture which is conceded by the whole country, a prominence that should excite our pride, and I maintain we should encourage and develop by all honorable and legitimate means this valuable business which we certainly have in our possession, rather than go after enterprises which may not affiliate with our present industries.

This can be done in several ways, and I should place as first and most important the importation of other furniture manufacturing, both in lines already here and kindred branches which are not represented.

I am not of those who fear competition, and as we must have competition, I prefer it right here where we can influence it to the good of our city and ourselves. In my opinion we can not expand our business too much, but we should bring in only those who are worthy to rank among our numbers to share with them the advantage of our facilities. There would be no more competition than we have now and it were better to have it right here to assist in building up our city than to have it located elsewhere to our detriment.

Those who call upon the Board of Trade to bring in other industries forget the localizing tendencies of manufacturing in this age, how one locality becomes the center of an industry and another the center of other manufacturing, for the natural home of the manufacturer is in the vicinity of his particular line. There, and there only, can he hope to attain the highest degree of success.

So many illustrations of this can be seen as to make mention almost unnecessary, although I might speak of the brass manufacturing concentrated at Waterbury, silver plating and bronze working at Meriden, lock manufacturing at Eagle River, morocco leather at Newark, jewelry at Providence, an glove manufacturing at Gloversville and Johnstown. Many other examples can be cited, but the lock and glove manufacturing are perhaps the most interesting to us as they bear the same relation to their localities that furniture manufacturing did and does to Grand Rapids. They had no original local advantage, one might say as with us, they had many adverse conditions to overcome, yet at no other points in the United States can these articles be so successfully produced as in or near those towns; and the parallel is peculiar, for the glove business at Gloversville and Johnstown had even no shipping facilities until a comparatively recent day, all their material and manufactured product having been freighted fifteen to thirty miles each way in wagons to the railroad; to this day the lock business at Eagle River is in this condition and Meriden depends upon one little branch railroad; still, even so situated, these places are invincible in meeting competition.

What should the Board of Trade do to further our furniture manufacturing? I grant this is a far-reaching question, requiring for consideration more time than I can take, still let me mention a point or two:

The Board can assist in establishing a school of design. It should encourage the Board of Education to develop the manual training school into a school for skillful mechanics. It can animate and assist the younger and struggling members of our fraternity already here. It can invite and aid furniture manufacturers in good standing with the trade to move here.

Within our own State—nay, in our vicinity—there are factories which should be persuaded to locate in Grand Rapids; they will increase our business volume, multiply our population, and all this in the direction we should and can naturally grow, and a natural expansion in manufacturing will arise from this continued growth of our furniture business, for more and more of the supplies we need will be produced here; this would be natural development, safer and more to be desired than new ventures of which we are ignorant; the single industry alarm is a spectre that has no being outside the imagination of those who may not have given the matter a careful study.

Again, the Board can foster an improved appearance in the surroundings of our factories. Elegant furniture can not be produced in a squalid environment and effort should be made to enlist the city and individuals in this direction; cultivate lawns in the vicinity of our factories, get the factory owners to make green the desolate grounds around their buildings, persuade the Board of Public Works to allow generous privileges in the use of water for such purposes. Our workmen appreciate all this, they prefer to work where attention is had to the hygienic and handsome condition of the factory and its grounds, and all this will add greatly to the general beauty of our city at large.

I might say much more upon this and other points were time given me, still you will understand my view is, that on this anniversary day we should look forward, forecast our future, not give our attention to the past. The past has cared for itself and will not supply business to-day nor for future days; nothing will do that successfully but indomitable energy, with perseverance and honorable business conduct combined with an ambition to produce the finest furniture in the United States, yes, in the world.

Wm. Widdicomb.

A Drummer's Joke.

"I met a grocery drummer on the road as I drove in this morning," said a man from Minot to a friend in Auburn, recently. "I was driving a pair of heavy horses and was going slowly, but I can't see how that was any business of the drummer. Nevertheless, he stopped me and entered into a conversation with me. 'Why don't you swap that team for a horseless carriage?' said he. 'Why, I don't know,' said I. 'I never thought much about it.' 'Well,' said he, 'these horseless carriages are all the go now.' 'What kind of motor power would you advise me to get?' I asked. 'Mules,' said he, and with that he clucked to his horse and drove along before I had time to get my breath back sufficiently to swear at him."

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.

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.

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'll 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.

Shoes and Rubbers

Unnatural Conditions Imposed on Women By Dame Fashion.

From time immemorial the feet of women have been fettered, with their own consent, by some sort of foot coverings, and tyrannized over by their eccentricities of shape and fashion. The fair shoe wearer has always welcomed each aspirant for favor and claimant for her foot with the pleasure due on her part to a new offering at the shrine of beauty. Its striking novelty and departure from former conventional lines have sometimes almost taken her breath away, and she has been disposed to rebel against accepting it, but this resentment soon passed, and when she was assured that the inexorable dame had pronounced it the fashion, she not only adopted it, but was glad that it had come to her.

Sometimes, in the past at least, the newly created thing called for such sacrifice of comfort and such changed physical conditions on her part that only its irresistible beauty and the fact that it was sanctioned, nay, prescribed by good form, prevailed upon her to make it her own "for keeps," and to sacrifice herself a little for so novel and captivating a thing; and it was this sacrifice of physical comfort to beauty and novelty in the shoes which led her to call them, half reproachfully and half endearingly, "those lovely little tyrants," and to accept her martyrdom more cheerfully.

It is hardly fair to ascribe to the gentler sex all the vanity and lavish love of dress. Some men, at least, are by no means behind the former in their efforts to go to the very extreme of fastidiousness in their apparel, and to adopt at once every new mandate of fashion however great the departure from its predecessor. Now the quezzel, or bird of liberty, of Guatemala, is a good deal like man in his love for dress; but, unlike man, his clothes are part of his equipage, furnished by nature, and changed without the co-operation of the tailor. The national bird stands very high in his own country, both literally and figuratively, being often four feet from beak to tip of the tail. The caged eagle is as nothing in its manifest degradation to that of the quezzel in confinement.

The latter is never caged longer than a few hours. It is truly a bi d of liberty and dies almost immediately when captured. Its pride in its rear feathers is greater than the love of life. When one of these appendages gets broken or soiled, the bird goes to its nest and sits down and dies. Here is a touching and beautiful example of the love of dress rarely equaled by man or woman. We have heard of heart-broken tailors and shoemakers who have died from chronic misfits; and we have reason to believe that these men would have lived long and happily under a constant succession of fits, anomalous as it may seem. Of course, no mishap that could possibly come to the little tyrants of shoes, however lovely they might be, would have any such effect upon their wearers as that of the loss of a tail feather to the quezzel.

Among the tyrannical footwear allotted to women, none has been more conspicuous or harmful in its effects than the extremely high-heeled shoe; but the extreme high heels of any age sink into insignificance before some of the ancient devices for obtaining physical altitude. The Turkish women of the sixteenth century wore a sort of footgear called the choppine, which was an effectual elevator, in its way. In Hamlet we read: "Your ladyship is nearer to heaven than when I saw you last by the altitude of a choppine." This was a sort of high clog or pattern worn by ladies of that time to raise them from the ground.

Venetian women, too, indulged in choppines, which were made of wood, covered with leather or cloth. It was a foolish custom and shows the power of fashion to rule even to the verge of absurdity. Some of these ridiculous things were built quite high, and required considerabfe practice to become skilled in their use. They were not only awkward but perilous, and a wearer sometimes had to be supported by another person in order to make any progress. But the Venetian woman was small of stature, and accepted the aid of choppines to increase her apparent height. It was said of the Venetian woman that she was composed of three parts: One part of wood, one part clothes and one part woman.

Now, of course, our modern woman would never consent to put her foot into the clutches of such ridiculous tyrants as those, nor does she have to, either; but in many ways, since the passing of the choppine, the gentler sex have endured martyrdom at the foot in compliance with the mandates of fashion. Short shoes, high heels, pivot heels, narrow shoes and other unnatural conditions have been endured for ages as an imaginary sacrifice on the shrine of beauty.

In the use of inordinately high heels to shoes it is not alone the crowding of the weight of the body forward against the toes, but also the severe strain upon the instep in trying to hold back and relieve this painful pressure, that makes them obnoxious to sound feet. This of itself ought to condemn them; but when it is also made manifest that the posture of the foot in one of these unnatural things renders the office of the foot, even in standing, difficult, and that by it the normal functions of the bones and muscles are made partially inoperative, it might be supposed that no right-minded person would continue to use such artificial elevators, however much they might contribute to personal vanity.

In a high-heeled shoe the ball of the foot, which should naturally lie level, is in a constrained posture, being at an angle with the sole, and, consequently, has to sustain almost double the weight that nature intended it should. The ball of the great toe is also forced into an upward angle with the former; the instep of the shoe has all it can do to hold the toes back from the front, and the leg, which would naturally lean considerably forward to form its natural right angle with the foot, is in this case straightened up, for the safety of its owner, into the erect attitude, thereby giving painful work to the exterior muscles of the foot above the instep, and also the great tendon of the heel behind to keep the latter flexed in this unnatural position. In short, the whole attitude of the foot is contrary to that designed by nature, and consequently the joints and muscles of the foot are called upon to act in a different direction from that for which they were designed.

Although the pressure at the ball of the foot and at the great toe is severe and the joints are always in an unnatural position, perhaps the greatest strain is brought to bear upon the muscles of the calves. Let anyone not accustomed to wearing high-heeled shoes place artificial props under his own and stand for a few moments in this position and note the results of the experiment at the calves of his legs.

In that irrepressible struggle in which humanity has been the chief actor and shoes were the principal objects, and in which the capacity and endurance of the foot have been sorely tested, the goal of reward and happiness seems to have been, too often, the minimum size of shoe that could be worn. To assert that women have often been deceived as to the actual number of the foot-covering they wear would be to tell the retailer an old, old story.

By taking a woman's shoe, for instance, with a pivot heel, set well forward under the shank, and clapping the

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, Creamerymen, 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.

Rindge, Kalmbach, Logie & Co.,
Manufacturers ana 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.

For Prompt Service

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

GOODYEAR'S INDIA RUBBER GLOVE M'F'G. CO.

OLD COLONY RUBBERS

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

HIRTH, KRAUSE & CO., Grand Rapids.

size-stick on the sole so that it will measure only from the toe to the back of the deceptive heel, instead of from the toe to the back of the counter of the shoe where the natural heel must rest when in it, you can flatter your fair, credulous purchaser to the extent of about two sizes. If she is already wearing a number five for a number three, the most you can do is to confirm the deception. By placing the size-stick a little higher on the tapering heel of the shoe you can compromise matters by about one size. But an honest test can be made only by placing the two upright parts of the instrument at the toe and the back of the counter, just where the extremities of the foot will rest in a close-fitting shoe.

Again, with a projecting sole, nearly a full size is added to the length of the shoe "over all," to use a nautical term, so that the same size-stick, on which are those "figures that never lie," tells but little about the actual length of the last on which the shoe is made; and it is the length of the last, with a slight allowance beyond the end of its toe, which forms the true receptacle for the foot which is to occupy it.

To the average woman the size of her shoes is a momentous matter. She is prone to look upon an increase with dread, and upon a diminution, even of half a size, with exultation. The shoe man, after doing his best to put his wares in their best light to the particular customer, still has an arduous task before him in compassing a too exacting foot with a refractory shoe. His own opinion he often finds of little weight. Muscle and physical energy must do the rest to force the shoe to cover such a foot or else he must try to persuade the buyer to yield to the adoption of one a half-size larger, and this is not always successful.

And this brings us to a revelation as to what a size in shoes is, for the benefit of the feminine customer who regards it as a stupendous leap in footwear. Very few of these startled persons probably know that a full size in shoes is only a paltry third of an inch, anyway. This is very little in length, and yet to some women it is miles. Two inches in a waist or bust measurement are seemingly not as great to them as one size in their shoes, for in the latter it is direct or lineal measure of increase.

The distaste for increasing the size of our shoes becomes more pronounced as we ascend the scale of the size-stick. A woman who has perpetually worn a number three shoe, when necessity demands, will accept a three and a half size without much fuss. She still retains the integral number three, and this, in some measure, compensates for the added fraction. But a new integer, number four, is distasteful, because of its formidable sound. If shoes, like hats, could be graded by eighths of an inch, she could take refuge in a three and seven-eighths shoe and still be comparatively happy. From a number four and a half to a number five is a still greater trial to feminine nerves; and in the realm of sixes—well, few women speak of this size to any but the dealer. And yet, looking at the matter more closely, a third of an inch in the length of our shoe is no trivial matter, after all; for one single inch changes a man's number six shoe into a number nine, and a woman's number three into a six.

A noteworthy fact gleaned from the cobbler's realm is that of the great number of women's shoes with uppers in various stages of dissolution, while the soles are still but little the worse for wear. There are three principal causes for this unequal wear. The upper stock, as a rule, is less durable than that in men's shoes; the shoes are usually found to have been a little too small for the feet, thereby being subjected to a great strain; and then, women do not wear out as much sole leather as men do, anyway; they take more steps in a given distance, but their average tread is lighter than that of men. If the uppers in women's shoes were relatively as durable as those in men's shoes, allowing for the difference in weight, their shoe bills for the year would not exceed those of men, which they usually do.

But, after all, the modern woman in the long, slim, graceful modern shoe is no longer tyrannized over at her toe tips, as she was in former days in the stubby shoe. Her immaculate footwear continues to hug her willing foot pretty much in the same old way, giving her an occasional twinge of nerves, but more of conscience, as she views the effects with admiring eyes; and altogether she is just as pleased in her lovely little tyrants as were her ancient sisters in stub-toed, stilted-heeled affairs, or the petite Venetian women mounted on choppines.—E. A. Boyden in Boot and Shoe Recorder.

Life's Ups and Downs.

A few years ago, while Robert Stewart was governor of Missouri, a steamboat man was brought in from the penitentiary as an applicant for a pardon. He was a large, powerful fellow and, when the governor looked at him, he seemed strangely affected. He scrutinized him long and closely. Finally he signed the document that restored the prisoner to liberty. Before he handed it to him he said: "You will commit some other crime and be in the penitentiary again, I fear."

The man solemnly promised that he would not. The governor looked doubtful, mused a few minutes and said:

"You will go back on the river and be a mate again, I suppose?"

The man replied that he would.

"Well, I want you to promise me one thing," resumed the governor. "I want you to pledge your word that, when you are mate again, you will never take a billet of wood in your hand and drive a sick boy out of a bunk to help you load your boat on a stormy night." The steamboat man said he would not and enquired what the governor meant by asking him such a question.

The governor replied: "Because some day that boy may become a governor and you may want him to pardon you for a crime. One dark stormy night, many years ago, you stopped your boat on the Mississippi River to take on a load of wood. There was a boy on board who was working his passage from New Orleans to St. Louis, but he was very sick of fever and was lying in a bunk. You had plenty of men to do the work, but you went to that boy with a stick of wood in your hand and drove him with blows and curses out into the wretched night and kept him toiling like a slave until the load was completed. I was that boy. Here is your pardon. Never again be guilty of such brutality."

The man, cowering and hiding his face, went out without a word.

What a noble revenge that was, and what a lesson to a bully.

Not an Encouraging Beginning.

A young doctor has waited long for his first patient and at last is rejoiced to find a sick man at his office.

"Well, my good man, what is troubling you?" asks the doctor.

"I wanted to ask," said the sick man, "if you can tell me the address of your predecessor?"

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.**

Lumberman's Overs with Leather Top with heel or without heel

A. H. Krum & Co.

Detroit, Michigan

Wholesale Dealers in

Rubber Boots and Shoes

We sell the Best Goods made. Send for Catalogue.

What's the Use

Rubber Beacon Falls Shoe Co.

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.

Premier

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

No. 2410 is one of them

A welted 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.

HALF A CENTURY.

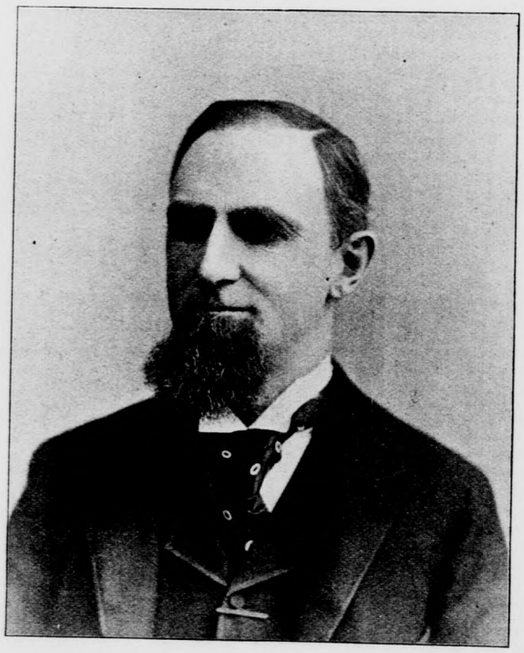
Growth of Local Jobbing and Manufacturing Interests.

To tell the story of the growth of the jobbing and manufacturing trade of Grand Rapids during the past fifty years would be to write a complete history of the business evolution that has taken place: the change from "wild cat" banks of the early day to our numerous solid financial institutions of the present; from such "infant" industries as William Haldane's furniture shop located on Prospect hill and James McCray's foundry at the foot of Huron street and the hundreds of great and flourishing manufacturing and commercial establishments that now dot the valley from the D. & M. railroad bridge to the black hills. This would be a scope too broad and one that is too fertile with material to be properly handled in a single paper to be submitted at a time when there are several other subjects to be treated, each requiring considerable time and making demands upon the attention of those present, therefore I shall only briefly refer to a few small enterprises established and fostered by the plucky pioneers of fifty years ago, who foresaw a future for Grand Rapids as a manufacturing center, and then, without attempting to follow in detail step by step the steady and healthy growth and development that have since taken place, shall present, by way of comparison as showing the strides that have been made, statistics giving the city's present manufacturing, industrial and commercial improvements.

Necessarily the data used in the preparation of this article has been gleaned from historical articles published in newspapers, contributions from gentlemen identified with different enterprises that are now a leading part of our whole, from Albert Baxter's valuable history of the city of Grand Rapids and other sources. There may be trifling and unimportant inaccuracies in some of the early history, but it should be remembered that fifty years have elapsed since the beginning of the chapter and that at that time there was no Board of Trade to collect and carefully preserve statistics and to keep tab on the changes as they took place during the process of development.

Previous to 1850 there were small manufacturing enterprises undertaken by some of the settlers of the village, but they taxed the ability of the promoters to keep them moving. The country was sparsely settled and those who would purchase the output were without money to pay for their wants and could only do business when some kind of a trade or exchange of products could be struck up. There was a small lime kiln near what is now the corner of Oakes and South Division streets, a wagon shop near where the old stables stand on Ionia street opposite the Morton House; a sawmill for the Indians near the present west end of Bridge street bridge and another one where Sweet's Hotel stands, which was opposite the boat landing, and a foundry where the Valley City mill now stands. Mercantile life was represented by J. Morrison, who engaged in trade at a point near the foot of Monroe street, while Toussaint Campau, Richard Godfroy and one or two others had established a "business center" and conducted "general stores" in the vicinity of the Eagle Hotel.

The first important enterprise, however, to attract attention to the village was the manufacture of land plaster after the discovery of extensive gypsum beds or mines along Plaster Creek south of the city. The first mill for grinding the gypsum was erected by Warren Granger and Daniel Ball at the crossing of Plaster Creek and the Grandville road. This was several years earlier than 1850 and the mill was not a large one, but the demand for its product grew so rapidly that by 1850 the output reached sixty tons daily, and found a ready market, teams coming from points 100 miles distant to secure loads which were not always to be had. Granger & Ball were succeeded in the ownership of the mill by Henry R. Williams, who afterwards sold to E. B. Morgan and N. L. Avery. Later James A. Rumsey became identified with it and remained for more than a quarter of a century as manager. The plaster business was to Grand Rapids fifty years ago what the furniture business is to-day, advertising the village as a "plaster town" wherever the settlers had found homes in this and adjoining states. The growth of the business since that early date as developed by the Godfreys, Freeman and Silas, Amos Rathbone, George H. White and Alfred Rathbone is a matter of current knowledge and does not properly call for extended review in this article.



Of the lesser enterprises that were considered important in the early days were the wool and carding mills of Stephen Hinsdill, and McCray's and Smith & Deane's foundry and machine shop where cultivators and plows were manufactured. David Caswell made pails and tubs south of Bridge street bridge and David Scott turned out sash, doors and blinds north of Bridge street. W. T. Powers and Deacon Haldane represented the furniture interest, and turned out a few coffins as a side line. Charles W. Taylor and Perkins & Boyer operated tanneries and made boots and shoes, while Foster & Parry and W. H. McConnell engaged in the hardware trade and manufactured tinware.

