

MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, DECEMBER 5, 1900.

Number 898

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



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.
- Getting the People.
 - Around the State.
 - Grand Rapids Gossip.
 - Dry Goods.
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 - Shoes and Rubbers.
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 - Hardware.
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 - Poultry.
 - Food Value of Coffee Substitutes.
 - Frod Value of Nuts.
 - The New York Market.
 - Clerk's Corner.
 - Commercial Travelers.
 - Drugs and Chemicals.
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 - Grocery Price Current.
 - Grocery Price Current.
 - Window Dressing.
 - Social Vice.
 - Grip-ack Brigade.

FOUNDERS OF FURNITURE INDUSTRY.

In these days of complaining that young men are not having the opportunities their fathers had to make their way in the world, the Doubting Thomases find themselves repeating again and again the words, "indomitable will and energy," to which are attributed the wonderful strides made by the furniture industry of Grand Rapids by Mr. William Widdicomb in the remarkable historical review of the furniture trade, published in last week's Tradesman.

Some forty years ago those pioneers, Will and Energy, came to Grand Rapids to make a place fit to live in. They had little money, but they had something better—"native aptitude and ingenuity," Mr. Widdicomb calls it—and the shrewd common sense to see that right here were just the conditions for the accomplishment of just that purpose; and it is this point in that paper which its writer, for various reasons, does not care to overemphasize.

Nothing is further from the Tradesman's purpose than to minimize, in the slightest degree, all that indomitable Will and Energy can justly claim, but these qualities at best do not, necessarily, lead to success. The country, the world, is full of instances where these qualities, left to themselves, have accomplished only ignominious failure. Were the task a pleasing one it would not be difficult to find numerous illustrations where any amount of Will and Energy have pushed enterprise after enterprise to the wall because common sense, or the lack of it, could not see that the Will and Energy were misdirected and that the inevitable smashup was only a question of time. Compare Mr. Berkey's fateful \$250 and the equally fateful \$25 of Mr. Widdicomb with the amounts now considered necessary for going into business. Compare, too, the men of the old time with those of the new and it will not take those who are capable of making the comparison long to conclude that the pioneer furniture manufacturers of Grand Rapids were better equipped than many, of those who are to-day behind the long line of figures which represent accumu-

lated capital. There is the point. Mr. Widdicomb may write over it and under it and around it, but that is the real lesson to be learned from his paper. In the hands of the keen wit and farsighted brain of Julius Berkey and William Widdicomb that insignificant capital of \$275 was just as surely the seed of the barn-bursting harvest as the kernels of corn are that drop from the hands of the farmer who knows what he is about and, with indomitable Will and Energy, works to accomplish his purpose.

With this fact distinctly stated, the reader will find it pleasing as well as profitable to give Mr. Widdicomb's paper another perusal. It will bear it. That increase from two little shops to sixty-four factories and from \$275 to \$6,000,000 capital is, indeed, the result of the indomitable Will and Energy that have tirelessly toiled for forty years, but, in the hands of the brainy driver who knows his load and knows the road, the end of the journey and the best way to get to it, Will and Energy are only a team of likely mules, so named. That is the open secret of success in the Grand Rapids furniture business and that is what gives life and character to this interesting story of its development.

Reference is made to Mr. Butterfield's address, but the noteworthy burden of it is that the brain behind the business must be strengthened and broadened. "This is an age of specializing," but what is a specialist but a man born with a brain with a single purpose, whose attainment is assured in proportion as that brain is well trained for its specialty?

"We played that music to perfection, didn't we?" said the organ pumper to the organist; but later, when the musician had displaced the human pumper by the electric motor, there were the same indomitable Will and Energy, guided and controlled by the masterful brain, and the harmony that followed the change only proved what was known before, that the same mind that had overcome another difficulty had still its fingers on the tuneful keys.

New Brunswick has large areas of fine soil, but until recently farming was neglected for lumbering and shipbuilding. Now more attention is being paid to it, and the establishment of creameries and cheese factories is rapidly making the province a dairying country. Both cheese and butter are now exported to the United Kingdom, and this is a trade which is certain to grow.

Great heads that were sure the twentieth century commenced last January are living no longer than those who are content to jog along in the nineteenth century until the 1st of next January.

You can not judge of a man's honesty by his appearance. It is his disappearance that calls in bank examiners and expert book-keepers.

When a woman is handsomer than her photograph, she is not flattered and lets the photographer hear from her.

PAID SUNDAY SCHOOL TEACHERS.

The tendency of the times is to exact pay for any service regularly rendered. In the good old times the preacher and the sexton were the only people paid for services rendered in connection with worship in churches. Nobody ever thought that the singers should have any money for their contributions to the Sunday service and the preacher had no assistant to look after the mavericks of his flock. There are still a great many volunteer choirs in weekly operation, but the best ones are paid. This comes about from the rivalry and anxiety to get the best and from the further fact that very many fine singers are not religiously inclined enough to permit them to attend rehearsals on a week day and two services on Sunday, simply for those who love them, for the stars that smile above them and the good that they can do. It is purely a business matter with them and they sing in a church just as they would in a hall or a parlor, for so much per song, and the better the singer, the higher the price.

The commercial spirit making its way in church affairs provided a position known as pastor's assistant. Some large churches require for their best management the entire time of two clergymen, whose duties are much the same, but that is not the kind of pastor's assistant referred to in this matter. Very many Protestant churches have as an assistant to the pastor either a pious young man, who has been or hopes to be a Y. M. C. A. secretary, or a competent young woman of religious tendencies and recognized executive ability. The incumbent of such a position is expected to call on the halt, the lame and the blind and, usually, to take charge of the Sunday school and literally look after the lambs of the flock. A Boston pastor proposes that his church shall take a step further along this line, and advocates the employment of men and women specially trained, to serve for pay, as teachers in the Sunday school. He argues that the best service is desirable and that the best can only be had for a reasonable compensation. It is undoubtedly true that the volunteers, however inefficient, have no business obligation which compels either their regular attendance or special preparation. The paid Sunday school teacher would be under the same discipline as a paid public school teacher, and the organization would be whatever the head of it chose to make it. The plan suggested by the Boston clergyman is certainly an innovation and one which will hardly meet, for the present at least, with popular favor. The average Sunday school teacher is a devout man or woman, cheerfully rendering the service as a free offer, and most of them are very steady in their attendance, and most of them, too, render faithful and efficient service, although there are many who fall woefully short of the best standard. It will be many a long year, however, before the paid Sunday school teacher becomes as numerous as the paid church choir singer.