This in brief was Grand Rapids in a commercial way fifty years ago and what it is to-day is forcibly told by enumerating the various industries now in successful operation. These are furniture, machinery, carpet sweepers, knitting works, wagons and carriages, tanneries, refrigerators, barrels, belting, engraving and printing, metal work, gas engines and boats, furnaces and grates, brass ornaments, boilers, office and bank fixtures, brushes, carved mouldings, veneer works, caskets, baskets, flour, saddlery and harness, paper boxes, cigar boxes, cigars, extracts, clothing, candy, band instruments, book binding, patent medicines, mirror plates, brooms, fly paper, awnings, fruit canning, brick and pottery, glue, vapor stoves, electrotypes, slot machines, soap, wooden shoes, rugs, excelsior, shirts, boots and shoes. This statement proves that Grand Rapids is not a "one industry" town, as it is sometimes claimed, and further proof of the fact is in the showing made that only 40 per cent. of the manufacturing output of our factories is furniture. The list embraces only the larger industries and does not include the numerous small ones giving employment to a half dozen or more hands, each of which performs its part in giving to Grand Rapids its fame as a manufacturing city. There are at present 396 factories in the city, employing 16,473 hands with a daily pay roll of $24,709.50. The output from these factories for 1900 will reach $34,319,000. In connection with these figures it is but proper to speak of the condition of the men who draw the weekly wage fund of about $150,000. No city can boast of a better class of citizens than the men who toil in our factories and workshops, and that they are prosperous and happy is conclusively shown by their comfortable and well-furnished homes and the personal appearance of the men and their families. They are well clothed, well fed and well housed, largely in homes owned by themselves. Their children are educated in our public schools and as they reach mature years they become good men and women and desirable members of our citizenship. The condition of labor should be quite as gratifying to us all as is the wonderful growth of our commercial and manufacturing enterprises, and let us hope that it may be continued and improved upon when circumstances make improvement possible.

Our jobbing trade has sprung into active life during recent years and has now reached such proportions as to divide attention with the manufacturing interests. There are now 117 jobbing houses in the city, representing an invested capital of $3,417,000, giving employment to 1,123 hands. The sales for 1900 will aggregate $16,969,000. There are employed by manufacturers and jobbers of the city 463 traveling salesmen.

Thus as the sun is about to set upon the closing scenes of the nineteenth century we are able to look back at the foundation laid for the city by the pioneers, who in the main have passed to their reward, and declare that their work was well done. At the same time our bosoms swell with pride at what has been accomplished by the succeeding generations. The work so well started by the pioneer business men has been taken up and intelligently and energetically carried out; as a result we have "Grand Rapids As It Is." May the dawn of the new century bring to the city we all love so much continued prosperity and happiness to all her people, and when our part of the work of development and improvement shall have been finished may others, imbued with the same spirit that has ever guided and controlled the makers of the city, be on hand to take up the lines and direct the great and growing enterprises with the same success that they have met with in the past.

Lester J. Rindge.

Label Used on Royal Baking Powder in Minnesota.

Traverse City, Nov. 26—I understand that all baking powder sold in Minnesota must have a label on the can giving the formula of the contents. Is such a fact? If so, can you kindly furnish me with the printed formula used on Royal baking powder?

The law does not require the formula, but a list of all the ingredients entering into the composition of the powder. The Royal Baking Powder Co. contested the law in the courts, with unsuccessful results, and now uses the following label on all the cans it sends into Minnesota:

Royal Baking Powder, a pure, cream of tartar powder. This baking powder is composed of the following ingredients and none other: Potassium bitartrate, acidum tartaricum, sodium bicarbonate, refined cornstarch, scienticfially combined by original and exclusive processes, to produce the purest and best baking powder.

Woman's Idea of Economy.

Gazley—Now that we're engaged my girl is beginning to make me economize. You know I used to take her a pound of 80-cent bonbons every Saturday.

Hazley—Yes, and now she insists on a cheaper sort, eh?

Gazley—Oh! no. You can get two pounds of the 80-cent kind for $1.50, so she insists on a two-pound box.

Proved an Alibi.

Mistress—Mary, I was almost sure, once last evening while the policeman was in the kitchen, that I heard a sound very much like two people kissing.

Mary—Did you hear it only wanst, mum?

Mistress—Yes.

Mary—Then it wasn't us.

Young Men and Women!

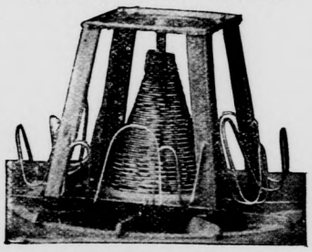
It pays to attend "The Best"
The McLACHLAN
BUSINESS UNIVERSITY.

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.

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.

Prepare for Cold Weather

We offer you the following:

		per doz
6,000	Men's Combination First Quality White Felt Boots, Candee 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.

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.

Michigan Fire and Marine Insurance Co.

Organized 1881.

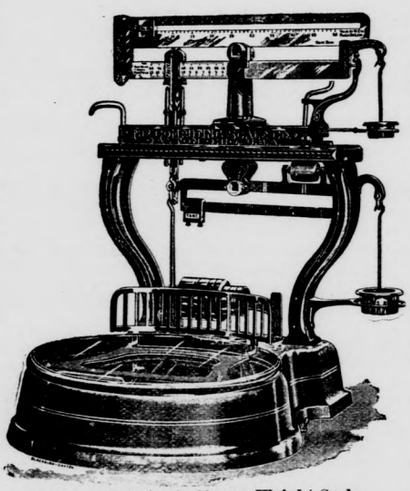
Detroit, Michigan.

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

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

DIRECTORS.

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



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 dáy 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.

The Meat Market

How to Circumvent Department Stores.

Advertising is good all the time, but at this season the butchers should give more than the usual attention to the subject. The turkey business is enormous during the holidays and the butcher who does the best advertising will get the bulk of the trade. Butchers in small towns should immediately place an advertisement in their local newspapers; those in large cities, who do not think advertising in the city papers will pay, can reach thousands of consumers by distributing circulars, and by giving a fine display in their windows. Especially should the butchers who are located in cities where department stores are established wake up to the need of making strenuous efforts to turn the tide of trade in their direction instead of allowing it to go to the department stores. Within a day or two every department store having a meat department will begin to boom turkeys through the big daily papers. Last year the consumption of turkeys in New York City during Thanksgiving week was larger than ever before in the history of the city. But a large percentage of the butchers did not sell as many as in former years. This result should have been anticipated, because every day for a full week before Thanksgiving day the department stores used pages of space in the newspapers advertising turkeys. One store announced that only one turkey would be sold to each customer, which was a sort of "come on" game that hypnotized the unsuspecting consumer, who did not stop to think that not one in a thousand would want more than one turkey. Another department store put up regular Thanksgiving dinners, consisting of a turkey, cranberries and the usual materials that go toward completing a holiday menu. All sorts of schemes were put forth to pull trade from the regular butchers. It is estimated that 500,000 turkeys were eaten in the Borough of Manhattan on Thanksgiving day. Of these, stores other than regular butcher shops sold and gave away 125,000. Had the 2,500 retail butchers of Manhattan sold all of the 500,000 turkeys, it would have meant an average of 200 turkeys for each, at an average profit on each bird of 40 cents, or $80 profit on the 200. Instead of which their profit amounted to something like $40 each, and that of the department stores to $50,000—or more—because they charged 14 cents a pound, while most of the butchers were satisfied with 12 cents. It was this advertising that humbugged the public into thinking "bargains" could be had by going to the department stores for their turkeys. One Third avenue establishment advertised: "Only one turkey to a person. Our price, 14 cents per pound." People came from surburban towns to take advantage of the bargain and carried home the turkey. They could have gone to their nearest butcher and bought just as good a bird for 12 cents a pound and had it delivered. I know of one Tenth avenue butcher who cut out the department store advertisement which gave the "one to a person" game, and pasted it on his window. Under it he marked: "We can beat this. One or a hundred at 12 cents a pound." This was a bright piece of work and brought him much business.

As I have said, the department stores will begin the same tactics within a day or so, and every retail butcher owes it to himself to do something to offset the effect of that advertising. One good method of attracting attention is by having a fine specimen of turkey alive in the show window. But do not wait until the last moment to get the live turkey. Get it to-day; place it in your window as soon as you get it. You will find a crowd standing in front of that window all day; the children will tell their parents about it, and when the time comes to go out and buy a Thanksgiving dinner—an important part of the holiday duties—the mind of the buyer will lean toward your market for the turkey. Have a large placard in the window, too, telling how you got your turkeys, where they came from, how advantageously you bought them, and consequently how reasonably you can afford to sell them.

Then there is a decidedly catchy way—and one that is not expensive—of lettering your window for the occasion. Mix some flour and water with a trifle of glue in it, which makes a good paste. Mark on the outside of the glass in letters as large as the size of the window will permit, "Get Your Thanksgiving Turkey Here." After having formed the first letter with the paste, place over it cotton batting, with the fluffy side out, and so prepare all the letters. Have them so high as to be out of the reach of children, who may be tempted otherwise to pull off the cotton. The beauty of these signs is that the cotton waves in the breeze, and gives a pretty effect.

Having got your live turkey and made your cotton sign, you have taken a good step toward advertising yourself. But thus far you have done nothing to reach those who do not have occasion to pass your shop. If you are satisfied with having accomplished this much, nothing remains but to decorate the interior of your shop so as to give it a holiday aspect. But if you desire to reach a few thousand people in your neighborhood who ordinarily have no occasion to pass your shop, have circulars printed and have them distributed by one of your clerks. This work should not be trusted to a boy. He will likely throw they away, or at least use no judgment in their distribution. Instruct the clerk to place a circular in every letter box in every flat, to leave them on the steps of private houses, and place them in the hands of those persons who seem to be residents of the neighborhood. I have prepared a few sample advertisements which can be used to advantage as placards, circulars or newspaper advertisements—Jonathan Price in Butchers' Advocate.

Department Store

Turkeys

are no better than others. But they charge more for them. We will sell you a fresh killed turkey for 1c a pound less than the department stores ask, and we deliver it free Our stock is as fine as any in the State. If we don't substantiate all we claim, we will give you a turkey for nothing.

BUTCHER & CO.

TURKEYS

Last season thousands of turkeys were left over. They were kept in cold storage. Now they are being sold cheap—almost given away—and some butchers will offer them as this season's goods. We have none; ours are alive now—some of them—but tomorrow they will be killed and placed on sale. They are corn fed, fat and tender. The President could not have better. They will go fast at 14c per pound. Get your order in early.

BUTCHER & CO.

Telephone your order. Free delivery.

For Once She Knew Where John Was.

A party of young men were taking dinner a few nights ago at a local club, when one of them, who is somewhat of a jester, called the waiter and said:

"John, go and call 4,705. If a woman answers it will be my wife. Tell her that I instructed you to say that I am in the police station for a few hours and will not be at home for dinner. Say to her that the possibilities are that I shall not be at home to-night. Understand me, sir?"

John winked a couple of times in a knowing way, bowed deferentially, and suggested:

"Supposin'—."

"Supposing nothing, sir. If she asks who is talking say it is the turnkey at the station, and she'll never know who told her the lie."

The waiter shambled away and was presently seen to be having a good deal of fun with himself. The jester inferred that it might have something to do with his case and called him over.

"What's amusing you, John?"

"Wouldn't like to tell you, sir—at least, right here."

"I guess these fellows understand—let 'er go."

"Missus says to tell her husband she is glad he is so nicely located for the night—she knows where he is for once."

Men live by contrast. Successes in business are frequently attained through failures.

We want

Potatoes

Are you open to a

proposition to buy

or can you

quote us prices?

It will pay you to

Write us

Albert Miller & Co.

8 So. Clark St., Chicago

Ask this paper about us.

We Offer $100

For every ounce of adulteration or impurities of any kind found in a can of

Queen Flake Baking Powder

We do this because we are positive that it is absolutely pure. Manufactured and sold only by

NORTHROP, ROBERTSON & CARRIER

LANSING, MICHIGAN

Fleischmann & Co.'s Compressed Yeast

Strongest Yeast
Largest Profit
Greatest Satisfaction
to both dealer and consumer.

Fleischmann & Co.,

419 Plum Street, Cincinnati, Ohio.

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

FROM CREDIT TO CASH.

Experience of a Merchant Who Made the Change.

My experience in a store began about ten years ago. Previous to that time I had lived on a farm and taught school a few years. About ten years ago I began clerking for my brother, who, at that time, was conducting an extensive credit business. I took an interest in buying and it was but a few months until my brother told me I could beat him as a buyer and therefore had better do all of it.

During my service as stock buyer I experienced a growing conviction that absolute cash buying secured goods at a closer figure than did time buying. This led me into a study of the cash system. The competition of catalogue and department stores was worrying us. They certainly were not selling on credit. So I decided it might not do wrong to get on the same basis as the competition that was hurting us most. Perhaps the mail order business more than any other one thing confirmed my conviction concerning the cash system. I discovered that the cash system was an established factor in city life. But we are an agri cultural and stock community, and the doubt arose as to the desirability of trying city methods in such a district. My friends, whom I consulted, declared that it would be a failure. But I concluded to try it and bought my brother out. That was five years ago. The way I did it was this:

Two weeks before I took possession of the store I advertised thoroughly that the store was to be conducted under my management as a cash store. I did my best to show the benefits of selling for cash, laying emphasis on the needs and conditions of the present as compared with the past; that I could better protect the interests of my customers by selling for cash. I made a point of personally talking about the change with every one coming into the store, others I saw out of the store, and urged the merits of the cash system. I talked prices the strongest.

There was little doubt when I opened as to my purposes, and if the trade had any doubt it was soon dispelled, for I refused credit to everyone, even my relatives. I made leaders, but endeavored to sell always above cost. Staples I sometimes use as leaders, but try to sell everything cheaper than the credit merchant. I sell at a fair margin, with no misrepresentations. I do little with special sales as to hours and days. Goods put on sale at a special price are kept at that price until sold. Our town is too small for special sales, as conducted in the cities. I receive produce in exchange for goods and turn it over to buyers at once, giving due bills for the amount not traded out at the time. I buy some goods to stir up the trade with. I aim always to secure good merchandise, however, and will make exchanges and all goods satisfactory. It pays to treat the trade conscientiously.

I have had my advertisement in the paper every week since I began. I talk in these advertisements just as over the counter, with as few adjectives as possible. Quoting prices is a strong point in these advertisements. The credit merchants look upon me as a cutter, but this is the result of selling for cash. Before I started customers would come into our store and tell how they could buy cheaper in other towns. My cash system has stopped all that. I am now pulling trade from other towns and am confident I can hold it. My sales ran a little behind the first three months, but I showed a nice increase at the end of the first twelve months. I am both selling more goods and making more money than the business did under a credit system.

I am to visit the distant markets three or four times a year, but our local jobbing markets once a month. The successful merchant must get away from home. The merchant who sticks at home is not a good buyer. Visiting the markets frequently puts an edge on a buyer that he can't get otherwise. I buy most of my stuff in the markets.

The cash method needs peculiar kind of nerve in small towns. It is a revolution from credit of twenty years to a strictly cash basis. And I would say that only absolute cash is the winning way to conduct such a system. A young man with small capital can do best on cash idea. If a man desires to go into a loaning business and has sufficient capital, the credit racket is a capital place for him. He will make money. For the credit business is nothing more nor less than a loaning business, and there is money in that. But I'll stick to cash. It is more modern.—Ed. E. Johnston in Dry Goods Reporter.

Eloquent Tribute to Grass.

Grass is the forgiveness of nature—her constant benediction. Fields trampled with battle, saturated with blood, torn with the ruts of cannon, grow green again with grass, and carnage is forgotten. Streets abandoned by traffic become grass-grown like rural lanes and are obliterated. Forests decay, harvests perish, flowers vanish, but grass is immortal. Beleaguered by the sullen hosts of winter, it withdraws into the impregnable fortress of its subterranean vitality, and emerges upon the first solicitation of spring. Sown by the winds, by wandering birds, propagated by the subtle horticulture of the elements, which are its ministers and servants, it softens the rude outline of the world. Its tenacious fibres hold the earth in its place and prevent its soluble compounds from washing into the wasting sea. It invades the solitude of deserts, climbs the inaccessible slopes and forbidding pinacles of mountains, modifies climates and determines the history, character and destiny of nations. Unobtrusive and patient, it has immortal vigor and aggression. Banished from the thoroughfare and field, it bides its time to return, and when vigilance is relaxed, or the dynasty has perished, it silently resumes the throne from which it has been expelled, but which it never abdicates. It bears no blazonry of bloom to charm the senses with fragrance or splendor, but its homely hue is more enchanting than the lily or the rose. It yields no fruit in earth or air, and yet, should its harvest fail for a single year, famine would depopulate the world.—J. J. Ingalls.

Must Follow the Doctor's Instructions.

Husband—What did the doctor say, Mary?

Wife—Not much. He asked me to put out my tongue.

Husband—Yes?

Wife—And he said, "Overworked."

Husband (with a long breath of relief)—Then you'll have to give it a rest. That doctor knows his business.

The Worm Turns.

"Yes," said Mr. Henpeck, "I, too, have my favorite flowers."

"And what may they be, pray?" sneered his wife.

"They are the ones that 'shut up' at night," he bravely managed to articulate.

Christmas Decorations

Delaware Holly	Fancy, per large case	$3 75
	Fancy, per barrel	1 25
	Fancy Double faced Wreaths, per doz	2.00
	Fancy Single-faced Wreaths, per doz	1.50
Boquet Green	Festooning, heavy, per 100 yards	$4 00
	Double Wreaths, wound both sides, per doz	1.50
	Single Wreaths, wound one side, per doz	1.00

The wreaths are all our own make and will sell on sight Other decorations, such as Wild Smilax, Long Pine Needles, Palm Leaves, Mistletoe, Laurel Festooning, etc Prices on application. We guarantee all work strictly first class. Order early.

ALFRED J. BROWN SEED CO., Grand Rapids

Keep Sharp

and alert and up to date. Do not let your business get dull for the lack of good advertising.

Get some **Calendars** with your portrait printed upon them to give to your customers the first of the year.

These calendars will keep a sharp outlook for your business during the entire year.

We make a specialty of portrait calendars and will send you samples and prices upon application.

Now is the time to order.

Tradesman Company,

Grand Rapids, Mich.

Village Improvement

Indifference of the Farmer to Good Roads.

Anything having a tendency to show improvement in the country road is sure to be interesting to the public. It may be conceded that the subject is still at the stage which is fairly if not best expressed by "breaking out in spots," but the spots are not only increasing in number—they are growing in size; and, while the enlargement of these spots is not astonishingly rapid, it is continuous and they are sure to come together in time.

Now, as always, the great stumbling block in the path of this particular progress is the country land owner and he, as ever, is still afraid of paying out of his own pocket for something that pertains only to the public good, forgetting in his supreme selfishness that he is a part of the public and a part, too, which is to be most benefited by the proposed improvement. The stinginess of these men blinds them to the fact that it is cheaper to have a good road, even if they have to pay for it, than to flounder through bad ones during two seasons of the year, with nothing to brag of in that line for the other two. We are now trying to live through the effects of the last tremendous rain storm. At the end of the city streets the trouble begins and, wherever these roads radiate, they are, in too many cases, so many radii through that number of extended mud holes.

How much this condition of the roads interferes with traffic can not be computed. It is simply a repetition of Shylock's "loss upon loss." For days the coming to market must be put off and, when the deferred journey is undertaken, the almost impassable condition of the roads will compel two trips to carry the one good load which would be taken if the condition of the highway permitted. Where much is to be carted greater facilities must be provided. There are more horses to be kept and taken care of, new wagons are bought oftener, and kept in repair at considerable expense, and the single item of wasting time, which never seems to enter into the farmer's calculations, would, in connection with the other wastes mentioned, pay for good roads wherever there are farmers to use them.

With a hearty assent to every argument in favor of good roads, acknowledging from painful and costly experience the need of them, it remains an unfathomed mystery why these same farmers—practical and long-headed—are such invariable shirks when they come to the matter of road repair and road-making. There is no art they will not practice. Yesterday the length of the day's work was "from daylight till dark," and woe betide the hired man who shortened it or grumbled at its length. To-day the 10 hour labor law is in favor with a stubborn assertion that the day's work begins, as the plumber's does, when he starts from home. If he leaves—let us say, inadvertently—at home a shovel or a hoe, he saunters back after it; he is inclined to tell stories with far-off conclusions; thirst forces him often to the water pail, and he removes after much hoe-dallying a stone that at home his hands would instantly toss away. He sees to it that his team, if he has one, is not overworked. He insists in wrangling with the roadmaster over roadmaking points that have long been settled and, when his good for nothing day's work is done, he goes home chuckling over the fact that he is going to get full pay for the quarter amount of work that he has poorly done. He has plowed two furrows on each side of the road for a quarter of a mile and made a miserable attempt to haul them into the middle of the road—an attempt that might have succeeded if he had not posed most of the day in the attitude of Millet's "Man with the Hoe!"

A story attributed to General Miles removes the need of describing the result of such road work: An old teamster was driving over a rough road in the Rocky Mountains—and only those who have been there have any idea of what "rough" really means—shortly after the Geronimo campaign. The General was a passenger. The wagon was an old prairie schooner, without springs or cushions, and the General was trying to go to sleep. "There was no sleep for me on that trip," the General said, "for the old rascal drove over every bowlder in the road, and seemed to be doing it purposely. Finally I became interested and began to count the number of rocks the wagon wheels passed over or struck. Suddenly, to my consternation, he missed one—a huge bowlder in the middle of the roadway.

" 'Whoa! Hey!' " I cried. 'Back up! Back up!'

"He quietly followed my instructions, seeming to be not at all surprised by them. When he had the wagon in the proper position I said: 'Now drive over that rock, confound you! It's the only one you've missed.' Without so much as a glance in my direction he replied: 'Cert, pard. Never noticed it. Ain't got a chew about yer?' I got out and walked the remaining eight miles."

It is a story—" 'Tis true, 'tis pity and pity 'tis, 'tis true"—where the driver was not responsible for either team or highway and both were a matter of utter indifference to him, but here and in other parts of the country the farmer will drive over roads that are a disgrace to civilization at an enormous personal expense and "kick like a steer" at any and every attempt to save his own time, money and patience.