Getting the People

The Use of Bombasticism in Advertising.

One of the greatest difficulties the inexperienced advertisement writer encounters is the avoiding of the intrusion of stereotyped advertising phrases and terms. In his striving for force he finds himself bringing in strong adjectives, and naturally the extravagances of trade expressions present themselves. "Great bargain," "wonderful opportunity," "unparalleled offer," "the chance of a lifetime"—all the changes of the meaningless phrases offer themselves, and it requires the use of sound common sense to adhere to terms which have real meaning.

One of the most curious features of modern advertising is the continued prevalence of this sort of extravagance. While there are many publishers who exercise an advisory influence to keep such things out of their columns, many others seem to think it is little concern of theirs and the advertiser may put in what he chooses so long as he will pay for it. If I were writing to publishers I should say that this policy is shortsighted to say the least. It is more to the interest of the publisher than to his patron that the advertising space be made valuable.

I say it is curious that so much of this extravagance still prevails. When I see so much of it used by successful houses I am sometimes led to doubt whether I do not have too great a prejudice against these expressions; or whether there are communities in which they still have force. This is a question which must be left to the judgment and experience of each individual, but it may be well to emphasize the need of the exercise of judgment rather than the continuance of a thoughtless and indifferent habit. The use of bombastic expression in the more intelligent communities is always repellent to some trade, and where the advertiser may think it necessary it is well to consider how serious this repulsion may prove.

But, admitting the possible need of this objectionable element, I still assert that its use is more frequent than is necessary. In the average American community to-day the most effective methods are common sense business methods. The use of extravagance, of expletives, of the ultra-superlative, is undignified and quickly becomes repugnant to the average intelligence. There is a "boom" quality in it which makes it seem transient, makes it savor too much of the auction block.

Reasonable statements in the simplest, plainest English are always attractive. The simplest adjectives are the strongest. For the merchant who is building up a permanent trade in the average community the most effective method is to tell the simple truth simply. This will quickly interest, and the best of it is that the effects will increase by a steady progression.

The question whether the New York Racket Store will make more money in the working of temporary leads rather than permanent lines is a question outside my province. The name would seem to indicate that the business is in the line of special "snaps," rather than permanent trade. As a "snap" then I should say the advertisement is successful. It appears candid and reasonable in wording and the sample idea is getting to be attractive to many. It is well

300 Pairs Agents' Sample Shoes

THERE IS NO DOUBT ABOUT THEIR BEING THE BEST, AS THAT IS WHAT THEY CARRY TO SELL SHOES FROM

In Men's they are mostly 7 and 8 sizes.
In Ladies' 4, 4½ and 5.

THEY ARE 25 PER CENT BETTER QUALITY AND 25 PER CENT LESS PRICE THAN IS USUALLY OFFERED.

Come in and see them if you need a pair.

New York Racket Store

Cold Weather Goods

We have more than we need for our personal wear and are willing to divide with our neighbors. Our line of

UNDERWEAR

INCLUDES

Union and Two-Piece Suits.

The prices will range from 50c to \$6 per suit. All wool, part wool, fleece-lined in cotton and wool fleecing. You will find them very comfortable these chilly days. Our assortment of

CLOVES and MITTENS

is very large and complete. We have plenty of warm winter caps. We have the goods that will make you comfortable and the prices are right.

G. J. PERKINS & SON.

Holiday Season Coming.

Hence, we give our customers the benefit by closing out our Box and Bulk Perfumes at cost to make room for our Holiday Goods.

10c Bottles now 1c
25c Bottles now 18c
50c Bottles now 35c

Bulk Perfumes, 35c, 40c and 50c per ounce.

Prescriptions our specialty.

Central Drug Store.

Don't

let your horses stand in the street without being covered with a

Good Warm Blanket,

nor should you drive them bare-headed when you can purchase Blankets, Mittens and Gloves with so little money. We have these goods in endless variety, and would be pleased to show them to you

J. W. HALLETT & SON

DON'T GO

away from home to buy Furniture, of any kind, for you can do better, in Quality, in Style and in Price at

Whittington's Furniture Parlors,

East Jordan, Mich.

C. H. WHITTINGTON,

Undertaker and Funeral Director.

During 1900...

Act in accordance with your better judgment and buy your

Fresh and Salt Meats

At the meat market where you get full value for your money and where everything is clean and sweet. Do you know where that place is—

Larson's Meat Market.

Prompt delivery to any part of the city.

"PERFECTLY KILLING!"

Remember the timid young lady as the butcher grabbed the size to stay the noble bovine. She had the right idea: Perfection is the motto of THIS PALACE MEAT MARKET regarding everything in the meat line from the time we buy it on foot until it goes on the block. Perfect critics, perfectly killed.

WILL CUT UP

Into good, succulent steaks, etc., and that's what we aim to give our customers every time. There is a way to buy and a way to sell and serve; we know how to do it all ways.

MAKES US SMILE

To hear our customers praise our goods. The way we do it is no secret. We furnish High-Grade Goods and sell at a small margin. Our Vegetables, Canned Goods and Fresh and Salt Water Fish are always fresh and the best.

CHAS. A. STEGER,
Proprietor The Palace.

NEW BOOT, SHOE and REPAIR

Sign of the YELLOW BOOT

W. D. NEAL

Proprietor.

Opposite T. S. Evans
Blacksmith Shop,
West Main St.

Speaking of Perfumes

We have some choice blends that will please the noses of connoisseurs. Good perfumery costs but little more than inferior and it is far more lasting.