For all that, however, the good road is sure to come. Every section of the country is giving attention to this great need. Good roads conventions are gathering. The South, where "the people have always been accustomed to bad roads and the majority have never seen a really good one," is concluding with the North that this is a matter of common concern and the Middle West is joining hands with her neighbors on either side in the encouragement and the promotion of the same grand idea. It will come in time and the pessimist of the period will be forced to acknowledge that the good as well as the bad is contagious and that the breaking out in spots of the good roads movement is a proof of it.

Appreciates the Advertising Department.

Laurium, Nov. 18—I read with much interest your Getting the People department and have been able to embody a great many valuable suggestions into our own advertisements. In my opinion, your efforts to instruct us should be more appreciated. Few of us have the proper knowledge of the science of advertising and few of us devote the time we should to a study of the subject. I know from my own experience that most of us write a synopsis of what we wish to say and let the newspaper man do the rest. Few of us have the least idea of how the copy we write in our offices will look in print, and we are often too busy to do the subject justice; and then we figure that the results from advertising are unsatisfactory or doubt whether it pays or not. Enclosed find clipping from our last advertisement. Please criticise it in your next issue and oblige.

A. F. Wixson.

Bureaus and Coffins and Legal Lore.

From the Tustin Topics.

Richard L. Lewis has rented the store room in the Spencer building, formerly occupied by E. Blomely, in which he will next week open a stock of furniture and undertaking goods to be run in connection with his law practice.

Salt and Pepper.

Handles of knives and forks are utilized for the storage of salt and pepper, under a new patent, each handle being formed of a tube, which has spring clips to hold it on the shank; and has an internal reservoir for salt and pepper, which is shaken throgh the ends.

Geo. S. Smith

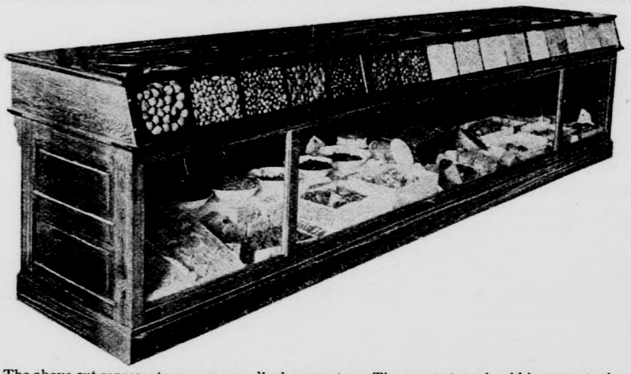
99 N. Ionia St.

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.



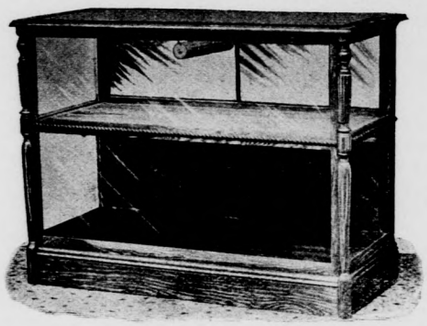
The above cut represents our grocery display counter. These counters should be seen to be appreciated. We build them in three different ways, all having a similarity in design.

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 1¼ 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.

GRAND RAPIDS FIXTURES CO.

Cigar Case. One of our leaders.



Shipped knocked down. First class freight.

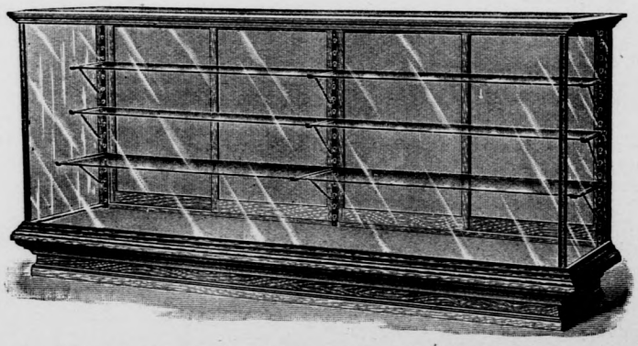
No. 52.

Discription: Oak, finished in light antique, rubbed and polished. Made any length, 28 inches wide, 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.

OUR BUSY SALESMAN NO. 250



We manufacture a complete line of fine up-to-date show cases. Write us for catalogue and price list. **BRYAN SHOW CASE WORKS, Bryan, Ohio**

SUCCESSFUL SALESMEN.

John Watkins, Representing Musselman Grocer Co.

It is a pleasant article to write, this story of young English life which began June 6, 1869, in Nottingham; but, with so many inviting byways, now to the right, now to the left, like the footpaths skirting the hedges that brighten the beautiful English isle, the task will not be an easy one. The main road goes straight on like the life that travels it, but many a bit of landscape beauty leads to loitering, many a wayside incident which is worth relating occasions delay and the tale, be it long or short in telling, will depend upon time, rather than material.

Early coming to the conclusion that he must depend upon himself for what the world had to offer, the lad Jack made the most of what the schools could do for him until he had reached the mature age of 10. Then after covering, in those few years of school life, what many required a time much longer for, with the course finished—this is no story of cutting crosslots—he went to farming, at the munificent sum of $25 a year! One is inclined to linger a little here; not for the purpose of indulging in the old refrain of stating the hard and homely routine of duty that falls to the fate of the youngest hand on the farm—for in England, as elsewhere, the hardest work often comes to the man with the smallest pay—but to state thus early a feature that has had much to do with that lad's after life. "Blowing in" was not then a phrase heard anywhere. It certainly was not known in England and the hearty, healthy Jack Watkins did not know until years after the meaning of the words and then it was too late to be harmed by them. When, then, the first year of farm life was over, there had been no "blowing in" and the boy of 11 stood facing the world the possessor of $25, which his own childish hands had earned on an English farm. What a big sum it was! He did not know it then; it may be doubted if he fully realizes to-day that his hand then held the future in its entirety when his fingers closed upon the rewards of that first year's work. No, it was not blown in; but it was put where it would do its share in building up the future.

The second year was a counterpart of the first. The boy had his $25 at the end of it and the sum was put with the first and so three parties were heart and soul at work for "the sweet bye and bye!" Did the boy have any fun in the meantime? If it was all work and no play, wasn't Jack a dull boy? and hasn't that idea been condemned time and again in the columns of the Tradesman? In the training of one's children, yes; but when Jack trains himself, is it at all unlikely that he looked carefully for enough of the bright side and the amusement side to keep his heart young? and when that fact has been candidly stated, may the writer without further interruption go on to say that two years more—four in all—saw this same industrious, long-headed boy the rightful owner of $100?

After four years of this apprenticeship he found himself large enough to work on a milk route—that is, financially—and for a year was so engaged. Then it happened that a mail carrier was wanted; and again it happened that the man with the influence happened to take a fancy to our Jack—it's a great pity his photograph was not procurable, that the reader might easily understand why—and so back in Nottingham, trudging his daily round, we find him, with the $100 where it was working for him night and day. Until he was 19 the mail carrier went his rounds, and it may be stated here that there was not a man, woman or child in all the route that was not glad to greet the carrier—with a letter or without one. They liked him on his own account, and for five years the liking grew.

Then came the test of their fondness for him. During those four years he had kept in mind the milk business and, with the accumulated wages, he bought the route—this boy of 19—and went into business for himself. His old friends clung to him and he furnished them with milk, instead of mail. He prospered and for ten months the world went well with him. Then came his first setback. The fever took him and very close to the grave it pushed him, so that for awhile it seemed that only a miracle could save him. A good constitution and a wholesome life were both in his favor and the disease was finally forced to relax its hold. He found on recovery that mismanagement had played havoc with his business and, having received an offer for it, he sold out and came to the United States.

After a sea voyage of unusual length he landed in Baltimore and from there he went directly to an uncle living in Lansing, Mich. There may have been a little time given to recuperation, but only a little. A young man, turning 21, does not come to this country to waste any time. John Watkins did not, at any rate, and with some good papers in his pocket which some good friends in England wrote, he was not long in finding a place as foreman with the Genesee Fruit Co. Five months of duty was enough in that capacity and then, taking up his gripsack, he followed the life of a traveling salesman for seven good years. Michigan, Indiana and Ohio was his territory. He thrived and, what is quite as well to the purpose, his customers thrived, too. They increased in number. They liked him and looked for his coming and, like the patrons of his mail route in Nottingham, they clung to him. When the seven good years were over, he had a chance to better himself and he united his fortunes with the Ball-Barnhart-Putman Co., wholesale grocers in Grand Rapids. At the end of a year he had a business interview with the Musselman Grocer Co., which resulted in a transfer of Mr. Watkins' services to a position which he holds to the evident satisfaction of all.

In August Mr. Watkins made up his mind to go home to England to look over the old familiar places, see how the Paris Exposition would compare with the Dream City at Chicago and so take a much desired "lay off." Two months were passed in England and in France, to the enjoyment of the traveler. He had vowed when he went from home that he would never return until he had been something of a success and—well, he went home, had a good visit and has come back to his friends, satisfied with his trip and more than ever convinced that America is far ahead of the continent he has left behind him.

Mr. Watkins has his home at 811 Prospect street, Lansing. He is a Knight of the Grip, a Knight of the Loyal Guards and an Elk and, what is better than all the rest, a royal good fellow!

I have no doubt you've noticed, too,
This most peculiar thing—
The man up to his ears in debt
Can't hear the doorbell ring.

IS IT O. K.
READ

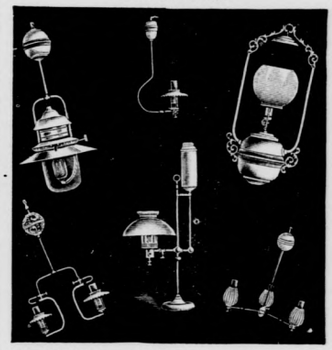
"Sent you $1.00. It cost me $3.75 to put the plan in motion and it's growing like the little boy's snowball." "A clever idea and it works like a charm. We're open for more schemes if you have them." "It will take me about a minute to make up my mind to chance a dollar if you have any other advertising plans as good as this 'Flour Trade Builder.'"

If you sell flour and are dissatisfied with trade or reasonably satisfied, you'll be highly pleased with the results from this clever, well-thought-out plan, and think—it's only risking a dollar. Chance it—send it now. Don't wait for your competitor to send his—too late then.

SPECIALTY ADVERTISING CO.,
A 1380 W. Polk St., Chicago, Ill.

A. BOMERS,
..Commercial Broker..
And Dealer in
Cigars and Tobaccos,
157 E. Fulton St. GRAND RAPIDS, MICH.

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 Welsbach supplies at wholesale prices.

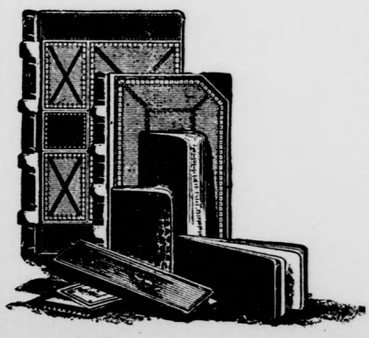
THE NEW WHITE LIGHT GAS LAMP CO.,
283 W. Madison St., Chicago, Ill.

Cadillac
Fine Cut and Plug
THE BEST.
Ask for it.
MADE BY THE NEW SCOTTEN TOBACCO CO. (Independant Factory)
AGAINST THE TRUST. See quotations in Price Current.

BETTER THAN EVER
STAR GREEN
5C CIGAR. SOLD BY ALL JOBBERS.

WORLD'S BEST
S.C.W.
5C. CIGAR. ALL JOBBERS AND
G. J JOHNSON CIGAR CO.
GRAND RAPIDS, MICH.

Blank Books of all kinds



Ledgers, Journals, Day Books, Bill Books, Cash Sales Books, Pass Books, Letter Copying Books.
Also everything else a business man needs in his office. Mail orders given prompt attention.

WILL M. HINE
Grand Rapids, Mich.
49 Pearl St., 2 & 4 Arcade
Both Phones 529

Woman's World

Fool Women Who Discredit Their Sex.

If the earnest women in the world who are trying faithfully, bravely, persistently, to raise the status of their sex in public estimation; who are trying to prove that women have brains as well as hearts; that they have sense as well as sentiment; that they have rights as well as privileges; that they are to be respected for their judgment as well as loved for their graces, could put up one prayer more fervent than the rest it would be, "Good Lord, preserve us from our friends, who are our enemies." It is not the opposition and prejudice of men that stand in the way of woman's progress. It is the fool women who discredit their sex and bring ridicule on woman and all her works.

For years and years millions of women all over the country have been banded together to promote reforms and suppress vice. They represent what we call the best people, in every sense of the term. They comprise a high degree of intelligence and culture and have a singleness of purpose and purity of aim that no one has ever questioned. They ought to be a power for good that would be simply irresistible, and that these great organizations are comparatively ineffectual is to be attributed alone to the members within their own ranks. At some point of the game they always succeed in making the movement so absurd that nobody thereafter can be induced to take it seriously. Cervantes laughed Spain's chivalry away, and the modern female Don Quixote, out gunning for windmills, has killed many a good cause that would have been impregnable under all the assaults of its foes.

Considerable attention was given, for instance, during the recent presidential election, to the scheme of the woman who gravely proposed to defeat Mr. McKinley by uniting all the Democratic women in an endless chain of prayer. It was the most potent argument against woman's suffrage that has been advanced in the last half century. Imagine anyone presenting such a plan of campaign to Mr. Croker or any other practical politician! The very idea is so wild it can only suggest one thing: If that is all that women know about politics, nobody would be crazy enough to imperil the welfare of the nation by even letting them vote for a town dog catcher. A political campaign is bad enough and hot enough as it is without adding to it the ludicrous, not to say blasphemous, spectacle of the women of the country engaged in rival praying bees for their respective candidates.

Of course, one may well say such a woman is far enough from representing the intelligent, conservative, newspaper-reading women who are just as well informed on political matters and just as capable of forming an opinion as a man, but she has gotten in her deadly work. She has succeeded in making woman's view of politics a thing for derision and scorn. You can refute an argument, but a cartoon is unanswerable. You can only gnash your teeth over the thing that makes you a laughing stock for the whole country and bear it with what patience you can.

Another thing that seems likely to be assassinated in the house of its friends is the mothers' congress. No one will deny that the most important work that ever engages the attention of a woman is the proper rearing of her children, and if there is any more enlightened way of doing it, she can't be in better business than finding out what it is. No idea of modern times has seemed more inspiring and hopeful or more practical than that of the mothers meeting together to discuss wiser methods of developing their children physically, morally and mentally, and learning all that science and research have to teach them on the subject: Learning from physiologists how to maintain such hygienic conditions in the home, they may secure to their children the vigorous bodies that must underlie all happiness and success in this world; learning from the specialist what may be done to cherish the feeble flicker of i tellect in the poor unfortunate who is born feeble-minded; learning from the moralist how best to guard the little feet and set them in the safe paths of life.

In all good truth it has seemed one of the longest steps yet taken towards a common sense millennium, when a mother would recognize her responsibility for the way her children turned out, and not try to shove the blame off on Providence when they went wrong. All should have gone well with the mothers' congress, and it should have been a power in the land, if only it could have been protected from the fatal attentions of its indiscreet friends. That, however, seems to be always an impossibility. One of them, an old maid, who has never had to keep the baby quiet while she patched her husband's trousers, addressed the mothers' convention at Buffalo the other day. She took as her text the iniquity of the empty feeding bottle, which she declared to be the root of all evil and the parent of intemperance. With a logic that has never been paralleled outside of a comic opera she argued that it was the bottle with nothing in it that shattered a baby's faith in human nature and was at the bottom of that dark pessimism so characteristic of the present day. Thus early initiated into a life of deceit, with its principles undermined in the very cradle, and a morbid craving for something to drink inculcated by its futile pulling on a rubber mouthpiece, a child was started on its downward way, and the descent into a drunkard's grave was so easy the wonder is that any bottle baby has escaped.

If this were intended for humor it would be delicious. Offered seriously, as a reform worthy the consideration of women who had enough sense to keep out of the fire, it is heart-breaking. It covers a noble movement with undeserved ridicule. Nobody can take a convention seriously that wastes its time discussing the moral effect of an empty bottle on a baby or resist the inevitable conclusion that if that is the kind of sterilized nonsense they offer each other they far better had stayed at home, where at least their lack of sense wouldn't have attracted public attention or reflected on other women.

Equally absurd is the crusade that a body of New York women have just inaugurated against the wax dummies on which gowns are displayed in the shops. These ladies, who are too good for anything, have discovered that these wax figures are highly immoral, that they are calculated to bring the blush of shame to the cheek of the young person, and that they have a most demoralizing and pernicious influence on the husbands who go shopping with their wives and the men clerks in the stores. A good deal might be said about the

INTER SEAL

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.

They all say

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

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

prurient prudery of a woman who can be shocked by a store dummy or whose mind can be incited to unclean thoughts by the spectacle of a wax figure with a decollette dress on. Somewhere Kipling quotes a Hindoo proverb to the effect that neither you nor I knew there was so much evil in the world as the overly-good discovers. Thank heaven, such people are always in a hopeless minority. To the rest of us a wax dummy in a store window is a wax dummy and nothing more, and it is utterly certain that if these inconsequent reformers would rake the city over they could not find one single person who would admit to having been demoralized by the corrupting association of a wax figure.

Leaving this view of the subject entirely out of the question, however, think of the absurdity of a band of women devoting their energies and their influence to suppressing wax dummies in stores, when they stand face to face with all the corruption and vice of a great city. All about them are young girls standing on the very brink of temptation and needing a steadying hand and a word of hope and cheer. There are real reforms to be wrought, real evils to be suppressed, real wrongs to be righted at their very doors, and they are concerning themselves with the immoral influence of wax dummies! It is a specialized branch of insanity which women monopolize, and nobody need wonder that women's societies are regarded by the world as a choice piece of humor that contributes to the gayety of the nations. It is our own fault. Nobody else could make us so ridiculous as we make ourselves.

If this is true in public affairs in which women seek to engage, it is equally true in the private affairs of life. Every woman who goes into any business or profession has to live down the follies of some goose of a woman who preceded her—some woman who could never be convinced that business wasn't run on the same principle as a 5 o'clock tea, when you could drop in when you felt like it and go when you pleased; who was always asking favors on account of her sex; who wept when her work was criticised and thought her employer a brute because he didn't pay her compliments. She was all that was inefficient and unreliable and uncomfortable and she lost her place, as she deserved, but the evil didn't stop there. She had depreciated the value of every other woman's work.

"Hire another woman employe?" her employer is sure to say; "not on your life. I have had one and she nearly ran me crazy with her mistakes." The reason that women have to work for less wages than men is not because men are so anxious to grind them down. It is because there is so much poor woman's work that it has cheapened all women's work. We have got to establish a good, honest, reliable brand of women's labor before we shall ever be able to get the top price in the market for it, and don't forget that, my sisters.

What are we to do toward remedying the evil wrought by the sentimental crank in our clubs and the unreliable goose in our offices and stores? Sit down on her hard in the clubs. Squelch her plans that commit us to Don Quixote issues. Try to educate the working woman into seeing that she is the enemy of her sex when she does poor work and that she is hurting every woman who is fighting her battle for daily bread. It is time to realize that we must take some precautionary measure against our friends, who are our enemies. They have made us ridiculous in the eyes of the world long enough.

Dorothy Dix.

Objected to an Excess of Devotion.

One of the common complaints among married women is that after marriage a sudden frost seems to fall upon their husband's lovemaking. Indeed, the attitude of a man on this subject may be said to be fairly representative of the before and after taking remedies. He discontinues the delicate compliments with which he jollied along his sweetheart in the days of courtship. He bestows upon her cheek the perfunctory peck of duty instead of the warm kiss of devotion. He expects her to take his affection on trust instead of assuring her of it a thousand times an evening as has been his wont.

Women who have this grievance and who hold to the cherished belief that you can't have too much of as good a thing as love will be interested in learning that a wife in Philadelphia has been compelled to have her husband arraigned before the court for loving her too well. The woman, it appears, goes out to service as a cook, and her husband was so devoted to his dear little wife for supporting him so comfortably that he insisted on following her to her place of work and there overwhelming her with demonstrations of his affection, which so interfered with her duties that she had to have him arrested and bound over not to keep the peace, but to leave her in peace.

This is the first case on record in which a woman ever objected to an excess of devotion, and it is a sad commentary on the practical way in which the sex is coming to look upon the sentimental affairs of life. It also seems to indicate that we are beginning to take the quality of love into consideration, in making up our estimation of its value, as well as the quantity. Heretofore, with a woman, any old thing went in the way of affection. She looked for no flaws in what was offered her, and any kind of a kiss was legal tender in the treasury of her heart. Nothing has been more pathetic than the very familiar spectacle of a mother clinging tenaciously to the belief that her son loved her, although he disgraced and deserted her, or of the wife who was expected to console herself for the blows a drunken brute of a husband gave her with his maudlin protestations of affection when he was sobering up and felt repentant and weepy.

The man who expects a woman to believe he loves her, or to care whether he does or not when he is doing things that wring her heart, has his nerve with him, and it is a hopeful sign when a wife has such a husband arrested for bothering her with his vows and caresses. Love without works to back it up is as meaningless as a last year's valentine. It is the love that stands between a woman and the hardships of life, that makes the home nest warm and soft for her, that bears uncomplainingly the daily drudgery for her dear sake, that is worth having, and some day women will accept this devotion at its true value, no matter whether it ever puts itself in words or not.

Cora Stowell.

Cause Unknown.

Soap Clerk—I heard "18" say he was fired with a new ambition.

Ribbon Clerk—He was fired, but I don't know anything about the new ambition.

The Housewife's Part.

Oh, men, and oh, brothers, and all of you others,
I beg of you pause and listen a bit,
And I'll tell, without altering any of it,
The tale of the housewife's part.

Mixing and fixing,
Brewing and stewing,
Basting and tasting,
Lifting and sifting,
Stoning and boning,
Toasting and roasting,
Kneading and seeding,
Straining and draining,
Poking and soaking,
Choosing and using,
Reasoning and seasoning,
Paring and sparing—
This is the housewife's part.

Filling and spilling,
Pounding and sounding,
Creaming and steaming,
Skimming and trimming,
Mopping and chopping,
Coring and pouring,
Shelling and smelling,
Grinding and minding,
Firing and tiring,
Carving and serving—
This is the housewife's part.

Oiling and boiling and broiling,
Buying and trying and frying,
Burning and turning and churning,
Pricing and icing and slicing,
Hashing and mashing and splashing,
Scanning and planning and canning,
Greasing and squeezing and freezing—
This is the housewife's part.

Aching and baking and making and shaking,
Beating and heating and seating and treating,
Oh, men, and oh, brothers, and all of you others—
Do you envy the housewife's part?

Susie M. Best.

Misunderstood His Meaning.

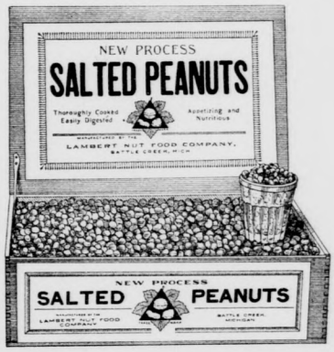
"Can't we squeeze in here?" asked the young man with the red necktie, as he and his young lady got into the well-filled omnibus.

"Well, I reckon you kin, if you want to, stranger," replied the man from the country, "but I'm thinkin' it would look a trifle better if you reserved that mark of affection till you reached the girl's home."

The fidgety woman never has nervous prostration, but she gives it to other people.

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.

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.

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Nov. 24—In certain lines there is considerable activity among jobbers. Holiday trade is fair and this calls for many things on the grocer's list. Fancy fruits and nice dried fruits are moving well at fair prices.

Coffee has had rather a poor week and at the close the situation favors the buyers. Jobbers report a "dragging feeling" and seem to be at a loss to know just what to do. Supplies are seemingly ample and the daily receipts at primary points continue large. Add to this the fact that the coming crop promises to be large and it is no wonder that there is some weakness. At the close Rio No. 7 is hardly steady at 7½c. The amount of Brazil coffee in store and afloat amounts to 1,312,439 bags, against 1,133,937 bags at the same time last year. Mild sorts of coffee are very quiet and both jobbers and roasters state that matters seem to be almost at a complete standstill. Good Cucuta is nominally 9¾@10c.

There is hardly an iota of change in teas from previous reports. The volume of business is not large, although possibly of an average character. What orders are received are for small lots and, while every little helps, dealers certainly wish for something better after Jan. 1. Supplies seem sufficient.

The sugar refiners have been trying to fill large inland orders by water transit before navigation closed and for this reason have announced that they are somewhat behind in filling other contracts. The demand is fair and there seems to be a general feeling that quotations will be no lower. Raws are quiet and unchanged.

Nobody is buying rice for speculation. The demand is of an average character and neither buyer nor seller seems to care whether anything "happens" or not. Quotations are not weak and purchasers seek no concessions, seeming to realize that if they buy they must pay the price named. No changes have taken place in price. Prime to choice Southern, 4⅝@5⅜c.

There is a fair demand for pepper and prices are firmly maintained. Cloves, also, are well held, but with other lines the market shows only the usual volume of trading and quotations are practically unchanged.

The molasses market is steady. While orders are not large in many instance, they come with satisfactory frequency and dealers are hopeful that the year will end with a better business than in 1899. Quotations, while not higher than a week ago, are more firmly adhered to and sellers are very determined in their opinions. Good to prime centrifugal, 17@26c. Supplies of some of the better grades are not overabundant and it is likely we shall have a firm market for the remainder of the year. Syrups are without change, either in demand or prices.

Last week we noted as the dullest yet in the canned goods market. That held good until this week had been heard from. Really, canned goods are "tired." While Baltimore reports profess to have a cheerful ring about them, there is doubt and almost dismay among dealers here. Still, they are not without hope. It is early yet and there is an ample supply of a good many sorts of fresh eatables, and the time of the tin can will come when snow is deep and the housewife can't get out doors. Corn is now weaker, possibly, but tomatoes certainly are, and so are peas. In fact, if good lots can be disposed of concessions will be made on almost anything.

Lemons have met with a cool reception and prices have shrunken to the very smallest proportions. Oranges are showing up well and arrivals from Florida are becoming more in evidence. Quotations are fairly well sustained. Bananas are meeting with better demand and prices have shown some advance. Domestic fruit, such as apples, pears and quinces, is selling fairly well, and the better grades fetch good rates.

There is a holiday appearance to the dried fruit market and almost all lines are doing well. Quotations, while perhaps not appreciably higher, are certainly firmer and the outlook is for some advance on several articles. Raisins and prunes, especially, are selling freely and currants also maintain a good record. Nuts are selling pretty well and there is a steady improvement. Quotations are well sustained, but no particular change has taken place.

Relation of Feed to the Flavor of Eggs.

Housewives who use many eggs, and all who habitually eat them boiled, know that there is much difference in the flavor of even those which are undeniably fresh. There is a very general belief that the flavor is influenced by the feed which the hens receive and that materials possessing strong flavors, like onions, turnips, etc., impart an injurious flavor to the eggs. The truth of this belief was shown by recent experiments at the North Carolina Experiment Station.

Chopped wild onion tops and bulbs were fed to hens and the length of time before there was a change in the flavor of the eggs was noted, as well as the length of time which must elapse after onion feeding was discontinued before the objectionable flavor would disappear. At the beginning of the trial a half ounce of chopped onion tops per head daily was fed to twelve hens of different breeds. Repeated tests did not show any onion flavor in the eggs until the fifteenth day, when it was distinctly noticeable. The amount of onion fed was doubled for four days and then discontinued. The eggs laid while the larger amount of onion was fed were so strongly flavored that they could not be used. After discontinuing the feeding of onions the flavor became less noticeable and in a week the eggs were of normal flavor. The main point brought out by the tests was that flavor can be fed into eggs. Therefore it appears that to insure finely flavored eggs it is necessary to restrict runs so that no considerable amount of food which will produce badly flavored eggs can be obtained.

Some years ago the New York Cornell Station, in studying the effect of nitrogenous vs. carbonaceous food for poultry, reported observations on the effect of the different rations on the flavor of eggs. One lot of fowls was fed a mixture of wheat shorts, cottonseed meal, and skim milk; another lot cracked corn and corn dough. The former ration contained much more nitrogen than the latter. The hens fed corn laid fewer eggs than those fed the nitrogenous ration, but the eggs were larger. The eggs produced by the nitrogenous ration were of a disagreeable flavor and smell, had a small yolk, and did not keep well. The flesh of the poultry fed this ration, however, was darker, more succulent and tender than that of the fowls fed the carbonaceous ration.

These experiments also show that the food has a marked effect on the flavor of eggs. The general experience of poultry raisers is that nitrogenous rations are more profitable to feed since they produce a larger number of eggs. In view of the fact that such a ration, if too rich in nitrogen, may produce eggs of unpleasant flavor, it would seem advisable to note the effect of any ration fed upon flavor, and modify it if the eggs are found to be inferior in this respect. C. F. Langworthy.

America supplied England with 23 per cent. of the beef consumed in that country last year.

Progressive Orthography.

"Mamma," said the small girl who was just learning to spell, "how do you spell hell?"

"Why," said the mother, "hell is a naughty word. You should not use it. Why do you want to spell it?"

"Oh," was the reply, "I wanted to spell Helen and I thought I would learn to spell hell first."

Fully Identified.

Pearl—Gossip says they have a skeleton in their closet.

Ruby—Yes, it is the cat they forgot all about when they went away for the summer.

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

We Buy and Sell
Potatoes, Apples, Onions, Cabbage
In carlots or less. Correspondence solicited. Write for terms and prices
Vinkemulder Company,
Grand Rapids, Mich.

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

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.

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

We can use your SMALL SHIPMENTS as well as the larger ones.
L. O. SNEDECOR Egg Receiver
36 Harrison Street, New York
REFERENCE:—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK
We want Fresh EGGS. We are candling for our retail trade all the time.

Poultry

How to Dress Poultry For the New York Market.

There are two methods of dressing—dry picking and scalding. Usually chickens, fowls and turkeys will command the highest prices when dry picked. Should, however, the poultry be lean and thin, we advise scalding and plumping. Ducks and geese should always be scalded.

It is very important in dressing poultry, to have it carry well, that all the blood possible be removed from the body.

The manner of killing affects the flow of the blood materially. This should be done by cutting through the roof of the mouth to the brain with a sharp-pointed knife, care being taken not to stick too deeply so as to cause instant death, for then the blood would not flow freely, and the feathers would set so as to be difficult to remove. Proper killing requires practice and judgment.

Free bleeding is so important that too much care can not be taken in acquiring the proper method of killing.

Dry Picking—Immediately after killing remove the feathers carefully and cleanly, being particular not to tear the flesh. If the weather is cold enough to ship dry, the fowl should be hung up, head down, in a cold place (where it will not freeze) and left until thoroughly cold, and until the animal heat is entirely out of the body. When preparing to ship ice-packed—or during warm weather—it should be placed in water of natural temperature and left there for about twenty minutes, then placed in ice water, where it should remain for about ten hours, when it will be ready to pack.

Scalding—The water for scalding should be just at the boiling point, but not actually boiling. Immerse the birds, holding by the head and legs and lifting up and down three or four times. Immediately after scalding chickens, fowls and turkeys remove the feathers—pin feathers and all—cleanly and without breaking the skin. After scalding ducks and geese, wrap them up in a cloth about two minutes; then the down will come off with the feathers.

All scalded poultry should be "plumped" after picking by dipping for about two seconds in very hot water—just under the boiling point—and then put in cool water of natural temperature for fifteen to twenty seconds. When it is to be packed dry—or during cold weather—it should be taken from the cold water and hung up by the feet until thoroughly cold and dry. But when intended to pack in ice—or during warm weather—it should be taken from the cool bath and placed in another of colder water (not ice water) there to remain for about one hour, after which it should be transferred to a tank of ice water and left for about ten hours, when it will be ready to pack. Guard against overscalding or underscalding by having water at proper temperature.

When packing for shipment in ice, use sugar barrels. They should be thoroughly washed with hot water to remove all traces of the sugar. Place a layer of cracked ice in the bottom of the barrel, and alternate layers of poultry and ice until the package is nearly full. Over the top layer of poultry place a layer of cracked ice, then a piece of burlap, and cover it with a layer of cracked ice; on top of that put a large chunk of solid ice, over which place a burlap cover secured under the top hoop. Pack poultry breast down, with legs out straight toward the center of the barrel.

When packing for dry shipment, use strong, neat packages of uniform size—barrels preferably for chickens, fowls, ducks and geese, and boxes for turkeys. If the poultry is scalded, pack in clean, dry rye or wheat straw, placing a layer of straw in the bottom, and then alternating layers of poultry and straw. Stow in snugly backs up and legs out straight, filling the package so full that the contents can not shift.

Dry picked poultry should not be packed in straw, but place between each layer a sheet of parchment paper, using same for bottom, top and sides of the package.

An ordinance in this city prohibits the sale of poultry, the crops of which are not free from food, and which makes it imperative that poultry should be kept from food long enough before killing to insure the crops being entirely empty.

All poultry intended for this market should be undrawn.

Do not remove the head and feet.—A. Paul, Jr., in Egg Reporter.

Cows Against Hens.

A New York State poultryman maintains that 2,000 hens will beat twenty cows in profits by over $1,300 per year. To prove his estimates not extravagant, he gives his figures from March 1 to November 1, 1893, a period of eight months, during which he had about 1,200 hens most of the time, and they laid 129,418 eggs, or not much over 100 each, and he sold to the amount of $1,984 from them, besides hatching over 1,000 chickens. This is better than $1.50 worth of eggs per hen in eight months.

His method of feeding is an unusual one, as during those eight months they had corn constantly by them in boxes, which were filled automatically from a bin holding a month's supply. Mash, rich in what the corn lacked, nitrogen and organic mineral matter, was also kept in troughs all the time, taking care not to mix enough at any time to have it get sour. The hens made a balanced ration to suit themselves. He was by this plan able to mix the food and distribute in the troughs for over 2,000 fowls, including the young stock, in two hours' work in a day, and he thinks if he had them all in one long building, with a hallway along the back side, and a car in which to carry food, eggs, etc., he could care for 4,000 hens without help.—Farm Journal.

Wherein Canadians Excel Americans.

From the Kennebec Journal.

"The Canadians are far ahead of us in the matter of packing fruit for export," says a business man, "and consequently they have less trouble in disposing of their fruit. Look at our present method of shipping apples. An old flour barrel, dingy and dirty on the outside and white with flour on the inside, is the usual way our apples are packed for the foreign market. As the fruit shrinks they become loose in the barrel, and the rolling of the ship or jarring of the cars causes them to be bruised and disfigured. By the time they reach the buyer they are badly damaged, or at least present an unsightly appearance to the eye. We can never build up a European trade until this matter is remedied."

Couldn't Help Herself.

Clara—How did you come to accept Mr. Saphead?

Dora—I had to. He proposed to me in a canoe, and he got so agitated I was afraid we'd upset.

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
We are in the market for all grades, good or poor, car lots or less. Send one or two pound sample.
ALFRED J. BROWN SEED CO.,
BEAN GROWERS AND DEALERS
GRAND RAPIDS, MICH.

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

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.

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

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.

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.

Clerks' Corner.

Why the Boy Had Good Cause to be Thankful.

Written for the Tradesman.

The more Old Man Means thought of the football game at Meadville the more it seemed to him advisable to go. He began to feel a trifle "shy," as Carl would put it, about a man of his age—he had hustled along into middle life and so began to feel as if his football days were over—driving across the country just to see a lot of chrysanthemum-headed undergraduates fight over a pigskin. He began to have the feeling supposed to be confined to the man who goes to the circus for the sake of giving "the kids" a good time. It was rather rough, he thought, that Carl had got so far along in his teens without seeing that much of the sporting world and he began to wonder if it wouldn't be a good plan, after all, for him to show his growing liking for the boy in just that way. Hustleton senior was of no earthly use, the lad's mother was straining every nerve to keep her accounts straight and, while meeting with cheering success, had not reached that point where any encouragement could be given financially to the gridiron form of dissipation. That, and the admission to himself that he did want to see the game just because he wanted to, that he did not intend to grow old before his time, that thirty-five, and even forty, did not, necessarily, forbid a man's wearing a red necktie and light tan gloves and a tall hat, convinced him that Carl was more than three-quarters right about Springborough monotony and that driving across the country to see the game wasn't so bad an idea after all.

With the going settled, a thousand projects promptly centered about it. The drive was a long one—too long anyway to be enjoyable—and, as long as they were going, they might just as well get out of it all it held. They'd take the early train and that would give them a chance to look the town over. They would visit the college—who knew what ideas it might waken in the boy's heart?—and if the day was fine it would not be much of a job to take a ride into the outlying country. When the morning paper came he looked for the amusement column and there was the announcement that the "Merchant of Venice" by a good company would hold the boards Thanksgiving night. Good enough. At the close of the entertainment they could come home on a late train, about one o'clock. That was good, too; and then—he looked out into the sober gray of the November landscape, leafless and chill, and saw across the field of memory a Thanksgiving night ten years ago when he saw that same play in a distant city with one of the dearest friends he had ever known. They had reached home at one and he had ordered a supper to be ready for them on their return and there it was. In a private dining room, where the bright maple fire was doing its best to welcome them, the feast for two was spread. They were young men with young men's appetites, the supper was good and the time unlimited and with no haste they lingered over the meal until the fire had gone out and the ashes were all that remained of the best dinner together they had ever had. Then, "just for the oddness of the idea and the fun of the thing," they each took as a keepsake a pinch of the ashes of that Thanksgiving fire, "sacred to the memory of." He had those ashes among his treasures to-day, and, although they were the ashes of a friendship dead through no fault of his, grieved as he had over it, the picture of that glad day always came back to him when the National feast day came and it always found him anxious to repeat its delightful experiences. He would do it now. He would have a dinner just like it when they got home from Meadville. There should be a blazing fire in the fireplace, and it should be as great a surprise for Carl as it had been for Tom, and he would watch again the fading firelight with this friend who, he was beginning to think, might as well take the place of the old.

There were other matters, however, to be looked after. The boy had made up his mind and announced the fact that he did not need any overcoat that winter. When Mrs. Hustleton came out on the Sunday before with a new cloak the storekeeper knew why; and then it occurred to him that Carl should have two good reasons for Thanksgiving when the day came around. As luck would have it his own tailor had, on his last call to Springborough, settled a dispute of measurement between the storekeeper and his clerk and when he decided to see the ball game he looked for and found in his desk the tailor's measurements and sent them to the merchant, telling him to make an up-to-date overcoat for the boy as good as he could afford to put up for an average figure out of some pretty fair goods, leaving the question of color with the tailor, with the addendum that, to be available, the garment must be ready on Thanksgiving day.

These things settled, the day for roast turkey drew near. Monday and Tuesday came and went and left the boy no sign. He talked about the President's proclamation and the Governor's. Every item that referred in any way to the game was read aloud. The reduced rate on the railroad was strongly commented on; but not a word did that provoking Old Man Means utter through it all. When the blinds were put up on Wednesday night, and the boy could endure the agonizing suspense not another instant, he said dejectedly, as he was about to put out the light, "I don't suppose you're going to the ball game to-morrow."

"Why don't you?"

"You haven't said anything about it. Are you going?"

"Certainly."

"Am I going?"

"That's the way the program reads."

"Hoo—ray!" The dash in this instance stands for as pretty a handspring as could be asked for outside of a circus ring. "You're a daisy! A peach! A huckleberry! You're the dandiest old boss that ever walked on legs! Early train?"

"M—hm."

"Home on late train?"

"Midnight."

"Hoop!"

The roof didn't come off because the door opened just then and a yelling black streak rushed to the Hustleton cottage through the dark.

Thanksgiving morning dawned raw and cold; but not a shiver showed the need of an overcoat, although the Old Man's was buttoned to his chin. They reached the city in due time and then the fun began. They had breakfast at the Tiverton and then they struck Main street and began the sightseeing, Old Man Means keeping a good lookout for Carl's nose, which began to assume the hue of a cherry. When the right temperature had been reached to satisfy that old sinner, they stopped at a window where woolens were displayed and the Old Man, looking at them a moment and then up at the sign, said, "Why, here's Cutham's. Let's go in."

There was cheerful exchange of greetings and then Cutham, going to a case, said, as he took out an overcoat, "I finished it, you see. Is this the young fellow it is intended for?"

"You can tell better, or he can, after he's tried it on. Get into that lively, young fellow, and don't stand there staring me out of countenance."

The boy obeyed, wondering as he did so. It fitted him to a T and was as handsome a garment as even a fellow finicky about his clothes could ask for. There was a quivering of the lips and the eyes were suspiciously moist, but the Old Man was equal to all that and, stepping between the tailor and the boy, said in an undertone, "Carl, you say a word and I'll tell him about your mother's cloak, confound you!"

"Well, that's all right. Come on, we've no time to waste," and out they went.

Old Man Means' Thanksgiving was carried out to a dot—the college inspection, the ride, the game the hotel dinner, the play, the one o'clock train—and the nearer home he drew the happier he was, thinking of the dinner so near and that other one ten years off. Ah! Tom, Tom! There was a wail even in his thought; but he strangled it and, taking the arm of his clerk as they left the station, said, "Come, Carl, you say going home with me to-night. The best part of it all is still to come;" and as he said it a well-muffled figure approached him and a voice from the muffler exclaimed, "How are you, Leigh!"

"Tom!"

Old Man Means said that. A minute later, after a greeting common among masculine Germans, the three went down the street, the boy between them; and the Thanksgiving dinner they ate together that night was one that they will delight to remember as long as they live.

Richard Malcolm Strong.

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.)

N. P. Brand of Stucco

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

Bug Finish

The effective Potato Bug Exterminator.

Land Plaster

Finely ground and of superior quality.

For lowest prices address

Alabastine Company,
Plaster Sales Department
Grand Rapids, Mich.

BRILLIANT Self-Making GAS LAMPS
Are not expensive; anybody can have them and get brighter light than electricity or gas, safer than kerosene at about 1-10 the cost. One quart filling lasts 18 hours, giving more light than a mammoth Rochester lamp or 5 electric bulbs. Can be carried about or hung anywhere. Always ready; never out of order; approved by the insurance companies. Third year and more BRILLIANTS in use than all others combined. Write and secure agency for your district. Big profits to agents.
BRILLIANT GAS LAMP CO., 42 State St., Chicago

Do You Know

Uneeda Biscuit

are better now than ever before?

This is important—and *true.*

NATIONAL BISCUIT COMPANY.

Commercial Travelers

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

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

United Commercial Travelers of Michigan
Grand Counselor, J. E. MOORE, Jackson; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, W. S. MEST, Jackson.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, JOHN G. KOLB; Secretary-Treasurer, L. F. Baker.

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

The Man Behind the Potato Parer.

Monroe street is to the citizen of Grand Rapids what Fleet street was to Samuel Johnson - the only part of the world that is really worth consideration. While not an extended thoroughfare, it is full to richness with constantly-changing conditions and circumstances and he who cares to make the trial will find that a saunter along its busy sidewalks, while not at all suggestive of London's Treadneedle street at noonday, will discover many a touch of human nature which will reveal confirming features of the world's kinship.