Our line of Atomizers is one to take pride in. Look at them. Another thing which we like to show now is our stock of toilet cases. They are just right—made for critical customers, and always please.

...CITY...
DRUG STORE

composed in modern type faces and the display is in good harmony with the ideas of the writer.

G. J. Perkins & Son start out with some delicate facetiae which are not so obtrusive as to materially injure their announcement. They have fallen into the hands of an intelligent printer who has done his work well with a few minor exceptions. He gives them a good border. I do not know why a dash is used before "is" after "Gloves and Mittens." The signature should have been in Gothic, with no ornament, to preserve harmony in the style. I have to criticize the writer's reference to prices, as there is no value in "50c to \$6." The naming of some definite average prices would give the customer a basis on which to make up his mind and so half make the sale.

The Central Drug Store makes a simple lead in fairly well-selected terms, but the printer gives it a "dizzy" border. This illustrates the care necessary to prevent a scale of figure in border or ornament which has the effect of dazzling the eye. This effect is not so apparent in the reduction we make as in the full sized advertisement.

J. W. Hallett & Son write a good strong advertisement, but care should be taken not to accuse customers of negligence, even by inference. The printer has given them a substantial, harmonious effect, but a Gothic signature would have been a great improvement.

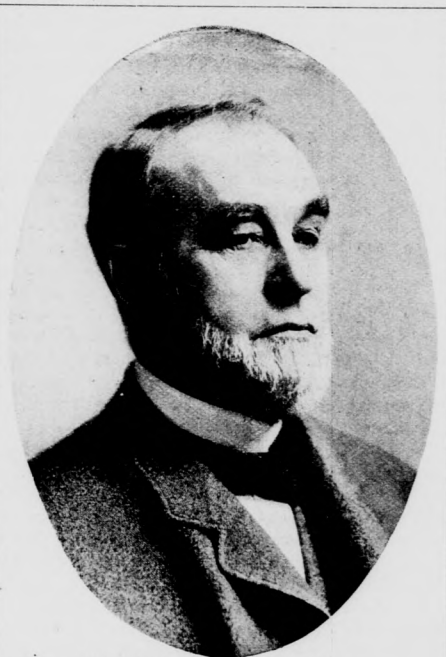
C. H. Whittington makes a reasonable statement which ought to gain attention. The printer has mixed the use of his commas and would have done better to set the middle display in two lines, thus giving prominence to "Furniture Parlors." French Clarendon, in which the main line is set, is a poor letter for advertising.

There are some elements of value in the advertisement of Larson's Meat Market—the second and third display lines are of some use, but the remainder of the wording is lumbering and weak. Direct, simple statement is of most effect in this line of trade.

Chas. A. Steger writes another cunning meat market advertisement which is perfectly killing to any germs of commercial value. It starts in with a repugnant coarseness which is as fatal to attractiveness as the action described to the bovine. There are elements in the advertisement which could be made effective with more refined handling, but all the plays on words should be carefully eliminated in this case. "The way we do it," in the last paragraph—do what? The whole writing is careless and slovenly. The printer's work seems to be done in accordance with the writer's idea and is generally well enough.

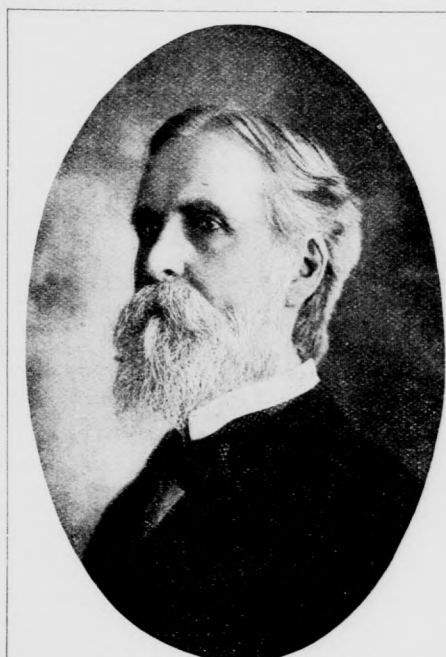
Rather a curiosity of elaborateness is the little shoe shop advertisement of W. D. Neal. I am a little at a loss to know just how to criticize it, for it is one of the kind that it would seem best to throw away and begin new. The writing is a curious mixture, embracing the elements of a good advertisement, but its obscurity is increased by the amateurish manner of the display.

The City Drug Store comes out in mourning, but its announcement has features of merit. The first sentence should and "will please connoisseurs." "Noses" is not good and spoils the advertisement. The remainder is fairly good—barring a misspelled word—but should have a suitable border and the signature should be in same style of type as the other display.