That is what a certain member of the gripsack brigade some time ago declared when c lled upon to explain why he was loitering at a certain Monroe street corner: "I found there a man behind a potato parer who was playing iconoclast—iconoclast is a good word and don't you forget it!—with all my fine-spun theories in regard to the record-breaking qualities of the average woman's tongue. Ease, smoothness, nimbleness, speed, persistency were all there and exactly where he wanted them —at the end of his tongue. I saw him first in Omaha in midsummer. He was then in his shirt sleeves, as he is now. A strong, well-built fellow in the late twenties, he has considerable claim on manly beauty, with not a hint of the feminine except in a single direction. He is evidently talking his way to the seaboard, with fair prospects of an arrival certain enough and profitable enough.

"One peculiarity of the fellow is the crowd that gathers around him. Six deep is the smallest and it is rarely of the rag-tag order. There is something of the crowd-right-up-here-sonny in his voice, and gray beard and black beard and boy, as if each were personally appealed to, obey him. When you saw me I was taking a sort of inventory of the lot. One old rooster with stovepipe and white tie was gazing at him in wonder and astonishment, a middle-aged business well-to-do was craning his neck for a minute to hear as well as to see what was to him, evidently, the marvel of the age and a crowd of well-dressed boys were looking at him with all the eyes they had and were then and there deciding that, when manhood should release them from the galling chains and deep-seated prejudices of home, they, too, would stand on the corner of the street and pare potatoes and cut them sometimes after the English and sometimes the French and sometimes the German method.

"I haven't the thing down to a fine point; but I stayed long enough to get the drift of what he said and the manner of it. I'm going to give my wife a sample of the man that can beat her and her club of gibble-gabblers all hollow, and I stopped him long enough to relieve him of one of his parers for 10 cents. Here 'tis. There is one thing that will bother me, but I think I can get it with practice. He didn't make any pauses nor stop to take breath. There was a continuous and mellifluous flow of words, something like the gurgle-gurgle of liquid poured from a bottle or a jug.

"Yes, I just as lief give you a sample of what I'm going to do when I get home, only I'm going to put it into a sentence that will reach from Grand Rapids to Buffalo when I get the thing down pat:

"'This simple and unpretending article designed for culinary purposes gentlemen the good qualities of which I am about to disclose to you if I am so fortunate as to attract retain and make the most of the attention which I hope you will be kind enough to extend to me is not an article to stir up the fancy or the imagination of the poet to any of those wild flights we hear of and laugh over so often but a common simple and unpretending piece of well and carefully tempered steel intended for the common every day purpose of removing from our commonest of vegetables the paring of which so many indeed I may well say the large majority of consumers object to both on account of the lack of nutritious properties of the outer covering of the potato and in addition to that the difficulty which the stomach that is to say the food supplier of the human body experiences in its strenuous endeavors to digest the indigestible mass which Nature intended as a protection for the vegetable until it is used as an article of food consumption and then as a waste.'"

That was some time go. Recently the same gripsack was corralled at the Morton House and the gripper was questioned as to the result of his potato-parer pleasantry. It was evident that the outcome had not been a success. Eve had again proved victor over the self-conscious Adam who had foolishly invaded her territory. The facts without garnishing are these: He had at his first opportunity easily led up to the fact that a woman's tongue, endless as it was supposed to be, had been out-talked at last by a man; but it was the exception that only confirmed the rule. That called for proof and he gave it and when he had about finished his wife switched him off: "I've always told you, John, that you had mistaken your calling and I'm glad you've found it out at last. Now with your parer and potatoes at 25 cents a bushel I'll have that sealskin you've been promising me all these years." "Well, I haven't anything more to say except she got her sealskin. That's the only blamed thing that would stop her noise at the guy I made of myself, and I'll bet that against nothing that at the next church fair I shall be asked to sell potato parers as a leading attraction."

Sausage Joke No. 8,978.

"How much are the sausages?" she asked the butcher.

"Not a cent, madam," he replied. "We'll make an even exchange of it."

"Why—er—I don't understand."

"No, but your dog does. He wandered in here last night."

Two hundred samples from his trunks
Upon the table now he plunks,
Then hustles out to find the guy
To look 'em o'er, perchance to buy;
He never quarrels with his lot,
Just shakes with fate for what he's got.
At 1 p. m. with might and main
He packs his samples up again;
Then waits the porter's lusty knock
To take the train at three o'clock.

MAN'S VANITY.

Use of His Own Picture on His Advertising Matter.

One of the funniest, queerest things in life is our vanity.

Notice that I say our vanity, instead of your vanity, as I suppose I should do.

My wife says I'm the vainest individual she ever saw; but in my case, as I tell her, it isn't vanity at all—it's natural appreciation of an unusually large number of fine qualities. If I should ignore the fact that my Creator has given me a Grecian face and a noble form, I should be showing ingratitude to the Almighty.

Some people have the right to be vain.

I regard vanity as the strongest force in life to-day. More men can be induced to do more things through a diplomatic appeal to their vanity than by any other means whatever. Cupidity is a strong incentive, but it isn't in it with vanity.

A man will use his face in his advertising matter. It's vanity all right, but between you and me and William J. Bryan, did you ever know a man who used his face as his trade-mark to fail?

You needn't try to think of any; that kind don't fail. At least, I never knew one to.

The fellows who use their mugs in their advertising are the only ones who make the money. Look at Douglas the $3 shoe man. Why, I believe lots of fellows buy Douglas shoes, not because they think they're any better than any others, but because Douglas has a pleasant phiz, and they want to slide down his cellar door.

Look at Woodbury, the face-improving fellow. The only trade-mark he has is his face, and you see it everywhere. I have one of his cards in my pocket now—my wife wants me to go see him.

Woodbury is a very rich man.

Look at Mennen, the man who makes talcum powder. His powder sells three times where any other sells once.

I don't say that the face in these cases is the thing that sells the goods, but the fact remains that every man I have ever known to use his mug as an advertising trade-mark has gotten along.

One thing is that nobody will infringe on your trade-mark if you use your face for it. Our faces are exclusive if nothing else is.

I thank God that some faces are exclusive.

I saw the other day that that "Science of Advertising" fellow was calling somebody down for using his picture on his letter head—said it wasn't good taste. Suffering falseface! Why, the only reason old "Science" doesn't have his own mug at the head of his column is because everybody'd die a-laffin' at it.

I never did any advertising soliciting, but I'll bet I can go out into any country town and get the advertisement of nine out of every ten retailers in it. The medium is a secondary consideration; I'll get the advertisements for anything that will allow me to use a cut of an advertiser's face. I'll get grocers and I'll get butchers; I'll get undertakers and stove men; I'll get real estate men, insurance men and lawyers, and I'll get everybody in the place worth having. I will simply say, as I walk in, that it is intended to make this a pictorial gallery of the leading merchants of the town and that it is greatly preferred that every advertiser use his photograph.

And while the most of these amiable brethren will give me a gilt-edged bluff about disliking publicity, above all the exposure of their noble mugs, they will all, "if I insist," allow me to use their photographs, and a lot of 'em will even paddle down to the local photographer and have one taken especially for me.

Oh, I know; I've paid to have my own mug printed lots of times. I long ago gave up any idea of its getting in the papers any other way.

I met the other day a fellow who works for a big patent medicine concern. He is a securer of testimonials—the sort of testimonials where the picture of the lucky dog who has been miraculously saved from death appears at the top. Under the cut there is usually a lot of gab about "Mr. John Smith, a leading citizen of Podunk, N. J., who has been long and favorably known in his State through being mentioned on several occasions as a strong candidate for school director," etc.

I asked this fellow whether he didn't find it hard to get hold of people who were willing to have their faces printed as backers of a patent medicine.

He stopped smoking and looked at me a moment.

"Don't I find it hard?" he repeated. "I find it hard to get rid of all those who want their faces printed!

"Why, don't you know," he said, "that that represents fame to the most of these people? They would cheerfully pay to have their faces in the paper, and when I come along and generously offer to do it for nothing, they think I'm the greatest thing that ever happened. Big men, too—you'd be surprised. Men that you'd think would be dead against it are as tickled as little children over the chance."

I tell you, it's the greatest thing in the world—vanity—and it's a disease that strikes the big fish just as hard as the little ones. As a rule, the bigger the fish the vainer. The vainest man I ever met was George W. Child. I've been in his office a good many times, but he never once missed toddling out to his outside room to get a biography of himself to give me.

One day I thought I'd get square. I went down there to give him a biography of myself, but he had up and died.—Stroller in Grocery World.

Warfare upon cigarettes is greatly strengthened by the decision of the United States Supreme Court, rendered last week. The decision sustained that of the Tennessee Supreme Court upholding a drastic law of that State against cigarettes. The statute makes it a misdemeanor, punishable by a fine of not less than $50, "for any person, firm or corporation to sell, offer to sell or to bring in the State for the purpose of selling, giving away or otherwise disposing of any cigarettes, cigarette paper or substitute for the same." The American Tobacco Company, to test the law, took into Tennessee from North Carolina several packages of cigarettes, with the result now finally declared—a result that sustains the authority of every state to bar cigarettes from its territory. The decision at Washington was by a majority of one, the minority of the court comprising Chief Justice Fuller and Justices Shiras, Brewer and Peckham.

A family hotel, twenty-three stories high, is to be erected in Brooklyn. Society occupying the top floor will be "at home" only when the elevators are running.

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
WIRT P. DOTY, Detroit	Dec. 31, 1903
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1904

President, A. C. SCHUMACHER, Ann Arbor.
Secretary, HENRY HEIM, Saginaw.
Treasurer, W. P. DOTY, Detroit.

Mich. State Pharmaceutical Association.

President—CHAS. F. MANN, Detroit.
Secretary—J. W. SEELEY, Detroit
Treasurer—W. K. SCHMIDT, Grand Rapids.

Folly of Buying From Irresponsible Parties.

Recently there was arrested, in St. Louis, a man by the name of John Bick, under a charge of counterfeiting the Castoria labels of the Centaur Co. The arrest was made under the Missouri law which makes his act a grave misdemeanor, punishable with a heavy fine or impri sonment, or both—at the discretion of the court.

This same man Bick has for the last five or six years been operating under the name of the Palestine Drug Co. among the druggists of the West and Southwest, and, no doubt, many of his victims will be delighted to hear that he has at last been overtaken in his nefarious proceedings. Time and time again, he, or rather the company under whose alias he was operating, has been exposed by this journal, yet he seemed never to lack victims when he went in search of them.

To us, as it must be to everyone of at least average intelligence, it is absolutely incomprehensible how it is possible for a man, under such circumstances, to continue to work the trade for so long a time with almost complete immunity, and is caught up with at last only through the intervention of interested persons entirely out of the territory thus preyed upon.

While we do not believe in the principle of "treating every man as a rogue until he has been proven to be honest," we can not conceive how a merchant can be so foolish as to purchase goods, of any description, from an entirely unknown person, and especially if this person makes offers of any extraordinary inducements to purchase from him or the house he claims to represent. On the contrary, such offers should at once excite suspicion. When a man comes in and offers to sell Castoria or Phenacetine, or instance, which just now seems to be the favorite with this class of swindlers, or any other standard article whose market value is well known to the merchant, at figures below those of the manufacturer or proprietor of the same, the mere offer should act like the ringing of a burglar alarm, giving warning of attempted fraud or robbery.

The fact is, that a man who gets taken in, in such instances, is guilty of gross contributory negligence, if nothing worse. Instead of asking any new party that comes along the questions suggested by ordinary caution, and making some effort to assure himself of the responsibility of this party, or of those he represents, he becomes overpowered with the glamour of the "splendid bargain" offered him, and bolts the bait incontinently, only to be tortured by the hook at his leisure.

Nine-tenths of the swindling schemes of these Jeremy Diddlers would be avoided entirely did the druggist attentively read his trade journals—read not merely the editorials and news items, but study the advertising, and thus make himself familiar with the responsible houses in his line of business. We do not, of course, pretend to say that only those houses which advertise are responsible, but it is safe to say that the great majority of advertising houses are responsible, and that those who do not advertise furnish their travelers with credentials which sufficiently indentify them. In any and all cases, however, let the trade beware of the man who offers something for nothing. Beware, too, of all unknown vendors and peddlers offering wonderful bargains—in the end they are frauds, one and all.—National Druggist.

Conclusions Deducted From Sale of Photographic Supplies.

1. That photographic supplies is a much more profitable side line for the druggist to handle than either toilet articles or stationery

2. That it is a perfectly legitimate line for the druggist to engage in.

3. That it has a tendency to bring to your store a class of people of means, and in all a very desirable trade, a trade which, if satisfied with your photographic supplies, will purchase other necessaries.

4. That amateur photography is not a fad which will soon cease to exist, but one which has surely come to stay and that, if you do not make an effort to gain the trade, your neighbor, who is not so well equipped to furnish the supplies, will get the business.

5. That it is not advisable to place in stock a large number of cameras—simply a few as an advertising medium being sufficient—but that one must be able to supply, on short notice, all chemicals, printing papers, and the different requisites for amateur work.

D. A. Taylor.

Scared the Drug Clerk.

In a Philadelphia drug store there is a conspicuous sign which reads, "Do not talk to the clerk when he is putting up prescriptions." This has been rendered necessary by the loquacity of the foreign residents of the neighborhood.

The other day a crowd surged into the store, talking excitedly and with many gestures. The clerk, fearing that some mistake had been made in medicines and that his life was in danger, escaped by the rear door and returned with a policeman. The Italians were still in possession, and appeared to be laboring under intense excitement.

An interpreter finally discovered that a mischievous boy had told the foreigners that a large crystal of sulphur in the window was a lump of gold-bearing quartz from Cape Nome, and that any one by paying 10 cents could guess at the weight of the crystal, and he who guessed right would win it. It took the greater part of an hour to convince the excited Italians of their error.

Look Out For Damaged Cod Liver Oil.

Eighty-five barrels of Norwegian cod liver oil, saved in a badly damaged condition from the recent Hoboken dock fire, were offered at auction last week and sold at about $7 to $9 per barrel. This was part of a lot of 100 barrels, the balance of which was totally destroyed. It is said that the oil which was sold is scarcely fit even for tanning purposes, yet a holder of fifty barrels has been offering it around to jobbers and manufacturers.

To Purify Water by Precipitation.

One excellent method, applicable to muddiest of water, consists in adding to every gallon 5 grains of sodium bicarbonate and then 5 minims of official solution of iron tersulfate, and then allowing to settle over night. About 1 grain of alum in solution added to one gallon of water precipitates all impurities and most of the microbes, but the amount of alum must be adjusted for different kinds of water.

The Drug Market.

Opium—Is without change in price, but is very firm. News from the growing district is again unfavorable. It is stated that native speculators are trying to buy.

Morphine—Is as yet unchanged.

Quinine—Is weak and easier, although manufacturers have not changed their price. The demand is small and bark is weak.

Carbolic Acid—Is easier and supplies are more plentiful.

Cocaine—The market is very firm and small manufacturers are out of market.

Glycerine—Is active and very firm. It is believed that higher prices will rule after the first of the year.

Santonine—Has advanced 60c per pound in the last few days and is tending higher.

Balsam Copaiba—Is in good demand and advancing.

Gum Asafoetida—Is in small supply and steadily advancing. Cheap grades can not be imported and higher grades are very scarce. Advance has been 8c within the last week.

Canary Seed—Has advanced, in sympathy with the primary markets.

Rape Seed—Is very firm.

Cloves—Are very firm and advancing.

Linseed Oil—Is steady at unchanged prices.

The Cocaine Selling Evil.

The cocaine habit is spreading with rapidity, particularly with the negroes of the South, and it is becoming more and more evident that something should be done to restrict the sale of the drug so far as possible. The State Board of Pharmacy of Tennessee will have introduced into the coming session of the Legislature a bill preventing the sale of cocaine, morphine, and other narcotics except on a physician's prescription, and providing for adequate penalties upon conviction of violation. As we have reported from time to time, several city councils in the South have recently passed ordinances to this effect and it is sincerely to be hoped that these measures will prove efficacious.—Bulletin of Pharmacy.

Headache Powders in Liquor Saloons.

The Kentucky Board of Pharmacy is instituting proceedings against saloon keepers who retail headache powders. The sale of such preparations has reached large dimensions of recent years and druggists have complained that such sales were a breach of the Pharmacy Law. Owing to the action of the Board most of the saloons have discontinued their sale, but action will be taken against a few who refuse to give way. It is alleged by some of the offenders that such sales are only a quid pro quo for the druggists who sell liquor.

Novel Window Display.

A druggist in Worcester made a big hit recently by a clever window display of six lively tortoise-shell kittens, which attracted spectators at times that blocked the sidewalk for a few minutes. The kittens were all double-toed, with a single exception. They were surrounded by mirrors which multiplied the six into twice that number when looked at from the sidewalk. The mother cat has a record of twenty-nine kittens in two years!

Black Ink.

Bruised galls, 24 ozs.
Rasped logwood, 8 ozs.
Iron sulphate, 12 ozs.
Powdered acacia, 6 ozs.
Creosote, 30 drops.
Soft water, 3 gals.

Boil the galls and logwood in the water until reduced to 2 gallons; then add the other ingredients and set aside for fourteen days, stirring frequently, when it will be ready for use.

The Man Who Snores.

Dedicated to Lloyd Maximilian Mills.

I've thought of all the drummers
And the merchants that each bores;
I'd rather be kicked by one of them
Than sleep with a man that snores.

I've thought of all the armies,
The Chinese, Japs and Boers,
I'd rather be shot by one of them
Than sleep with a man that snores.

I've thought of the cats in the kitchen,
The Tommies in the stores;
I'd rather be scratched by both of them
Than sleep with a man that snores.

I've thought of all the animals,
The Guinea pigs and boars;
I'd rather sleep with one of them
Than sleep with a man that snores.

We know that Mills is a rustler
And laziness deplores;
But, boys, you must excuse me,
From sleeping with a man that snores.

"What is a pharmacist?" asked Pat.
The answer was, "A mixer."
"If that's the case," Pat then replied,
"I'll tell ye mighty quick, sir,
I am a pharmacist by birth,
For, shure, ain't I a mick, sir?"

KASKOLA THE BEST DYSPEPSIA CURE
Manufactured by
THE P. L. ABBEY CO., Kalamazoo, Mich.
Your orders solicited.

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—Assafœtida, Canary Seed.
Declined—

Acidum

Aceticum .....$	6@$	8
Benzoicum, German.	70@	75
Boracic.....	@	17
Carbolicum	30@	42
Citricum.....	45@	48
Hydrochlor.....	3@	5
Nitrocum	8@	10
Oxalicum	12@	14
Phosphorium, dil...	@	15
Salicylicum	55@	60
Sulphuricum	1¾@	5
Tannicum	1 10@	1 20
Tartaricum	38@	40

Ammonia

Aqua, 16 deg.....	4@	6
Aqua, 20 deg.....	6@	8
Carbonas	13@	15
Chloridum.....	12@	14

Aniline

Black.....	2 00@	2 25
Brown.....	80@	1 00
Red	45@	50
Yellow.....	2 50@	3 00

Baccæ

Cubebæ.....po, 25	22@	24
Juniperus.....	6@	8
Xanthoxylum	75@	80

Balsamum

Copalba	50@	55
Peru	@	1 85
Terabin, Canada....	50@	55
Tolutan.....	40@	45

Cortex

Abies, Canadian.....		18
Cassiæ.....		12
Cinchona Flava.....		18
Euonymus atropurp.		30
Myrica Cerifera, po.		20
Prunus Virgini.....		12
Quillaia, gr'd.....		12
Sassafras.....po. 20		15
Ulmus...po. 15, gr'd		15

Extractum

Glycyrrhiza Glabra.	24@	25
Glycyrrhiza, po.....	28@	30
Hæmatox, 15 lb. box	11@	12
Hæmatox, 1s.....	13@	14
Hæmatox, ½s.....	14@	15
Hæmatox, ¼s.....	16@	17

Ferru

Carbonate Precip...		15
Citrate and Quinia..		2 25
Citrate Soluble.....		75
Ferrocyanidum Sol..		40
Solut. Chloride.....		15
Sulphate, com'l.....		2
Sulphate, com'l, by bbl, per cwt.....		80
Sulphate, pure.....		7

Flora

Arnica	15@	18
Anthemis.....	22@	25
Matricaria.....	30@	35

Folia

Barosma.....	35@	38
Cassia Acutifol, Tinnevelly	20@	25
Cassia, Acutifol, Alx.	25@	30
Salvia officinalis, ¼s and ½s	12@	20
Uva Ursi.....	8@	10

Gummi

Acacia, 1st picked...	@	65
Acacia, 2d picked...	@	45
Acacia, 3d picked...	@	35
Acacia, sifted sorts.	@	28
Acacia, po.....	45@	65
Aloe, Barb. po.18@20	12@	14
Aloe, Cape....po. 15.	@	12
Aloe, Socotri..po. 40	@	30
Ammoniac.....	55@	60
Assafœtida....po. 40	40@	45
Benzoinum	50@	55
Catechu, 1s.....	@	13
Catechu, ½s.....	@	14
Catechu, ¼s.....	@	16
Camphoræ	69@	73
Euphorbium...po. 35	@	40
Galbanum.....	@	1 00
Gamboge .....po	65@	70
Guaiacum.....po. 25	@	30
Kino.....po. $0.75	@	75
Mastic	@	60
Myrrh.....po. 45	@	40
Opii....po. 5.00@5.20	3 60@	3 65
Shellac	25@	35
Shellac, bleached....	40@	45
Tragacanth	60@	90