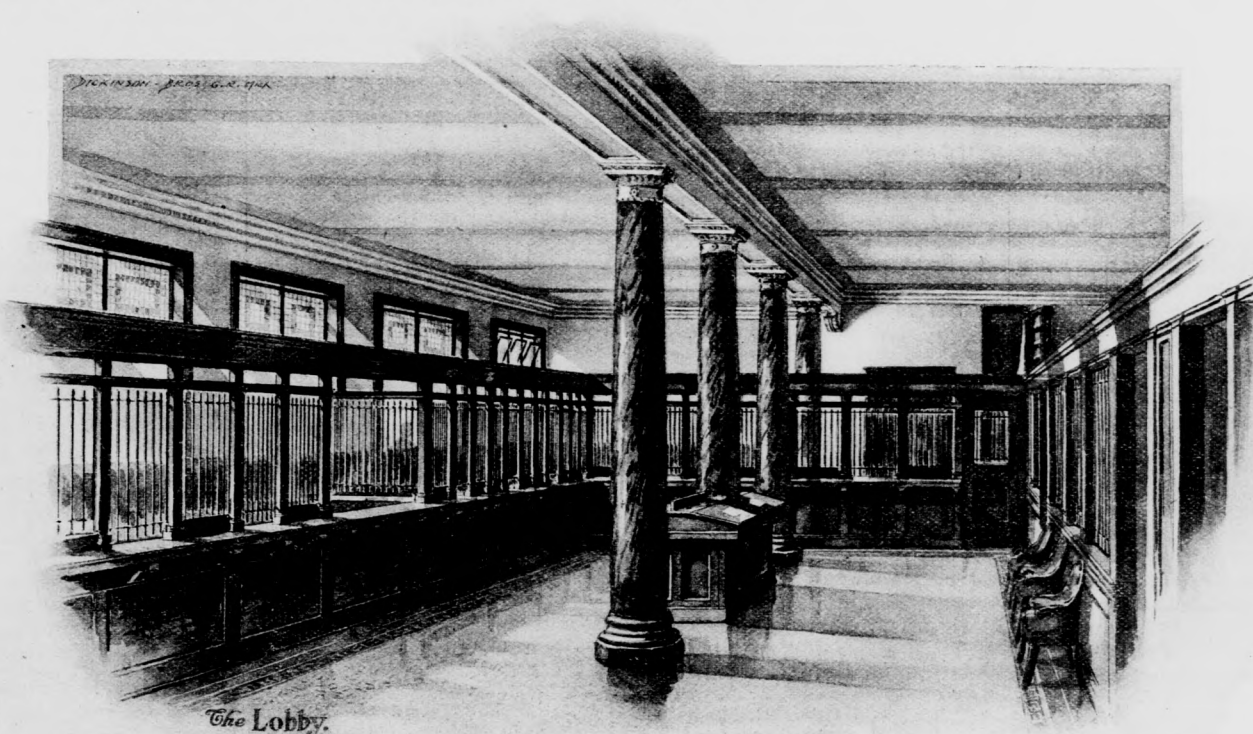
JAMES M. BARNETT, President.

THE OLD NATIONAL BANK OF GRAND RAPIDS



HARVEY J. HOLLISTER, Cashier.

Has opened its remodelled offices and is now prepared to give better service than ever to its Western Michigan customers. It invites the accounts of all merchants, manufacturers or private individuals who desire an accomodating and perfectly safe bank to do business with. Its many out of town patrons can testify to the ease with which they can do business with this bank by mail and have their needs promptly attended to. The bank has opened a savings department and pays interest at the rate of 3 per cent. upon such deposits.



When visiting Grand Rapids do not fail to call at the new offices and make your wants known.

Around the State

Movements of Merchants.

Escanaba—J. H. Everett is closing out his grocery stock.

Fenwick—A. Stealy has sold his drug stock to Julian C. Bullock.

Gobleville—Wm. S. Crosby will shortly retire from the grocery business.

Vicksburg—J. N. Fisher has purchased the coal business of Chas. E. Mohny.

Baroda—Feather & Rick continue the general merchandise business of Parrish & Feather.

Montrose—J. G. Faner has purchased the drug stock of Dr. Wm. H. Russell at this place.

Baroda—Bert Roundy has purchased the grocery, shoe and notion stock of Frank E. Carpenter.

Benton Harbor—W. D. Downey has purchased the John C. Calkins grocery stock and will close it out.

Romeo—G. W. Brabb & Co. have sold their hardware, paint and implement stock to John Stafford.

Romeo—Shoemaker & Bates succeed Stafford & Shoemaker in the seed and agricultural implement business.

Saginaw—E. A. Winterstein continues the hardware and paint business of Winterstein Bros. in his own name.

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

Bay City—F. Higgins has purchased a half interest in the South Bay City Ice & Coal Co., owned by Robert Law.

Ashley—P. D. Pease has turned his stock of general merchandise over to his creditors. The claims aggregate several thousand dollars.

Shelby—W. G. Ruple has purchased the Lyon bazaar stock and is adding new goods and making extensive improvements in the interior of the store building.

Clio—I. M. Beeman & Son have leased their store building and will close out their general stock at once. It is rumored that they will engage in business at Montrose.

St. Johns—E. H. Osgood has purchased a half interest in the furniture and undertaking business of his cousin, W. R. Osgood. The new firm will be known as Osgood & Osgood.

Hillsdale—S. R. Reinhart, of Elkhart, who purchased the meat market of Geo. Shafer early in the fall, and later became associated with J. M. Cummins, has sold his interest to Mr. Cummins, who will continue the business in his own name.

Traverse City—Mrs. R. Fuller has sold her store building at Interlochen to Gannett & Pennington, who will occupy same with their drug stock, and has purchased a store building at the corner of Elmwood avenue and Randolph street and will carry a stock of stationery and baked goods, in addition to the line of groceries now in stock.

Detroit—Frank T. Bush, who claims to be in the commission business, will be examined in the Police Court on December 14 on the charge of securing 236 pounds of venison, valued at \$42.48, from Newton B. Adams through false pretenses. It is alleged that Bush promised to mail a check for the amount of the purchase, but failed to do so.

Saginaw—James Mack, familiarly known as "Mack the Hatter," has sold his men's furnishing goods stock to Crawford & Wright, of Flint. For twenty-two years Mr. Mack has conducted business in the Penney build-

ing, at the corner of Genesee avenue and Franklin street. He will retire from business and will return to his old home in Rochester, N. Y.

Manufacturing Matters.

Caro—The Peninsular Sugar Refining Co. shipped twenty carloads of sugar to Chicago last Saturday.

Pentwater—J. Halstead is remodeling and repairing his table factory in the expectation of resuming operations in the near future.

Fenton—H. F. Bush has purchased the interest of D. G. Colwell in the Fenton Milling Co. The firm name will remain the same.

St. Johns—Fred Bunday, who is engaged in the manufacture of bed comfortables, has added machinery for the manufacture of mattresses.

Cadillac—The Banner grist mill, recently leased by Hurst, Miller & Wilson, is now in operation. The new firm has made many improvements in the plant.

Lilly—O. L. Heath, of Grand Rapids, who has the contract for lumbering the timber on the Nason estate, has opened a general store, which he will conduct in connection with his lumbering business.

Detroit—The Infallible Low-water Alarm & Register Co. has been incorporated with a capital of \$10,000, fully paid in. The stockholders are: Frank Aldrich, 960 shares; Henry J. Eikhoff and David E. Heineman, 20 shares each.

Vicksburg—The Clark Bros. Co. is the style of a new corporation organized for the manufacture of the Clark regulator alarm column, etc. The capital stock is \$20,000. The members of the company are E. E. Clark, O. E. Clark, U. L. Clark and I. A. Mills.

Detroit—The Bradley Stencil Machine Co., of St. Louis, Mo., has written to Mayor Maybury asking what inducements the city would offer to have the plant removed here. According to the statement made the concern represents an investment of \$100,000 and employs about seventy-five men.

Hillsdale—The plant of the Hillsdale Furnace & Foundry Co. has been leased by Horace Jerome and Judson Marsh, who will continue the business under the style of Jerome & Marsh. They will manufacture the Hillsdale furnace under contract for the former company, which will look after the sales.

Jackson—The Puritan Cereal Food Co., which was organized at this place a short time ago, has purchased the plant at Goshen, Ind., formerly owned by the Ariel Cycle Co. L. C. Townsend is manager of the company and he and M. M. Johnson are the principal stockholders in the corporation.

Detroit—The Bell-Graham Co. has been incorporated to manufacture and sell women's and children's wearing apparel. The capital stock is \$25,000, of which \$15,000 is paid in, and the stockholders are: John Bell and Alexander Graham, Detroit, 1,000 shares each; Hugh T. Mathers, Sidney, O., 250 shares; Hugh T. Mathers, trustee, 250 shares.

South Haven—A new lumber enterprise has been launched at this place by John F. Noud, of Manistee, and Capt. Joe F. Smith, of this city. The new firm will occupy the Smith dock and will run the steamer R. J. Gordon to transport lumber from the northern ports. They will conduct a general wholesale and retail lumber business and will handle all kinds of building material.

Bay City—The Armour Packing Co., of Chicago, has secured an option on the Sage property on the west side of the river and other saltmaking sites in this city not now in operation, the purpose being to start the salt works and make salt for use in the Chicago packing houses. Since the salt trust boosted the price of salt the packing houses are preparing to defend themselves. One packing company is now operating salt works on the middleground. It is said that Swift & Company have also been looking over local plants with a view of purchasing.

Hides, Pelts, Furs, Tallow and Wool.

The hide market is quiet and without change. The supply is limited, but prices are as high as trade will warrant. There is nothing to denote any change either way.

Pelts are quiet and are not eagerly sought after; in fact, prices can be said to be lower, and only by a concession of the asking prices can trade be affected.

Furs do not change in value. While the demand is good, there are only a few grades wanted for the holiday trade. The foreign market does not warrant the prices being paid here.

Tallow is without change and is quiet.

Wools are lower. Sales are light, with an occasional concession in price to effect sales. So far, the trade is disappointing, with no outlook for improvement.

Wm. T. Hess.

No Nearer the Cash Basis.

Port Huron, Dec. 1—The announcement that the Merchants & Manufacturers' Association would discuss the cash system question brought out a large crowd Tuesday evening. Nearly every member of the Association took part in the discussion, but no action was taken. From the remarks made the impression was gathered that it would be along time before the merchants of Port Huron adopted the cash system.

L. McArthur offered a prize of a box of cigars to the best card players belonging to the Association.

The Association voted to keep the stores open until noon on Thanksgiving day and to hereafter close all day on legal holidays.

Pigs and Geese on a Spree.

A Birmingham correspondent writes: Pigs and geese were made drunk yesterday at the cider mills of William Smith, of Bloomfield Center. Will Hageman, who was present, said:

"In shipping the cider some casks were used that had been filled with cherry brandy. We emptied the cherries, probably a gallon to each cask, where the pigs could get them. It was amusing to see the drunken pigs after they had partaken of the brandy-soaked cherries. They staggered and squealed and acted as foolish as so many drunken men. The flock of geese pitched in and stuffed themselves, too. The old gander stood staggering with his legs wide apart, and squawked and 'honked' in an unnatural manner. In half an hour both pigs and geese were laid out on the grass, stavin' drunk. Two woodpeckers joined in and were soon laid out, with their feet in the air."

Mr. J. W. Chase, the official electrician of the G. R. & I. Railroad, has made an electric scrap cutting machine for the G. J. Johnson Cigar Co. which is capable of cutting 100 pounds of clippings in four minutes, being a great saving of time and expense from the old process, and enables the G. J. Johnson Cigar Co. to reduce the price of their cigar clippings from 31c to 26c per pound, and they desire to inform the trade that the reduced price will be effective on and after Dec. 1 and until further notice. Please note the change in price current column of this issue.

Another Swindle—Caution Advised—Alden in Jail.

The Tradesman had occasion some months ago to warn its readers against having any dealings with the Vander Salm Gardening Co., of Kalamazoo. The same warning seems to be necessary now in the case of the Bloomingdale Celery & Grocery Co., of the same city, which is supposed to be conducted by the same man or men who were so successful in victimizing Michigan jobbers and shippers under the former title. Reports from Kalamazoo are to the effect that produce shipments which are consigned are accepted by this company, but shipments which are sent C. O. D. are refused and sold by the express companies to reimburse them for the transportation charges.

Randall, Crosby & Co., who claim to be located at 170 So. Water street, Chicago, are deluging Michigan with printed circulars, requesting the person addressed to act as the agent of the house to secure consignments, promising to pay a small salary and a commission on all business secured. The letter bears certain suspicious earmarks, and as the house is not rated by R. G. Dun & Co., the Tradesman advises its readers to refrain from making any consignments until the investigation now in progress is completed. Full particulars will be given next week.

M. R. Alden, who was unable to continue the butter and egg commission business here after being exposed by the Tradesman a couple of years ago, was yesterday sentenced to the county jail for 90 days on a charge of non-support, preferred by a wife whom he married six weeks after the death of his first wife last summer.

The Boys Behind the Counter.

Cadillac—John Welker, of Kansas City, has entered the employ of the Drury & Kelley Hardware Co. to assist in the retail department.

Vermontville—Fred B. Benedict, who has been clerk in his father's grocery store for the past twenty years, has resigned and will go to Klondike in January.