Herba

Absinthium..oz. pkg		25
Eupatorium..oz. pkg		20
Lobelia .....oz. pkg		25
Majorum ....oz. pkg		28
Mentha Pip..oz. pkg		23
Mentha Vir..oz. pkg		25
Rue.....oz. pkg		39
Tanacetum V·oz. pkg		22
Thymus, V...oz. pkg		25

Magnesia

Calcined, Pat.....	55@	60
Carbonate, Pat.....	18@	20
Carbonate, K. & M..	18@	20
'arbonate, Jennings	18@	20

Oleum

Absinthium	6 50@	7 00
Amygdalæ, Dulc....	38@	65
Amygdalæ, Amaræ.	8 00@	8 25
Anisi	2 10@	2 20
Auranti Cortex.....	2 25@	2 30
Bergamii	2 75@	2 85
Cajiputi	80@	85
Caryophylli.....	80@	85
Cedar	65@	90
Chenopadii.....	@	2 75
Cinnamonii	1 30@	1 40
Citronella	35@	40
Conium Mac.....	50@	60
Copaiba	1 15@	1 25
Cubebæ	1 20@	1 25
Exechthitos	1 00@	1 10
Erigeron	1 10@	1 20
Gaultheria	2 20@	2 30
Geranium, ounce....	@	75
Gossippii, Sem. gal..	50@	60
Hedeoma.....	1 40@	1 50
Junipera	1 50@	2 00
Lavendula	90@	2 00
Limonis	1 50@	1 60
Mentha Piper.....	1 40@	2 00
Mentha Verid.....	1 50@	1 60
Morrhuæ, gal.....	1 20@	1 25
Myrcia	4 00@	4 50
Olive	75@	3 00
Picis Liquida.....	10@	12
Picis Liquida, gal...	@	35
Ricina.....	1 00@	1 05
Rosmarini.....	@	1 00
Rosæ, ounce.....	6 00@	6 50
Succini	40@	45
Sabina	90@	1 00
Santal	2 75@	7 00
Sassafras.....	60@	65
Sinapis, ess., ounce.	@	65
Tiglii	1 50@	1 60
Thyme.....	40@	50
Thyme, opt.....	@	1 60
Theobromas	15@	20

Potassium

Bi-Carb.....	15@	18
Bichromate	13@	15
Bromide	52@	57
Carb	12@	15
Chlorate...po. 17@19	16@	18
Cyanide	34@	38
Iodide	2 60@	2 65
Potassa, Bitart, pure	28@	30
Potassa, Bitart, com.	@	15
Potass Nitras, opt...	7@	8
Potass Nitras.....	6@	8
Prussiate.....	23@	26
Sulphate po.....	15@	18

Radix

Aconitum.....	20@	25
Althæ	22@	25
Anchusa	10@	12
Arum po.....	@	25
Calamus.....	20@	40
Gentiana.....po. 15	12@	15
Glychrrhiza...pv. 15	16@	18
Hydrastis Canaden.	@	75
Hydrastis Can., po..	@	80
Hellebore, Alba, po.	12@	15
Inula, po.....	15@	20
Ipecac, po.....	4 25@	4 35
Iris plox...po. 35@38	35@	40
Jalapa, pr.....	25@	30
Maranta, ¼s.....	@	35
Podophyllum, po...	22@	25
Rhei.....	75@	1 00
Rhei, cut.....	@	1 25
Rhei, pv.....	75@	1 35
Spigelia	35@	38
Sanguinaria...po. 15	@	18
Serpentaria	40@	45
Senega	60@	65
Smilax, officinalis H.	@	40
Smilax, M.....	@	25
Scillæ .....po. 35	10@	12
Symplocarpus, Fœtidus, po.....	@	25
Valeriana, Eng. po. 30	@	25
Valeriana, German.	15@	20
Zingiber a	14@	16
Zingiber j.....	25@	27

Semen

Anisum .....po. 15	@	12
Apium (graveleons).	13@	15
Bird, 1s.....	4@	6
Carul.....po. 18	12@	13
Cardamon.....	1 25@	1 75
Coriandrum.....	8@	10
Cannabis Sativa.....	4½@	5
Cydonium	75@	1 00
Chenopodium	10@	12
Dipterix Odorate....	1 00@	1 10
Fœniculum	@	10
Fœnugreek, po.....	7@	9
Lini	4@	5
Lini, grd.....bbl. 4	4½@	5
Lobelia	35@	40
Pharlaris Canarian..	4½@	5
Rapa	4½@	5
Sinapis Alba.....	9@	10
Sinapis Nigra.....	11@	12

Spiritus

Frumenti, W. D. Co.	2 00@	2 50
Frumenti, D. F. R..	2 00@	2 25
Frumenti.....	1 25@	1 50
Juniperis Co. O. T...	1 65@	2 00
Juniperis Co.....	1 75@	3 50
Saacharum N. E.	1 90@	2 10
Spt. Vini Galli.....	1 75@	6 50
Vini Oporto.....	1 25@	2 00
Vini Alba.....	1 25@	2 00

Sponges

Florida sheeps' wool carriage.....	2 50@	2 75
Nassau sheeps' wool carriage.....	2 50@	2 75
Velvet extra sheeps' wool, carriage.....	@	1 50
Extra yellow sheeps' wool, carriage.....	@	1 25
Grass sheeps' wool, carriage	@	1 00
Hard, for slate use..	@	75
Yellow Reef, for slate use.....	@	1 40

Syrups

Acacia	@	50
Auranti Cortex.....	@	50
Zingiber	@	50
Ipecac.....	@	60
Ferri Iod.....	@	50
Rhei Arom.....	@	50
Smilax Officinalis...	50@	60
Senega	@	50
Scillæ...	@	50
Scillæ Co.....	@	50
Tolutan	@	50
Prunus virg.....	@	50

Tinctures

Aconitum Napellis R		60
Aconitum Napellis F		50
Aloes		60
Aloes and Myrrh....		60
Arnica		50
Assafœtida.....		50
Atrope Belladonna..		60
Auranti Cortex.....		50
Benzoin		60
Benzoin Co.....		50
Barosma.....		50
Cantharides.....		75
Capsicum		50
Cardamon		75
Cardamon Co.....		75
Castor		1 00
Catechu		50
Cinchona		50
Cinchona Co.....		60
Columba		50
Cubebæ.....		50
Cassia Acutifol.....		50
Cassia Acutifol Co...		50
Digitalis		50
Ergot.....		50
Ferri Chloridum....		35
Gentian		50
Gentian Co.....		60
Guiaca.....		50
Guiaca ammon.....		60
Hyoscyamus.....		50
Iodine		75
Iodine, colorless.....		75
Kino		50
Lobelia		50
Myrrh.....		50
Nux Vomica.....		50
Opii.....		75
Opii, comphorated..		50
Opii, deodorized.....		1 50
Quassia		50
Rhatany.....		50
Rhei		50
Sanguinaria		50
Serpentaria		50
Stromonium.....		60
Tolutan		60
Valerian		50
Veratrum Veride...		50
Zingiber		50

Miscellaneous

Æther, Spts. Nit. 3 F	30@	35
Æther, Spts. Nit. 4 F	34@	38
Alumen	2¼@	3
Alumen, gro'd..po. 7	3@	4
Annatto.....	40@	50
Antimoni, po.....	4@	5
Antimoni et Potass T	40@	50
Antipyrin	@	25
Antifebrin	@	20
Argenti Nitras, oz...	@	51
Arsenicum	10@	12
Balm Gilead Buds..	38@	40
Bismuth S. N.....	1 90@	2 00
Calcium Chlor., 1s...	@	9
Calcium Chlor., ½s..	@	10
Calcium Chlor., ¼s..	@	12
Cantharides, Rus. po	@	80
Capsici Fructus, af..	@	15
Capsici Fructus, po.	@	15
Capsici Fructus B, po	@	15
Caryophyllus..po. 15	12@	14
Carmine, No. 40.....	@	3 00
Cera Alba.....	50@	55
Cera Flava.....	40@	42
Coccus	@	40
Cassia Fructus.....	@	35
Centraria.....	@	10
Cetaceum.....	@	45
Chloroform	55@	60
Chloroform, squibbs	@	1 10
Chloral Hyd Crst....	1 65@	1 90
Chondrus.....	20@	25
Cinchonidine, P. & W	38@	48
Cinchonidine, Germ.	38@	48
Cocaine	7 05@	7 25
Corks, list, dis. pr. ct.		70
Creosotum.....	@	35
Creta .....bbl. 75	@	2
Creta, prep.....	@	5
Creta, precip.....	9@	11
Creta, Rubra.....	@	8
Crocus	15@	18
Cudbear.....	@	24
Cupri Sulph.....	6¼@	8
Dextrine	7@	10
Ether Sulph..... ..	75@	90
Emery, all numbers.	@	8
Emery, po.....	@	6
Ergota .....po. 90	85@	90
Flake White.....	12@	15
Galla	@	23
Gambier	8@	9
Gelatin, Cooper.....	@	60
Gelatin, French....	35@	60
Glassware, flint, box	75 &	5
Less than box.....		70
Glue, brown.....	11@	13
Glue, white.....	15@	25
Glycerina.....	17½@	25
Grana Paradisi.....	@	25
Humulus	25@	55
Hydrarg Chlor Mite	@	1 00
Hydrarg Chlor Cor..	@	90
Hydrarg Ox Rub'm.	@	1 10
Hydrarg Ammoniati	@	1 20
HydrargUnguentum	50@	60
Hydrargyrum	@	85
Ichthyobolla, Am...	65@	70
Indigo.....	75@	1 00
Iodine, Resubi.....	3 85@	4 00
Iodoform.....	3 85@	4 00
Lupulin.....	@	50
Lycopodium.....	80@	85
Macis	65@	75
Liquor Arsen et Hydrarg Iod.....	@	25
LiquorPotassArsinit	10@	12
Magnesia, Sulph....	2@	3
Magnesia, Sulph, bbl	@	1½
Mannia, S. F.....	50@	60
Menthol.....	@ 4	50
Morphia, S., P. & W.	2 25@	2 50
Morphia, S., N. Y. Q. & C. Co.....	2 15@	2 40
Moschus Canton....	@	40
Myristica, No. 1.....	65@	80
Nux Vomica...po. 15	@	10
Os Sepia.....	35@	37
Pepsin Saac, H. & P. D Co.....	@	1 00
Picis Liq. N.N. ½ gal. doz	@	2 00
Picis Liq., quarts....	@	1 00
Picis Liq., pints.....	@	85
Pil Hydrarg...po. 80	@	50
Piper Nigra...po. 22	@	18
Piper Alba....po. 35	@	30
Pix Burgun.....	@	7
Plumbi Acet.....	10@	12
Pulvis Ipecac et Opii	1 30@	1 50
Pyrethrum, boxes H. & P. D. Co., doz...	@	75
Pyrethrum, pv.....	25@	30
Quassiæ	8@	10
Quinia, S. P. & W...	37@	47
Quinia, S. German..	37@	47
Quinia, N. Y.....	37@	47
Rubia Tinctorum....	12@	14
Saccharum Lactis pv	18@	20
Salacin	4 50@	4 75
Sanguis Draconis...	40@	50
Sapo, W.....	12@	14
Sapo M.....	10@	12
Sapo G.....	@	15
Seidlitz Mixture.....	20@	22
Sinapis	@	18
Sinapis, opt.....	@	30
Snuff, Maccaboy, De Voes	@	41
Snuff, Scotch, De Vo's	@	41
Soda, Boras.....	9@	11
Soda, Boras, po.....	9@	11
Soda et Potass Tart.	23@	25
Soda, Carb.....	1½@	2
Soda, Bi-Carb.....	3@	5
Soda, Ash.....	3½@	4
Soda, Sulphas.....	@	2
Spts. Cologne.....	@	2 60
Spts. Ether Co.....	50@	55
Spts. Myrcia Dom...	@	2 00
Spts. Vini Rect. bbl.	@	
Spts. Vini Rect. ½bbl	@	
Spts. Vini Rect. 10gal	@	
Spts. Vini Rect. 5 gal	@	
Strychnia, Crystal...	1 05@	1 25
Sulphur, Subl.....	2¼@	4
Sulphur, Roll.....	2¼@	3½
Tamarinds	8@	10
Terebenth Venice...	28@	30
Theobromæ.....	60@	65
Vanilla	9 00@	16 00
Zinci Sulph.....	7@	8

Oils

	BBL.	GAL.
Whale, winter.....	70	70
Lard, extra.....	60	70
Lard, No. 1.....	45	50
Linseed, pure raw...	68	71
Linseed, boiled.....	69	72
Neatsfoot, winter str	54	60
Spirits Turpentine..	50	55

Paints

	BBL.	LB.
Red Venetian.....	1¾ 2	@8
Ochre, yellow Mars.	1¾ 2	@4
Ochre, yellow Ber...	1¾ 2	@3
Putty, commercial..	2¼	2½@3
Putty, strictly pure.	2½	2¾@3
Vermilion, Prime American.....	13@	15
Vermilion, English..	70@	75
Green, Paris.....	14@	18
Green, Peninsular...	13@	16
Lead, red.....	6¼@	6½
Lead, white.....	6¼@	6½
Whiting, white Span	@	85
Whiting, gilders'....	@	90
White, Paris, Amer.	@	1 25
Whiting, Paris, Eng. cliff	@	1 40
Universal Prepared.	1 10@	1 20

Varnishes

No. 1 Turp Coach...	1 10@	1 20
Extra Turp.....	1 60@	1 70
Coach Body.....	2 75@	3 00
No. 1 Turp Furn.....	1 00@	1 10
Extra Turk Damar..	1 55@	1 60
Jap. Dryer, No. 1 Turp	70@	75

Drugs

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

We are dealers in Paints, Oils and Varnishes.

We have a full line of Staple Druggists' Sundries.

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

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

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

All orders shipped and invoiced the same day received. Send a trial order.

Hazeltine & Perkins Drug Co.,

Grand Rapids, Michigan

GROCERY PRICE CURRENT

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

ADVANCED	DECLINED
Sisal Clotheslines	Rolled Oats
Cordage	Package Coffee
	Pearl Barley
	Warehouse Brooms
	Rock Candy

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
Aurora	.55	6 00
Castor Oil	.60	7 00
Diamond	.50	4 25
Frazer's	.75	9 00
IXL Golden, tin boxes	75	9 00

Mica, tin boxes	.75	9 00
Paragon	.55	6 00

AMMONIA

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

BAKING POWDER

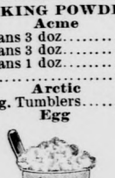
Acme

¼ lb. cans 3 doz	45
½ lb. cans 3 doz	75
1 lb. cans 1 doz	1 00
Bulk	10

Arctic

6 oz. Eng. Tumblers	90

Egg



¼ lb. cans, 4 doz. case	3 75
½ lb. cans, 2 doz. case	3 75
1 lb. cans, 1 doz. case	3 75
5 lb. cans, ½ doz. case	8 00

JAXON

¼ lb. cans, 4 doz. case	45
½ lb. cans, 4 doz. case	85
1 lb. cans, 2 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
¼ lb. cans	1 30
6 oz. cans	1 80
½ lb. cans	2 40
¾ 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	12½
Paraffine, 6s	10½
Paraffine, 12s	11
Wicking	20

CANNED GOODS

Apples

3 lb. Standards	80
Gallons, standards	2 30

Blackberries

Standards	75

Beans

Baked	1 00@1 30
Red Kidney	75@ 85
String	80
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, ½ lb	1 85
Star, 1 lb	3 40
Picnic Talls	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	
Yellow	1 65@1 85

Pears

Standard	70
Fancy	80

Peas

Marrowfat	1 00
Early June	1 00
Early June Sifted	1 60

Pineapple

Grated	1 25@2 75
Sliced	1 35@2 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, ¼s	4
Domestic, ¼s	8
Domestic, Mustard	8
California, ½s	17
French, ¼s	22
French, ½s	28

Strawberries

Standard	85
Fancy	1 25

Succotash

Fair	90
Good	1 00
Fancy	1 20

Tomatoes

Fair	90
Good	95
Fancy	1 15
Gallons	2 50

CATSUP

Columbia, pints	2 00
Columbia, ½ pints	1 25

CHEESE

Acme	@12½
Amboy	@12½
Carson City	@12
Elsie	@13
Emblem	@12½
Gem	@12½
Gold Medal	@11½
Ideal	@12
Jersey	@12½
Riverside	@12
Brick	14@15
Edam	@90
Leiden	@17
Limburger	13@14
Pineapple	50 @75
Sap Sago	19@20

CHOCOLATE

Walter Baker & Co.'s.

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, ⅛s	12
Van Houten, ¼s	20
Van Houten, ½s	38
Van Houten, 1s	70
Colonial, ¼s	35
Colonial, ½s	33
Huyler	45
Wilbur, ½s	41
Wilbur, ¼s	42

CIGARS

A. Bomers' brand.

Plaindealer	35 00

H. & P. Drug Co.'s brands.

Fortune Teller	35 00
Our Manager	35 00
Quintette	35 00

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

S.C.W

S. C. W.	35 00

Lubetsky Bros.' Brands.

B. L.	$33 00
Gold Star	35 00

Phelps, Brace & Co.'s Brands.

Royal Tigers	55@ 80 00
Royal Tigerettes	35
Vincente Portuondo	35@ 70 00
Ruhe Bros. Co.	25@ 70 00
Hilson Co.	35@110 00
T. J. Dunn & Co.	35@ 70 00
McCoy & Co.	35@ 70 00
The Collins Cigar Co.	10@ 35 00
Brown Bros	15@ 70 00
Bernard Stahl Co.	35@ 90 00
Banner Cigar Co.	10@ 35 00
Seidenberg & Co.	55@125 00
Fulton Cigar Co.	10@ 35 00
A. B. Ballard & Co.	35@175 00
E. M. Schwarz & Co.	35@110 00
San Telmo	35@ 70 00
Havana Cigar Co.	18@ 35 00
C. Costello & Co.	35@ 70 00
LaGora-Fee Co.	35@ 70 00
S. I. Davis & Co.	35@185 00
Hene & Co.	35@ 90 00
Benedict & Co.	7.50@ 70 00
Hemmeter Cigar Co.	35@ 70 00
G. J. Johnson Cigar Co.	35@ 70 00
Maurice Sanborn	50@175 00
Bock & Co.	65@300 00
Manuel Garcia	80@375 00
Neuva Mundo	85@175 00
Henry Clay	85@550 00
La Carolina	96@200 00
Standard T. & C. Co.	35@ 70 00

H. Van Tongeren's Brand.

Star Green	35 00

COFFEE

Roasted

A-I-C HIGH GRADE COFFEES

Special Combination	20
French Breakfast	25
Lenox	30
Vienna	35
Private Estate	38
Supreme	40

Less 33⅓ per cent.

Rio

Common	10½
Fair	11
Choice	13
Fancy	15

Santos

Common	11
Fair	14
Choice	15
Fancy	17
Peaberry	13

Maracaibo

Fair	12
Choice	16

Mexican

Choice	16
Fancy	17

Guatemala

Choice	16

Java

African	12½
Fancy African	17
O. G.	25
P. G.	29

Mocha

Arabian	21

Package

New York Basis.

Arbuckle	12 00
Dilworth	12 00
Jersey	12 00
Lion	11 00

McLaughlin's XXXX

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

Extract

Valley City ½ gross	75
Felix ½ gross	1 15
Hummel's foil ½ gross	85
Hummel's tin ½ gross	1 43

Substitutes

Crushed Cereal Coffee Cake 12 packages, ½ case	1 75
24 packages, 1 case	3 50

COCOA SHELLS

20 lb. bags	2½
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.

Gail Borden Eagle	6 75
Crown	6 25
Dalsy	5 75
Champion	4 50
Magnolia	4 25
Challenge	4 00
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

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

Sundried	4@4½
Evaporated, 50 lb. boxes	@5

California Fruits

Apricots	8@10
Blackberries	
Nectarines	
Peaches	8 @11
Pears	
Pitted Cherries	7½
Prunnelles	
Raspberries	

California Prunes

100-120 25 lb. boxes	@
90-100 25 lb. boxes	@ 4½
80-90 25 lb. boxes	@ 5
70-80 25 lb. boxes	@ 5¼
60-70 25 lb. boxes	@ 6
50-60 25 lb. boxes	@ 6½
40-50 25 lb. boxes	@ 7
30-40 25 lb. boxes	8½

¼ cent less in 50 lb. cases

Citron

Leghorn	11
Corsican	12

Currants

Cleaned, bulk	13¾
Cleaned, packages	14

Peel

Citron American 19 lb. bx.	13
Lemon American 10 lb. bx.	10½
Orange American 10 lb. bx.	10½

Raisins

London Layers 2 Crown.	
London Layers 3 Crown.	2 15
Cluster 4 Crown	2 75
Loose Muscatels 2 Crown	7¾
Loose Muscatels 3 Crown	8¼
Loose Muscatels 4 Crown	8¾
L. M., Seeded, 1 lb	10¼@11
L. M., Seeded, ¾ lb	8¼@
Sultanas, bulk	11½
Sultanas, package	12

FARINACEOUS GOODS

Beans

Dried Lima	6½
Medium Hand Picked	1 85
Brown Holland	

Cereals

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

Maccaroni and Vermicelli

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

Pearl Barley

Common	
Chester	2 50
Empire	3 10

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 60
Steel Cut, 100 lb. sacks	2 00
Monarch, bbl	3 30
Monarch, ½ bbl	1 80
Monarch, 90 lb. sacks	1 55
Quaker, cases	3 20

Sago

East India	2¾
German, sacks	3¾
German, broken package	4

Tapioca

Flake, 110 lb. sacks	4¼
Pearl, 130 lb. sacks	3⅞
Pearl, 24 1 lb. packages	6

Wheat

Cracked, bulk	3¼
24 2 lb. packages	2 50

FLAVORING EXTRACTS

DeBoe's

Vanilla D. C.	2 oz 1 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	Lemon
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 CLASS EXTRACTS

MADE ONLY BY FOOTE & JENKS

Vanilla	Lemon
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.	1 20

Big Value

2 oz. oval Vanilla Tonka	75
2 oz. oval Pure Lemon	75

JENNINGS' D. C. CONCENTRATED FLAVORING EXTRACTS

	Lem.	Van.
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. doz.	Lem. doz.
XXX, 2 oz. obert	1 25	75
XXX, 4 oz. taper	2 25	1 25
XX, 2 oz. obert	1 00	
No. 2, 2 oz. obert	75	
XXX D D ptchr, 6 oz		2 25
XXX D D ptchr, 4 oz		1 75
K. P. pitcher, 6 oz.		2 25

FLY PAPER

Perrigo's Lightning, gro	2 50
Petrolatum, 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. palls per doz	1 85
15 lb. palls	35
30 lb. palls	62

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 sulphur	1 65
Anchor Parlor	1 50
No. 2 Home	1 30
Export Parlor	4 00
Wolverine	1 50

MOLASSES

New Orleans

Black	12½
Fair	16
Good	20
Fancy	25
Open Kettle	25@34

Half-barrels 2c extra

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
¼	28	50
½	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

Medium

Barrels, 1,200 count	4 50
Half bbls, 600 count	2 75

Small

Barrels, 2,400 count	5 50
Half bbls, 1,200 count	3 30

PIPES

Clay, No. 216	1 70
Clay, T. D., full count	65
Cob, No. 3	85

POTASH

48 cans in case.