Dowagiac—Will Clark, formerly meat cutter for Geo. W. Moore, has gone to Kalamazoo to accept a position on the road for Armour & Co. as salesman.

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

Evart—Miss Lulu Cox has severed her connection with Davy & Co., and will leave for Fitzgerald, Ga., where she expects to enter the services of a large retail dry goods house as clerk.

Calumet—Fred Carpenter, of Owosso, has taken charge of the dry goods department of the Tamarack Co-operative store.

Port Huron—The Port Huron Drug Clerks' Association has been organized. Daniel Dewitt was chosen President and Archie Peasley Secretary and Treasurer. The object of the organization is to promote the welfare of the members, socially and otherwise.

Vermontville—Marion Sparks, formerly clerk in E. A. Philip's grocery store, has taken a position in the Chester Ambrose grocery store.

Vermontville—Fred Warner is now clerking in the grocery store of Warner & Sacket.

Not Likely to Forget.

"My boy tells me he is getting much valuable information at college," said the proud father; "I hope he won't forget everything when he comes home." "I hope not, sir," said the professor; "he's borrowed \$35 from me already."

Grand Rapids Gossip

The formal opening of the Old National Bank Saturday afternoon and evening was an event full of significance. The afternoon reception was public and was attended by about 2,000 people. The evening reception was confined to the stockholders and officers of the other banks of the city and was attended by about 600 people. On both occasions visitors were given a warm welcome and shown about the premises in the most courteous manner possible. Music was furnished both afternoon and evening, and in the evening light refreshments were served. No matter in what light the affair is viewed, it is universally conceded that the move was a clever one on the part of the Old National Bank, because it enabled hundreds of people who had never seen the inside workings of a bank to inspect the most modern and up-to-date banking establishment in the city, if not in the State. If the people go with the crowd in the banking business, as is the case in most other avenues of life, it is not unlikely that many of those who visited the Old National Bank on the occasion referred to will strongly be inclined to patronize that institution in making new banking connections.

The Produce Market.

Apples—Fancy fruit fetches \$2.50@2.75 per bbl. Choice commands \$2.25@2.50. Baldwins and Spys are in the greatest demand.

Bananas—Are slightly weaker, although there has been no quotable change in price, owing to the decreased demand, the Thanksgiving holiday trade requirements having been satisfied. Prices range from \$1.25@1.75 per bunch, according to size.

Beets—\$1 per bbl.

Butter—Creamery is firm at 24@25c. Receipts of dairy are liberal, but the oleo licenses taken out by city grocers are holding the prices down to a considerable extent. Fancy rolls fetch 18@19c, while packed goods range from 16c for choice down to 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@3 per bu. and \$7.50 per bbl.

Eggs—Transactions are confined almost wholly to cold storage goods, which fetch 20@22c for candled. Pickled and limed range from 18@20c. Receipts of fresh are so meager as to be hardly quotable, especially as practically all the goods which have come in this week have been badly mixed, showing a large proportion of bran and pickled stock smuggled into fresh offerings by the thrifty farmers.

Game—Local handlers pay \$1@1.20 per doz. for gray and fox squirrels. Common cottontail rabbits are taken readily at 90@95c per doz. Venison can not be sold after midnight to-night.

Grapes—Cold storage Niagaras command 17@20c per 8 lb. basket; storage Delawares, 25c; storage Concord in 25 lb. crates, \$1.

Honey—Fancy white is scarce, but the demand is slow. Prices range from 15@16c. Amber goes at 14@15c and dark buckwheat is slow sale at 10@12c.

Lemons—Show some improvement and the market is considerably stronger. Foreign lemons are not wanted and the California lemons range 25@50c per box higher for the same grades—about \$3.50 for 300s. The California crop will soon be gone, and buyers will have to take the foreign lemons then.

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.

Oranges—Florida oranges are active

at full prices, which are firm, most dealers preferring slow sales and high prices to slightly lower prices and more active movement. Californians are steady. The supply in this market is not large, but is increasing and movement is free. Present prices are \$3.50 for 126s and 150s brights and russets and \$3.75 for 176s, 200s and 216s brights and russets.

Parsnips—\$1.25 per bbl.

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

Pop Corn—\$1 per bu.

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

Poultry—The market is stronger and prices are a little higher than a week ago. Local dealers pay as follows: Spring turkeys, 9@10c; old, 7@8c; spring chickens, 8@9c; fowls, 6@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 \$3.25 for Jerseys.

Squash—2c per lb. for Hubbard.

Tomatoes—California tomatoes are in market and sell as high as \$4.50 per case, although it requires exceptionally fancy stock to bring that price. So far shipments have been light.

Turnips—\$1 per bbl.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall on Tuesday evening, Dec. 4, President Dyk presided.

The following communication was received from the Retail Grocery Clerks' Association:

The members of the Retail Grocery Clerks' Association humbly petition your Association to permit the closing of the retail grocery stores on Saturday evening at an earlier hour than at present.

In making this petition, we do not desire to find fault, nor complain, believing that you are interested in the welfare of the clerks working for you, but we honestly believe that the hours are too long on that day and that no loss would accrue to the members of your Association. We believe that our claim is equitable and just.

We do not wish to dictate to you how much earlier the stores should be closed, but trust that you will carefully consider this matter and grant our petition as favorably as you think it is just and fair. We present this matter of early closing in good faith and hope that you can devise ways and means of granting our request.

On motion, the communication was accepted and placed on file and the Secretary was instructed to inform the Association that when the members secured the signatures of 50 per cent. of the grocers in the city, the Retail Grocers' Association is ready to enter into negotiations with it.

On motion, \$10 was ordered sent to the so-called National Retail Grocers' Association for per capita tax for the past fiscal year.

The question of holding a banquet was then discussed at considerable length, B. S. Harris taking the ground that if a banquet was held it should be paid for by those who participate in the entertainment, instead of assessing the jobbers and manufacturers. The Secretary volunteered the statement that he could raise the necessary funds to provide a \$1.25 plate banquet inside of a week and moved that the banquet be held the latter part of January along the same lines as previous banquets, which was adopted.

Messrs. Klap, Braun and Wendorff were appointed a committee to raise the necessary funds and make the preliminary arrangements.

Two dozen packages of Uneeda Biscuit were distributed by lot, one dozen being drawn by Wm. Andre and the other by E. A. Stowe, who turned the allotment over to the Association, when it was bid in by Frank L. Merrill.

There being no further business, the meeting adjourned.

The Grocery Market.

Sugar—Both foreign and Eastern markets on raw sugar are 1-16c higher, making the present price of 96 deg. test centrifugals 4 7-16c. There is a good demand for refined and the refiners who were cutting the regular market price have advanced their price 5@10 points, on account of heavy oversales. Michigan beet sugar is in active demand and most of the refiners have sold all of their anticipated output. The season will end in about three weeks and there is quite a scramble among buyers to get in their orders for Michigan beet sugar before it is too late.

Canned Goods—Trade in the canned goods line is dull, conditions showing little or no change from what they have been for a month past. Better things are expected a little later, however, and most holders are not disposed to sacrifice goods. One thing noticeable is that shipments are not of one article only, but some of nearly every article in the list, showing that stocks of all kinds are light. The situation on tomatoes and corn is unchanged. Both articles are dull and easy. Peas attract some attention and the better grades are very hard to obtain. As stocks of this grade are so difficult to find now, we fear the usual spring demand for this article will be very hard to supply and prices will probably be considerably higher on account of the scarcity. Canned apples are easy and prices are slightly lower. String beans are practically unchanged, with fair demand. There has been considerable demand for some of the small fruits and blackberries and strawberries have advanced 10c per dozen. California fruits are firm and in some demand, but supplies are limited. The buying of all grades of peaches has been fair. The orders, it is true, are for small lots, but, like the other lines, they are numerous. There will be no change in the peach market for a while. Salmon is fairly steady, with quite a good consumptive demand for this time of the year. Sardines are in good demand at unchanged prices. There is nothing new to report in the oyster situation. The shippers of the fresh oysters are still getting most of the stock, as they can pay better prices than the packers can afford to pay. It looks now as if very few oysters would be packed this year.

Dried Fruits—There is nothing of particular interest in the dried fruit line. On the whole, the holiday buying for the year up to date has been rather a disappointment. The warm weather is chiefly responsible, without doubt, and high prices and election contributed largely to the slowness. Consumptive demand has picked up considerably in the last two weeks, however. Prunes are going out quite well, 60-70s and 90-100s being the sizes most wanted, and they are scarce and very firm. Raisins are in good demand, especially for the seeded goods, which are meeting with a ready sale. The demand seems to be particularly for the better grades of raisins for the holiday trade. The California Fruit Grower estimates the Association raisin pack for 1900 at 3,100 cars. To this is to be added the outside raisins and we have a total output for 1900 aggregating 3,850 cars. The quality of the pack is much superior this season, as compared with the crops of the past two or three years, and should go out clean, notwithstanding the high prices. Apricots and peaches are quiet. Fancy apricots are wanted, but the supply on the spot is light. The new Persian date

situation is exceedingly strong and prices have advanced ¼c. No decline in the price of dates is expected for some time. There is a good demand and receipts and stocks are unusually light. Fancy Smyrna figs are moving out fairly well and there is some little enquiry for California figs, which are rather scarce. Receipts of new Smyrna figs from now on probably will be light, packing houses in Smyrna having closed about Oct. 1. Currants are on the down grade just now and prices have declined ¼c. An interesting feature of the dried fruit market is the improving consumptive demand for currants. Prices seem to have reached a level at which the trade is disposed to take hold more liberally, particularly as the statistical position of the world's currant markets is very strong, and there may be a return to the higher range of values before many months. Evaporated apples are firmer, prices showing an advance of ¼c per pound. The demand is very good and stocks are well cleaned up, both in the hands of dealers and in the country.

Rice—There is no change in the rice market. Good grades are scarce and in good demand at full prices. No activity is expected until after the holidays.

Tea—The tea market is slightly weaker, there being a reduction of ¼c per pound on some grades. Sales are for small quantities only. Stocks are large, but still there is no pressure to hurry sales, as better prices are expected a little later.

Molasses—Advices from New Orleans quote an advance of 2c per gallon on the better grades. The local market is firm, but shows no change in price. Trade is expected to be rather quiet during the present month, as with the accumulation of stock at primary ports, lower prices are anticipated.

Lima Beans—The lima bean situation on the coast has developed considerable strength during the past week, as it is now generally understood that early estimates were placed in excess of the crop. Buyers are taking them freely at to-day's prices, which is something they were not doing a month ago.

Nuts—In nuts the interest continues to center in walnuts. New Grenobles are practically not to be had and Naples are high and in only light supply. California walnuts are in quite good request, but scarce. They command ¼c premium. Walnuts of all descriptions are scarce and nearly all kinds are wanted. The recent decline in prices of all kinds of almonds stimulated a demand and various lots have been cleaned out. As the quantity now remaining is smaller than in former years, a reaction in price may take place at any time. Filberts continue in good demand at full prices and with stocks rather light. Holders are firm. Brazils are considerably stronger and prices show a slight advance. Stocks are becoming closely cleaned up and the amount remaining on hand is very small, compared to that of previous years. Mixed nuts are in very good demand. The trade in mixed nuts has been particularly good this fall.

Rolled Oats—The market is a little stronger and the shades that have been granted by manufacturers have been withdrawn.

J. G. Westover will shortly engage in the grocery business at Nunica. The stock was furnished by the Ball-Barnhart-Putman Co.

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

Dry Goods

The Dry Goods Market.

Prints—Fancy calicoes have returned to the quiet condition noted a few weeks ago. All orders are for much smaller quantities than have been noted in the past week or ten days. This is largely due to the unsettled condition of prices. Printers are proceeding cautiously and it is probable that the product of the season will be considerably curtailed. Staple indigos, mourning, Turkey reds, chocolates, etc., show a moderate business.