Babbitt's	4 00
Penna Salt Co.'s	3 00

RICE

Domestic

Carolina head	7
Carolina No. 1	5½
Carolina No. 2	4¾
Broken	4¼

Imported.

Japan, No. 1	5½@6
Japan, No. 2	4½@5
Java, fancy head	5 @5½
Java, No. 1	5 @
Table	@

SALERATUS

Packed 60 lbs. in box.

Church's Arm and Hammer	3 00
Deland's	3 00
Dwight's Cow	3 00
Emblem	2 10
L. P.	3 00
Sodio	3 00
Wyandotte, 100 ¾s	3 00

SAL SODA

Granulated, bbls	80
Granulated, 100 lb. cases	90
Lump, bbls	75
Lump, 145 lb. kegs	80

SALT

Diamond Crystal

Table, cases, 24 3 lb. boxes	1 40
Table, barrels, 100 3 lb. bags	2 85
Table, barrels, 40 7 lb. bags	2 50
Butter, barrels, 280 lb. bulk	2 50
Butter, barrels, 20 14 lb. bags	2 60
Butter, sacks, 28 lbs	27
Butter, sacks, 56 lbs	62

Common Grades

100 3 lb. sacks	2 15
60 5 lb. sacks	2 05
28 10 lb. sacks	1 95
56 lb. sacks	40
28 lb. sacks	22

Warsaw

56 lb. dairy in drill bags	30
28 lb. dairy in drill bags	15

Ashton

56 lb. dairy in linen sacks	60

Higgins

56 lb. dairy in linen sacks	60

Solar Rock

56 lb. sacks	25

Common

Granulated Fine	1 20
Medium Fine	1 25

SOAP

JAXON

Single box	3 00
5 box lots, delivered	2 95
10 box lots, delivered	2 90

JAS. S KIRK & CO.'S BRANDS.

American Family, wrp'd	3 00
Dome	2 80
Cabinet	2 40
Savon	2 80
White Russian	2 80
White Cloud	4 00
Dusky Diamond, 50 6 oz	2 00
Dusky Diamond, 50 8 oz	2 50
Blue India, 100 ¾ lb	3 00
Kirkoline	3 50
Eos	2 65

Rub-No-More

100 12 oz bars	3 00

SILVER

Single box	3 00
Five boxes, delivered	2 95

SOAP

Bell & Bogart brands—
Coal Oil Johnny 3 90
Peekin 4 00
Lautz Bros. brands—
Big Acme 4 00
Acme 5c 3 25
Marseilles 4 00
Master 3 70
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 95
Detroit Soap Co. brands—
Queen Anne 3 15
Big Bargain 1 75
Umpire 2 15
German Family 2 45
A. B. Wrisley brands—
Good Cheer 3 80
Old Country 3 20
Johnson Soap Co. brands—
Silver King 3 60
Calumet Family 2 70
Scotch 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 85
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 ..... @ 4¾
Georges genuine ..... @ 5½
Georges selected ..... @ 5¾
Grand Bank ..... @4½
Strips or bricks ..... 6 @ 9
Pollock ..... @ 3¼

Halibut.

Strips 14
Chunks 15

Herring

Holland white hoops, bbl. 11 00
Holland white hoops½bbl. 6 00
Holland white hoop, keg.. 80
Holland white hoop mchs. 85
Norweglan .....
Round 100 lbs 3 15
Round 40 lbs 1 55
Scaled 16
Bloaters .....

Mackerel

Mess 100 lbs 12 00
Mess 40 lbs 5 10
Mess 10 lbs 1 35
Mess 8 lbs 1 10
No. 1 100 lbs 10 50
No. 1 40 lbs 4 50
No. 1 10 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	7 00	2 50
40 lbs	3 20	3 10	1 30
10 lbs	88	85	40
8 lbs	73	71	35

SPICES

Whole Spices

Allspice 12
Cassia, China in mats 11
Cassia, Batavia, in bund ... 28
Cassia, Saigon, broken 38
Cassia, Saigon, in rolls 55
Cloves, Amboyna 17
Cloves, Zanzibar 14
Mace 55
Nutmegs, 75-80 50
Nutmegs, 105-10 40
Nutmegs, 115-20 35
Pepper, Singapore, black. 15½
Pepper, Singapore, white. 23
Pepper, shot 16½

Pure Ground in Bulk

Allspice 16
Cassia, Batavia 28
Cassia, Saigon 48
Cloves, Zanzibar 17
Ginger, African 15
Ginger, Cochin 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 4½
Mixed Bird 4½
Mustard, white 9
Poppy 10
Rape 4½
Cuttle Bone 15

STARCH

Kingsford's Corn

40 1-lb. packages 6½
20 1-lb. packages 6¾
6 lb. packages 7½

Kingsford's Silver Gloss

40 1-lb. packages 7
6 lb. boxes 7½

Common Corn

20 1-lb. packages 4¾
40 1-lb. packages 4½

Common Gloss

1-lb. packages 4½
3-lb. packages 4½
6-lb. packages 5
40 and 50-lb. boxes 3¾
Barrels 3½

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 5½
Kegs, English 4¾

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 Loaf 6 00
Crushed 6 00
Cubes 5 75
Powdered 5 70
Coarse Powdered 5 70
XXXX 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, Phœnix 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 ..... :8
Half bbls 20
1 doz. 1 gallon cans 3 10
1 doz. ½ gallon cans 1 75
2 doz. ¼ 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

Rub-No-More

Rub-No-More, 100 12 oz 3 50

WICKING

No. 0, 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 .. 80
12 lb. 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 Acme 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 00
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, 1½ doz 50
Yeast Cream, 3 doz 1 00
Yeast Foam, 3 doz 1 00
Yeast Foam, 1½ doz 50

Grains and Feedstuffs

Wheat

Wheat 73

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 ⅛s 3 85
Diamond ¼s 3 85
Diamond ½s 3 85

Worden Grocer Co.'s Brand

Quaker ⅛s 3 90
Quaker ¼s 3 90
Quaker ½s 3 90

Spring Wheat Flour

Clark-Jewell-Wells Co.'s Brand
Pillsbury's Best ⅛s 4 65
Pillsbury's Best ¼s 4 55
Pillsbury's Best ½s 4 45
Pillsbury's Best ⅛s paper. 4 45
Pillsbury's Best ¼s paper. 4 45

Ball-Barnhart-Putman's Brand
Duluth Imperial ⅛s 4 50
Duluth Imperial ¼s 4 40
Duluth Imperial ½s 4 30

Lemon & Wheeler Co.'s Brand
Wingold ⅛s 4 55
Wingold ¼s 4 45
Wingold ½s 4 35

Olney & Judson's Brand
Ceresota ⅛s 4 65
Ceresota ¼s 4 55
Ceresota ½s 4 45

Worden Grocer Co.'s Brand
Laurel ⅛s 4 50
Laurel ¼s 4 40
Laurel ½s 4 30
Laurel ⅛s and ¼s paper .. 4 30

Washburn-Crosby Co.'s Brand.

Prices always right. Write or wire Musselman Grocer Co. for special quotations.

Meal

Bolted 2 00
Granulated 2 10

Feed and Millstuffs

St. Car Feed, screened 18 25
No. 1 Corn and Oats 17 75
Unbolted Corn Meal 17 75
Winter Wheat Bran 14 00
Winter Wheat Middlings. 15 00
Screenings 14 00

Corn

Corn, car lots old 42
Car lots new 37½

Oats

Car lots 26¼
Car lots, clipped 28½
Less than car lots .....

Hay

No. 1 Timothy car lots 11 00
No. 1 Timothy ton lots 12 00

Hides and Pelts

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:

Hides

Green No. 1 ..... @ 8
Green No. 2 ..... @ 7
Cured No. 1 ..... @ 9
Cured No. 2 ..... @ 8
Calfskins, green No. 1 ..... @10
Calfskins, green No. 2 ..... @ 8½
Calfskins, cured No. 1 ..... @11
Calfskins, cured No. 2 ..... @ 9½

Pelts

Pelts, each ..... 50@1 25
Lamb .....

Tallow

No. 1 ..... @ 4¼
No. 2 ..... @ 3½

Wool

Washed, fine ..... 18@20
Washed, medium ..... 22@24
Unwashed, fine ..... 12@14
Unwashed, medium. 16@18

Oils

Barrels

Eocene ..... @11½
Perfection ..... @10
XXX W. W. Mich. Hdlt ..... @10
W. W. Michigan ..... @ 9½
Diamond White ..... @ 9
D., S. Gas ..... @11¼
Deo. Naphtha ..... @10¾
Cylinder ..... 29 @34
Engine ..... 19 @22
Black, winter ..... @11¼

Fresh Meats

Beef

Carcass ..... 6 @ 8
Forequarters ..... 5½@ 6
Hindquarters ..... 7½@ 9
Loins No. 3 ..... 9 @14
Ribs ..... 9 @12
Rounds ..... @ 7
Chucks ..... 5½@ 6
Plates ..... 4 @ 5

Pork

Dressed ..... @ 6
Loins ..... @ 8
Boston Butts ..... @ 7½
Shoulders ..... @ 7¼
Leaf Lard ..... @ 8

Mutton

Carcass ..... 7 @ 7½
Spring Lambs ..... @10

Veal

Carcass ..... 8 @ 9

Provisions

Barreled Pork

Mess ..... @
Back ..... @14 50
Clear back ..... @14 50
Short cut ..... @14 25
Pig ..... @15 75
Bean ..... @
Family Mess ..... @14 75

Dry Salt Meats

Bellies 8½
Briskets 8½
Extra shorts 8

Smoked Meats

Hams, 12 lb. average. @ 10¼
Hams, 14 lb. average. @ 10
Hams, 16 lb. average. @ 9¾
Hams, 20 lb. average. @ 9½
Ham dried beef ..... @ 11½
Shoulders (N. Y. cut) @ 7
Bacon, clear ..... 11 @ 12
California hams ..... @ 7
Boneless hams ..... @ 11
Boiled Hams ..... @ 15½
Picnic Boiled Hams @ 11
Berlin Hams ..... @ 8½
Mince Hams ..... @ 9

Lards—In Tierces

Compound 5¾
Kettle 7¾
Vegetole 6
60 lb. Tubs .. advance ⅛
80 lb. Tubs .. advance ⅛
50 lb. Tins .. advance ¼
20 lb. Pails .. advance ¾
10 lb. Pails .. advance ⅞
5 lb. Pails .. advance 1
3 lb. Pails .. advance 1

Sausages

Bologna 5¾
Liver 6
Frankfort 7½
Pork 7½
Blood 6½
Tongue 9
Headcheese 6

Beef

Extra Mess 10 75
Boneless 11 00
Rump 11 00

Pigs' Feet

¼ bbls., 40 lbs 1 75
½ bbls., 80 lbs 3 75

Tripe

Kits, 15 lbs 70
¼ bbls., 40 lbs 1 25
½ bbls., 80 lbs 2 25

Casings

Pork 20
Beef rounds 3
Beef middles 10
Sheep 60

Butterine

Solid, dairy ..... 12½@13½
Rolls, dairy ..... 13 @14
Rolls, creamery 19
Solid, creamery 18½

Canned Meats

Corned beef, 2 lb 2 75
Corned beef, 14 lb 17 50
Roast beef, 2 lb 2 75
Potted ham, ¼s 50
Potted ham, ½s 90
Deviled ham, ¼s 50
Deviled ham, ½s 90
Potted tongue, ¼s 50
Potted tongue, ½s 90

Fish and Oysters

Fresh Fish

	Per lb.
White fish	@ 10
Trout	@ 9
Black Bass	9@ 10
Halibut	@ 15
Ciscoes or Herring	@ 4½
Bluefish	@ 10
Live Lobster	@ 18
Boiled Lobster	@ 18
Cod	@ 10
Haddock	@ 7
No. 1 Pickerel	@ 9
Pike	@ 7
Perch	@ 4
Smoked White	@ 9
Red Snapper	@ 9
Col River Salmon	@ 13
Mackerel	@ 18

Oysters in Bulk.

	Per gal.
Counts	1 75
Ext. Selects	1 60
Selects	1 40
Standards	1 20
Anchor Standards	1 25

Oysters in Cans.

F. H. Counts 35
F. J. D. Selects 30
Selects 25
F. J. D. Standards 22
Anchors 20
Standards 18
Favorite 16

Shell Goods.

Clams, per 100 ..... 1 00
Oysters, per 100 ..... 1 00

Candies

Stick Candy

	bbls.	pails
Standard	@	8
Standard H. H	@	8
Standard Twist	@	8½
Cut Loaf	@	9

cases

Jumbo, 32 lb ..... @ 7½
Extra H. H ..... @10½
Boston Cream ..... @10
Beet Root ..... @ 8

Mixed Candy

Grocers ..... @ 6½
Competition ..... @ 7
Special ..... @ 7¾
Conserve ..... @ 8½
Royal ..... @ 8½
Ribbon ..... @
Broken ..... @ 8¾
Cut Loaf ..... @ 9
English Rock ..... @ 9
Kindergarten ..... @ 9
French Cream ..... @ 9½
Dandy Pan ..... @10
Hand Made Cream mixed ..... @15½
Crystal Cream mix .. @13

Fancy—In Bulk

San Blas Goodies ..... @12
Lozenges, plain ..... @ 9½
Lozenges, printed ..... @10
Choc. Drops ..... @11½
Eclipse Chocolates ..... @14
Choc. Monumentals ..... @14
Gum Drops ..... @ 5
Moss Drops ..... @ 9½
Lemon Sours ..... @10
Imperials ..... @10
Ital. Cream Opera ..... @12
Ital. Cream Bonbons 20 lb. palls ..... @12
Molasses Chews, 15 lb. palls ..... @14
Pine Apple Ice ..... @12½
Maroons ..... @12
Golden Waffles ..... @12

Fancy—In 5 lb. Boxes

Lemon Sours ..... @55
Peppermint Drops .. @60
Chocolate Drops ..... @65
H. M. Choc. Drops .. @80
H. M. Choc. Lt. and Dk. No. 12 ..... @90
Gum Drops ..... @30
Licorice Drops ..... @75
Lozenges, plain ..... @55
Lozenges, printed ..... @60
Imperials ..... @60
Mottoes ..... @60
Cream Bar ..... @55
Molasses Bar ..... @55
Hand Made Creams. 80 @90
Cream Buttons, Pep. and Wint ..... @65
String Rock ..... @65
Wintergreen Berries @60

Caramels

No. 1 wrapped, 3 lb. boxes ..... @50
Penny Goods ..... 55@60

Fruits

Oranges

Florida Russett ..... @4 00
Florida Bright ..... @4 00
Fancy Navels .....
Extra Choice .....
Late Valencias ..... @
Seedlings ..... @
Medt. Sweets ..... @
Jamaicas ..... @4 00
Rodi ..... @

Lemons

Messina, 300s ..... 4 00@4 50
Messina, 360s ..... 3 50@
California 360s ..... 3 50@
California 300s ..... 4 00@

Bananas

Medium bunches ..... 1 75@2 00
Large bunches ..... 2 00@2 25

Foreign Dried Fruits

Figs

Californias, Fancy .. @
Cal. pkg, 10 lb. boxes @
Extra Choice, 10 lb. boxes ..... @12
Fancy, 12 lb. boxes .. @13
Pulled, 6 lb. boxes ... @
Naturals, in bags ..... @

Dates

Fards in 10 lb. boxes @
Fards in 60 lb. cases. @
Persians, P. H. V ... @ 5½
lb. cases, new ..... @
Sairs, 60 lb. cases ..... @

Nuts

Almonds, Tarragona @19
Almonds, Ivica ..... @
Almonds, California, soft shelled ..... 18@20
Brazils ..... @13½
Filberts ..... @13
Walnuts Grenobles. @15
Walnuts, soft shelled California No. 1 ..... @
Table Nuts, fancy ... @15
Table Nuts, choice .. @14
Pecans, Med ..... @11
Pecans, Ex. Large ... @13½
Pecans, Jumbos ..... @
Hickory Nuts per bu. Ohio, new ..... @
Cocoanuts, full sacks @3 75
Chestnuts, per bu ... @5 50

Peanuts

Fancy, H. P., Suns .. 5¼@
Fancy, H. P., Flags Roasted ..... 6½@ 7
Choice, H. P., Extras @
Choice, H. P., Extras Roasted ..... @
Span. Shelled No. 1 .. 7½@ 8

Hardware

Holiday Goods For Hardware Dealers.

Is it desirable to make a special effort to obtain holiday trade?

Yes; more than desirable. Very profitable, too, we have found it, and with bright, clean show windows, a clean store and attentive clerks, who make themselves familiar with the goods offered, you will be greatly surprised to see how much you have increased your profits and your business with comparatively little effort. As to what plans do wide awake merchants adopt to build up holiday business?

They are many and yet need not be laborious. As the years go on, satisfied with your first experience, you will keep adding line after line, until your holiday stock will have become as important to you as any other sesaon's buying of the year.

First you must select your goods—the line you will carry—and whatever you do, buy them as early as possible. They all have a dating—many are laid away and sold ahead of time—and the fact that you have them in your house and are showing them is of itself a great advertisement.

As an instance at hand, our entire stock of chafing dishes and outfits came in by mistake nearly two months ahead of time, but with a December dating. The result of having them in the house before December is that we have closed out the entire stock and are compelled at once to order more for the holiday trade.

Talk about your line and instruct your clerks to make casual mention of the fact to likely purchasers—in particular speak of these things to the ladies as you hand them their purchases. No one can do you more good—they don't forget and they tell their neighbors.

It is a good plan after the goods are in to have printed and mailed to interested parties a little folder containing simply a list of holiday goods that you will offer.

For your skates and sleds have a good boy with printed matter (which will nearly always be furnished by the manufacturer) stand at the school houses one afternoon of the week and give a card, cut or folder to each of the children as they come out. Children never forget, and, treated cordially and politely, are the source of capital advertising. Then, whatever else you do—and it should apply all through a business—advertise in your home paper, and, if surroundings are large enough, perhaps in the nearby papers of smaller towns, as the people always seek the larger during the holiday season. Your advertising need not be expensive—if but single lines. "Locals" sometimes pay the best. You will be surprised to find the number of people who will mention the fact of having seen the item or items: Brown sells the Jones Carpet Sweeper, See Brown's new stock of Crumb Trays, Brown just received 200 pairs handsome Skates.

It follows naturally that after the first year people look to you for these goods. They come in early and say, "Of course you are going to have so and so for the holidays?" So they come back again and are almost invariably the means of bringing you a new customer for the goods.

No line of goods in the store pays as well as holiday articles. They are turned quickly and, as a rule, they go for cash.

With careful buying there is but little danger of carrying stock over to another year. Even if that is the case, many articles in the fancy goods line are now bought throughout the year. It is known that you keep them, and it has been our almost invariable experience, in carrying over forty or fifty pairs of carvers, a dozen or two pearl table knives, more or less of plated ware, from what may have been an unfavorable season, that every piece has been sold during the other months of the year. There was a time when we carried none of these lines; now we feel we could not get along without them.

Don't fail to use and change the show windows, and put holiday goods in the window with plain card prices in figures, not in characters. It is surprising to note how often the silent salesman completes the transaction itself, and without your help.

What articles are suitable? It's a long list, but here at least is a part of it. Of course many articles can be added the second or third year, or when you have established yourself in this line:

Fancy lamps.
Smokers' sets.
Toiler or manicure sets.
Scissor cases.
Plated knives and forks.
Carving sets.
Chafing dishes.
Baking dishes.
Fancy tea and coffee pots.
Nut picks in sets.
Shaving sets.
Nickel cuspidors.
Brass fire irons.
Brass fenders.
Brass andirons.
Satuettes.
Candelabra.
Small clocks.
Cheap watches.
Bronze vases.
Small cut glass pieces.
Small mirrors.
Fruit knives in sets.
Fancy bread knives.
Fancy thermometers.
Boys' sleds.
Boys' wagons.
Boys' velocipedes.
Skates.
Crumb trays.
Small sterling silver pieces.
Carpet sweepers.
Coal vases.
Toy wringers.
Toy sweepers.
Food choppers.
Tool boxes.
Safety razor sets.
Bracket saws.
Boxing gloves.
Striking bags, etc.

You will be surprised to see how the lines will grow with you and how very many pieces you will be able to order from catalogue without the investment. The location, too, may add quite a number not mentioned above since there is scarcely any limit.--Iron Age.

The Woman's Hardware Store.

"I will tell you of the hardware store that the women like to patronize," said the lady who observes things, "and where they had rather do their buying than in the department store.

"It is that style of a hardware store that seems to be saying, 'Come right in and see how pretty we are. See how bright and cheery we can make a lot of goods look, when we set out to. You have no idea how much real art there is in hardware manufacturing of the present day, until you have taken a look at our showcases and shelves.'

"That's the sort of an invitation the women want. You have no idea how many things they will discover that they are in need of, when they cast an eye over a well-selected and neatly-arranged stock. And the thing that they see, and don't want to-day, will stick like a burr to the memory, and when they do need it, they will know where it is to be had.

"When I see a store window dark and grimy, full of spades and coal hods that look as though Noah had used them in his vineyard and for the ark's winter coal, I do not go in. It is not very inviting when you run up against a lot of stoves and wheelbarrows in the doorway. Women don't buy these things, and when men want them they can go in and ask for them.

"I like to see a window full of bird cages, shining silver coffee pots, carving sets in plush-lined cases, a handsome lamp here and there, brass-work, fancy cutlery, and things of that sort. It makes you think of a jewelry store. Then there is a fascination in those square little boxes in rows on the wall, with a bright sample on the outside of each. I always run my eye over them, hoping that I will see something that I need at home.

"Yes, if the hardware dealers would pay more attention to 'women's notions,' they would get a great deal of trade that now goes to the dry goods stores and the department stores."

Difficulties of Selling Hardware at a Profit.

J. H. McDonald in American Artisan.

To run a hardware store with success and profit does not materially mean that you must open your store one hour earlier and close an hour later than your competitor, or sell your goods cheaper, or run down your competitor or his goods. This is all injustice, and it seldom if ever wins in this particular business, and the dents of its rebounding are always deep. Open your store regularly and promptly the same hour every morning and close after the same manner. At all times be polite and courteous to your customers, and a little more so to your clerks and workmen, as they are your profit and success earners.

Keep well posted on prices and discounts; this will enable you to buy right. And do not forget to discount all your bills, as it easily earns the biggest profit in the business. And do not let some customers' bills run for six months simply because they are rated rich, or hound some others because they have no rating at all, but establish a strict system of your own to deal with such problems, and make it cash if possible, but never more than thirty days. Always sell your goods for what they are, as right is always right and wrong is never right.

So never be tempted to sell good looking seconds for firsts; by so doing you will establish a business honor for yourself which alone is constant profit, and profit is the true definition of success.

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.

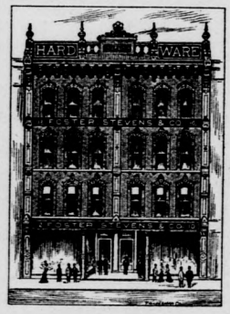
They darkness into daylight turn,
And air instead of money burn.

No smoke, no odor, no noise, absolutely safe. They are portable, hang or stand them anywhere.

We also mrnufacture **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.



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.

THE Keeley Cure

Long Distance Phone 634.

GRAND RAPIDS, MICH.

Alcohol, Opium, Tobacco, Neurasthenia

Drunkenness, 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.

Is the Jobber Essential as a Distributer?

When speaking of him as a distributer, it is only contemplated that such distribution is to the wholesale and retail, or to the regular retail trade, which houses in turn sell to the consumer.

The manufacturer of to-day who makes goods that are handled by the jobber in hardware recognizes very clearly that there is only one successful way in which he can market his goods. This must be through the regular medium—the jobber. With a limited line of goods, in many cases only one or two specialties, a manufacturer could not afford to visit every town in order to sell his goods in small lots, and no amount of advertising or circularizing on his part, however catchy, can reach the small trade in the effective manner in which the jobber reaches it by means of his efficient corps of traveling men, who naturally have a great deal in common with the retail houses, visiting them at regular intervals and inviting their attention to a full line of goods. There are other questions involved which might well be brought up while this subject is under discussion, and one of these is where to draw the line as to this distribution of the goods of a manufacturer. There are large users of manufactured goods who prefer buying direct from the manufacturer. For instance, the railroad and car companies, the wagon and agricultural implement manufacturers, as well as others who manufacture certain lines for sale and only purchase goods for use in their own works or factories. This is a trade that the manufacturer must deal with direct, so that the subject, Is the jobber essential as a distributer?" has its limitations as well as its reservations.

Without question the manufacturers will prefer to allow present conditions to exist, selling to the jobbers at sufficiently favorable prices to allow them to sell to the retail trade, the manufacturer keeping strictly away from the smaller trade; or if at times, from the nature of his business or under certain circumstances, he must sell this small trade, preserve a proper differential in order to protect the jobber, the jobber, by reason of his larger quantity purchases and the fact that he is a distributing medium, being entitled to such protection.

This disposition on the part of the manufacturer to protect the jobber should have its consideration. He should buy from the manufacturer in bulk and in good round lots, paying extra when he buys in broken packages. And he should place bona fide orders or contracts with the full intention of taking out the goods instead of considering such an order for goods as simply an option to be taken out to the last pound on an advancing market and to be canceled in case of a decline. It is not on this basis, gentlemen, that the manufacturer buys his material or pays for his labor. The guarantee against decline is another consideration that the manufacturer generally gives the jobber, although it is a rare exception when the manufacturer can insert this clause in the purchase of his material.

And yet, notwithstanding the fact that contracts are often options only and prices are guaranteed, and twenty days is oftentimes mistaken for ten in the discounting of his bills, we must stick to the jobber and decide in his favor as the proper distributing medium, as we believe he means well, and through the influence of just such gatherings as this, where the manufacturer and the jobber meet on common ground in order to discuss trade questions, we may hope to cement the bond of union between them stronger and stronger.

Robert Garland.

Point For Town Boomers to Consider.

A movement has been started in one of our large cities to encourage the location there of new manufacturing enterprises. The times are deemed propitious to inaugurate an undertaking of this kind. Hitherto the real estate interests of that city have not attempted concerted action in building up their manufacturing industries, but have been satisfied with what was being done through individual effort. Believing that a strong impetus is needed to awake real estate speculation in their locality, and observing that other places have accomplished much through an organization of the interests to be directly benefited, they propose to set to work in this way as quickly as possible while the elements of prosperity are in full swing and the future is bright with hope.

It may seem harsh to criticise such a project. Those who are promoting it have unbounded faith in their city, and so far as its location and commercial advantages are concerned it is certainly a most advantageous point for many manufacturing lines. It enjoys excellent transportation facilities, lies within easy reach of cheap fuel and abundant supplies of raw materials, is blessed with a fair climate and is central to a very large population of the best character to form a good market for any manufactured product. Nevertheless, its apparent advantages are clouded by one serious drawback, which is so serious that it outweighs them all in the estimation of important manufacturing interests already located there. This drawback is the disposition of the city authorities to dally with lawlessness. Instead of enforcing the city ordinances with impartiality, compelling all citizens to respect the law, securing to every man his rights as a freeman, permitting no special privilege to any set of persons and sternly repressing disorder, the authorities of this city actually confess themselves powerless to establish more than a pretense of good government. Outrages of almost every character are of daily occurrence, and a labor trouble is the signal for a general upheaval of the riotous element. Person and property are far from safe at any time, but when a labor trouble develops the arm of authority is palsied and efforts to repress disorder are feeble indeed. The state of affairs is such that important manufacturing establishments, long located in the city, have removed from it to other points having no better advantages save in the one particular of greater safety to person and property.

It is to the correction of such conditions that town boomers should address their best energy before embarking in a campaign of solicitation of new industries. A number of cities and towns will be found to which the foregoing description can be fitted. Their industries, and consequently their population and commercial interests, are not growing as they should, because those intrusted with the management of civic affairs are not fearless in the discharge of their duties and prompt to maintain the rights of all citizens. The favor of the lawless element is sought for political reasons, and the good of the community is ignored. In every labor trouble the labor leaders themselves discountenance violence and urge the preservation of order. Why, then, should city authorities hesitate to act with vigor and repress all outbreaks? Every consideration of duty demands that they should, irrespective of the gravity of the business interests involved.—Iron Age.

An American minister who recently visited Ireland says he heard a preacher conclude his sermon with these words: "My brethren, let not this world rob you of a peace which it can neither give nor take away."

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 ... net	32 00
Bolts	
Stove	60
Carriage, new list	70&10
Plow	50
Buckets	
Well, plain	$4 00
Butts, Cast	
Cast Loose Pin, figured	65
Wrought Narrow	60
Cartridges	
Rim Fire	40&10
Central Fire	20

Chain

	¼ in.	5-16 in.	⅜ in.	½ in.
Com	7 c.	6	5 c.	4¾c.
BB	8¼	7¼	6¼	6
BBB	8¾	7¾	6¾	6½

Crowbars	
Cast Steel, per lb	6
Caps	
Ely's 1-10, per m	65
Hick's C. F., per m	55
G. D., per m	45
Musket, per m	75
Chisels	
Socket Firmer	65
Socket Framing	65
Socket Corner	65
Socket Slicks	65
Elbows	
Com. 4 piece, 6 in., per doz ... net	65
Corrugated, per doz	1 25
Adjustable ... dis	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
List 12 13 14 15 16.	17
Discount, 70	
Gauges	
Stanley Rule and Level Co.'s	60&10
Glass	
Single Strength, by box ... dis	85&20
Double Strength, by box ... dis	85&20
By the Light ... dis	85&
Hammers	
Maydole & Co.'s, new list ... dis	33⅓
Yerkes & Plumb's ... dis	40&10
Mason's Solid Cast Steel ... 30c list	70
Hinges	
Gate, Clark's 1, 2, 3 ... dis	60&10
Hollow Ware	
Pots	50&10
Kettles	50&10
Spiders	50&10
Horse Nails	
Au Sable ... dis	40&10
Putnam ... dis	5
House Furnishing Goods	
Stamped Tinware, new list	70
Japanned Tinware	20&10
Iron	
Bar Iron	2 25 c rates
Light Band	3 c rates
Knobs—New List	
Door, mineral, jap. trimmings	75
Door, porcelain, jap. trimmings	85
Lanterns	
Regular 0 Tubular, Doz	5 00
Warren, Galvanized Fount	6 00
Levels	
Stanley Rule and Level Co.'s ... dis	70
Mattocks	
Adze Eye ... $17 00 .. dis	70—10
Metals—Zinc	
600 pound casks	7⅛
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 ½c per pound extra.	
Planes	
Ohio Tool Co.'s, fancy	50
Sciota Bench	60
Sandusky Tool Co.'s, fancy	50
Bench, first quality	60
Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base	2 55
Wire nails, base	2 25
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 ⅞ advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	6 50
14x20 IX, Charcoal, Dean	7 50
20x28 IC, Charcoal, Dean	13 00
14x20 IC, Charcoal, Allaway Grade	5 50
14x20 IX, Charcoal, Allaway Grade	6 50
20x28 IC, Charcoal, Allaway Grade	11 00
20x28 IX, Charcoal, Allaway Grade	13 00
Ropes	
Sisal, ½ inch and larger	8½
Manilla	12
Sand Paper	
List acct. 19, '86 ... dis	50
Sash Weights	
Solid Eyes, per ton	25 00

Sheet Iron

	com. smooth.	com.
Nos. 10 to 14		$3 20
Nos. 15 to 17		3 20
Nos. 18 to 21		3 30
Nos. 22 to 24	3 60	3 40
Nos. 25 to 26	3 70	3 50
No. 27	3 80	3 60

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

Shells—Loaded	
Loaded with Black Powder ... dis	40
Loaded with Nitro Powder ... dis	40&10
Shot	
Drop	1 45
B B and Buck	1 70
Shovels and Spades	
First Grade, Doz	8 00
Second Grade, Doz	7 50
Solder	
½@½	21

The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

Squares	
Steel and Iron	65
Tin—Melyn Grade	
10x14 IC, Charcoal	$ 8 50
14x20 IC, Charcoal	8 50
20x14 IX, Charcoal	9 75
Each additional X on this grade, $1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal	7 00
14x20 IC, Charcoal	7 00
10x14 IX, Charcoal	8 50
14x20 IX, Charcoal	8 50
Each additional X on this grade, $1.50	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound	10
14x56 IX, for No. 9 Boilers, } per pound	
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

The Grain Market.

Wheat has been very tame during the week. Prices have advanced some, but the market, being lifeless, closed to-day for option wheat the same as one week ago. In cash wheat there is more doing. No. 2 red is 2c over December options. Receipts are growing less, in winter as well as spring wheat. In the Northwest the receipts were about two-thirds of what they were one year ago. Export shipments are fair, being nearly the 4,000,000 bushels marked for the week, notwithstanding the bear clique tried to make out that there is no export demand. The visible made a small decrease of 100,000 bushels, against an increase of 1,935,000 bushels for the corresponding time last year. There is but little wheat in the Northwest that will come up to grade, and had the Northwestern mills been in full operation, the visible would have shown a decrease of over 1,000,000 bushels. However, as wheat is one of the cheapest commodities we have, there may come a change over the wheat bears that they will not relish.

The corn corner has at last materialized, so much so that November corn sold to-day at 50c, while December was only 36½c, and the end is not yet. Geo. H. Phillips, the young plunger in corn, has the corn market well in hand. He is said to have 5,000,000 to 6,000,000 bushels bought around 35¾@36c. As there is hardly 1,000,000 bushels of contract corn in Chicago, the bears are scurrying around for corn, as there is no stock of old corn of any amount anywhere, so they have tried to convert No. 3 into No. 2 grade. However, this does not work, as about 20,000 bushels were found mixed with inferior corn to have it pass, in consequence of which two of the inspectors were debarred from inspecting corn for the next ten days. The damp weather has also worked in the corn king's favor. As an example, out of 350 cars received in Chicago, only thirteen were of contract grade. It looks like a pretty squeeze which will net Mr. Phillips about $250,000, if not more. The December shorts are likewise beginning to feel uneasy at the situation, as the market is largely oversold, and the present outlook is anything but flowery for the corn shorts.

Oats, contrary to expectations, are extremely strong. Prices are more than ½c up. The visible of December oats showed a decrease of 1,063,000 bushels. Where that went is a question. Prices are very firm at present.

Rye has been uninteresting. Prices declined another 1c per bu. With slack demand, prices will seek a lower level.

Flour has remained steady. There is no shading of prices at present and there will not be in the near future, as sated in our last, on account of the scarcity of wheat.

Mill feed is also in good demand, prices being $15 per ton for bran and $16 for middlings. The demand exceeds the supply.

There is nothing new, as to the growing wheat crop, except that the wheat fields do not seem to be in as good condition as they were last year in Ohio, Indiana and Michigan, while Tennessee makes bitter complaints, claiming that the fly has injured the crop 40 per cent., and many of the farmers have plowed their wheat up and have sown rye or will sow oats next spring. We must hope for the best.

Receipts of grain here have been as follows: 79 cars of wheat; 3 cars of oats; 8 cars of corn; 1 car of buckwheat; 8 cars of potatoes.

Potatoes can not be classed as grain. However, we report them, as the amount is large and the trade want to know about potatoes.

Millers are paying 73c for No. 2 red and No. 1 white wheat.

C. G. A. Voigt.

Our Great Foreign Trade.

It is not surprising that European countries should seek to raise loans in the United States when one consider the immense trade balances against them which the people of the United States have accumulated. Those who imagine that loans are sought in this country merely because money is more plentiful here than elsewhere have not grasped the full significance of the movement. The truth is that money is borrowed in this country in order to stop the shipment of gold from Europe here, and as far as possible turn the flow of the yellow metal in the other direction.

With every possible expedient, however, the balance of trade continues to pile up in our favor. Not only was the total of exports for October the largest for any October on record, but the total for the ten months of the calendar year ending with October has been the largest in the history of the country.

The total exports during the month of October, as shown by the records of the Treasury Bureau of Statistics, were $163,093,597, or practically double the exports of October, 1894, when they were $83,653,121. The total for the ten months ending with October, 1900, is $1,194,775,205, or practically double that of the ten months ending with October, 1894. Exports exceeded imports during the ten months ending with October by practically five hundred million dollars, or, to be exact, $499,667,936; while in the corresponding ten months of 1894 imports exceeded exports by $96,663,369. The year 1900 will, for the first time in the history of our commerce, show an export of more than $100,000,000 value in every month of the year; while, for the first time, a single month—October, 1900—passes the one hundred and fifty million-dollar line, being, as already stated, $163,093,597, against the highest preceding record of $134,157,225, which was made in March, 1900.

All the great branches of agriculture and industry have contributed to this increase. While the totals for October have not yet been completed in detail, those for the nine months ending with September show that the exports of agricultural products are fifty millions greater than in 1899, manufactures sixty millions greater, products of the mine seven millions greater and products of the forest five millions greater. The exports of cotton have contributed not a little to this result. During October alone $60,000,000 worth of cotton was exported, as against $28,000,000 worth in October, 1899.

With such an immense export movement, it is not astonishing that Europe has become anxious as to its gold supply and should resort to every possible expedient either to keep the gold on that side of the Atlantic or to draw it there, where it is needed.

After a protracted series of experiments it has been decided to establish telephonic communication between England and Belgium, to be opened to the public about Feb. 1, 1901. The Belgian line will start from La Panne, near the French frontier, and will be about forty-five miles long. The tariff is fixed at $1.93 per three minutes.

The Divorce Frauds.

The divorce frauds that have been exposed in New York City are not altogether astonishing. Throughout the country it is well known that there are many evils in connection with the legal practice in divorce proceedings. There are thousands of cases in which decrees have been granted that are of extremely doubtful validity. Any kind of a decree appears to answer the purpose for those who wish to be relieved of their marriage obligations in order to enter upon new relations. The secrecy that surrounds the trial of divorce suits undoubtedly facilitates fraud in many instances. If the referee can be deceived or if he can be induced to wink at irregularities there is no chance that the fraud will be discovered. The suggestion has been made that a special court officer be employed to investigate divorce cases and be provided with ample power to disclose the facts, however unwilling the parties might be to have them known. This remedy, however, has its objections and would not prove wholly effective.

In the opinion of men who give the subject careful consideration, the best thing to do is to put all divorce matters under the jurisdiction of the United States courts and to pass in Congress a divorce law uniform in all the states. The authority of state courts is limited, while that of the United States courts covers the country. Abuses that prevail under present conditions, which differ in every state, would largely disappear under the operations of a general law applying to every state and territory. Measures may be adopted by state legislatures that will check the divorce evil, but a uniform divorce law offers the only true solution of the problem. The revelations in the metropolis will serve a useful purpose if they hasten a movement in this direction. It can not be supposed that the country will much longer endure such practices or continue conditions under which they are possible.

The Hen's Gift to the Nation.

Fairly reliable statistics show that 13,000,000,000 of hens' eggs will have been laid in the United States during the year 1900—a startling estimate truly, inasmuch as these eggs, stood one on top of another point to butt, would make a column 461,648 miles in altitude—nearly twice the height of the moon from the earth when that orb is seen overhead. The annual value of this product exceeds that of any mineral except coal, and is greater even than that of our pig iron.

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—FULL BLOODED ORANGE brindle Dane male dog; twelve months old; weight, 125 pounds. Address No. 602, care Michigan Tradesman. 602

FOR SALE AT A BARGAIN FOR CASH—Harness shop, building and stock; only one in town, good trade. Address Box 3', Pompeii, Mich. 601

STOCK OF HARDWARE AND IMPLEments for sale in a thriving Southern Michigan town; also store to sell or lease. Address No. 600, care Michigan Tradesman 600

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—STORE BUILDING CENTRALly located in first-class business town. Upstairs rooms finished in modern style. Owner wishes to go West. Address Box 462, Shelby, Mich. 603

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. 599

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. Terms, half cash, balance on time. Address No. 592, care Michigan Tradesman. 592

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

DRUG STORE FOR SALE IN GOOD TOWN in Southern 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, buggies, 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. 520

FOR SALE—A COMPLETE BAKERY AND lunch room outfit, including oven; capacity, 120 loaves. Will sell for $50 spot cash. Worth easily $160. 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, hardwares, 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

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—A POSITION AS CLERK OR manager in grocery or general store; have had fifteen years' experience; speak German, Scandinavian; 30 years old; want steady position; best of references. Address, John C. Peterson, 315 6th street, Manistee, Mich. 605

WANTED—A REGISTERED DRUG clerk. References required. Barber Drug Co., Petoskey, Mich. 604

WANTED—SITUATION AS CLERK OR manager of general store. Nine years' experience. Can give good references. Address, J. C. Cameron, Millbrook, Mich. 593

WANTED—POSITION IN DRUG STORE; nineteen years' experience; good reference. Address Box 36, Walkerville, Mich. 598

Dissolution of Copartnership.

The firm of Wellbrook & Hayes has dissolved partnership by mutual consent. A. G. Wellbrook purchasing the interest of R. B. Hayes and continuing the grocery business under the style of A. G. Wellbrook. Mr. Wellbrook assumes all the liabilities and acquires all the assets of the former firm and releases Mr. Hayes from paying any notes or accounts made or entered into by Wellbrook & Hayes.

A. G. WELLBROOK.
R. B. HAYES.

Rockford, Mich., Nov. 26, 1900.