Dress Goods—Little that is of interest has been developed in the dress goods market during the past week. The business that is coming forward to first hands is of a spasmodic, uncertain character, jobbers putting forth more efforts toward the selling of heavyweights than spring goods, very little having been done toward placing their spring goods before their customers. Suitmakers are still holding back their orders, as they have not yet received any demonstration of their needs. It is generally believed, however, that suitmakers are on the verge of a good season, and as stocks in hand are claimed to be very small, agents handling goods suited to the suitmakers' needs are looking for developments of a satisfactory character during the next few weeks.

Ginghams—Remain firm and without change of price, and the market is quite bare of supplies. The demand keeps fully up to the production.

Staple Cottons—There is a strong market for wide sheetings, but the trading can only be said to be fair. Coarse, colored cottons are in quiet demand, but largely owing to the fact that the tendency is against buyers, so business has been considerably curtailed; but at present writing there have been no open changes in prices.

Hosiery—Retailers and jobbers have been looking for fancy hosiery this week, but without any marked success, for all lines are at a very low ebb, some of them closed out entirely, and, of course, these were the very ones that the buyers were looking for, and they were looking hard, too. Prices have continued to be remarkably steady in the face of these conditions, and there have been few, if any, advances except on certain lines of open work for women, which are practically out of the market. Many other lines of both men's and women's hosiery are short and buyers are urging the delivery of their orders.

Gloves—Advices from abroad show the same activity and much of the same scarcity of good fancies. The greatest run in Chemnitz, however, is on knit gloves, and with this is the report that labor is scarce and many of the mills are able to keep only a part of their plants running.

Stair Carpets—Manufacturers of damask and venetian stair carpets are running full time on orders at the same prices as last season, and at the present time the outlook is favorable for a good business on these lines.

Carpets—Since the opening of the fall season in carpets it was expected that a good business would be done in all grades, including standard extra super ingrain, which were slow the preceding season, and as $\frac{3}{4}$ goods were opened at higher figures than those of last season, Philadelphia ingrain manufacturers expected that by not advancing the prices of their goods they might make up in part for the dull period recently

experienced, and had already booked fair-sized orders at last season's prices, and started their mills up in full. In a previous report we stated that prices of ingrain would probably be the same as last season, but a certain Eastern mill has taken large orders for standard extra supers at 5c per yard lower than for the same grade last season. That this cut was not expected or looked for by the merchants can be seen from the fact that many Philadelphia mills had taken orders at the same prices as last season and the buyers seemed satisfied to pay the old price. One prominent Philadelphia manufacturer, in speaking of the cut in price, says: "It appears that a large Eastern concern is willing to run its ingrain business without regard to cost. A number of the prominent Philadelphia manufacturers, not wishing to have their business lost to this Eastern concern, have met the cut at similar prices, expecting to hold their customers, although the cut in prices is sure to result in a loss to all concerned." This will result in a very trying period for most of the Philadelphia manufacturers of standard goods, who are strong in their opinion that such a drop in prices was entirely uncalled for, and if all the ingrain manufacturers, including the smaller mills, are able to go safely through this season, they will be considered fortunate indeed.

Rugs—Of all kinds are selling quite freely. Reversible Brussels rugs, three and four yards wide, in lengths to correspond, are offered at the same price as last season and are meeting with ready sale.

A French physician has announced that not only is yawning healthful, but it should be resorted to artificially in case of sore throat.

READY TO WEAR

TRIMMED FELTS

In all the new shapes for Ladies and Misses.

Prices from \$6.00 to \$21.00 per dozen.

Write for samples and prices.

Corl, Knott & Co.

Jobbers of Millinery
Grand Rapids, Michigan

YUSEA MANTLES.

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

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

Will outwear three ordinary mantles and gives more light.

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



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

**ON
TOP**



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.

BOUR'S COFFEES MAKE BUSINESS

WORLD'S BEST

S.C.W.

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

Clothing

Prevailing Methods of Handling Refunds and Exchanges.

There are more conditions existing to cause goods to come back, and there are but two things to do in cases where goods are returned—money refunded or an exchange made.

The usual method of dealing with a money refund is to charge it against the sales record of the clerk who sold the goods.

This is radically wrong, as the causes for returned goods are not the faults of the salesmen, but are the faults of the house itself. The causes for goods being returned are principally these:

1. The article was faulty when it was closely examined.

2. The buyer changed his mind when he got the goods home and talked it over with the family.

3. The price may be found to be much lower elsewhere and the goods are returned on some other plausible excuse, presumably on the "changed my mind" pretext.

4. Delayed or careless delivery of goods.

The salesman who sold the goods is not accountable for any of these causes of the articles being returned.

The return of the goods can not reflect on his salesmanship or on his ability, for which he is being paid and for the degree of which an increase of salary depends. His efforts have counted and scored in his favor the minute the goods go to the bundle wrapper and the cash check to the cashier.

To then turn in and charge the refunded money against his sales record is an injustice and can not but be discouraging to an ambitious nature. He is literally being charged with the faults of the house.

It is becoming a favorite rule to require clerks who make a sale of goods to be delivered to follow up that transaction and see to it personally that the bundle goes out on time and more, to hold the clerk responsible for any negligence in the delivery department.

This is radically wrong, for several reasons:

It makes the clerk slow and reluctant to make any promises of delivery, even when he knows that the promise is reasonable in time and that the delivery is wholly within the limits of the requirements of the delivery department. He simply does not want to add to his responsibilities and chances of being charged with a fault that is not his nor should be.

It does not relieve his mind and make him ready for the next customer, but keeps him constantly on the alert, making it a good excuse for leaving a customer and going to the delivery department to ascertain whether or not the package has gone.

Besides, it adds to the number of "bosses" over the men at the delivery counter and makes them anything but cheerful and anxious to serve the house in the best possible manner.

In cases where goods are exchanged the usual method is to either charge or credit the clerks' sales record with the difference, if there be any.

To do the clerk full justice he should have credit for another full sale.

It isn't dollars and cents in or out, of a proprietor's pocket to handle refunds in this way. It does, however, encourage the clerk and urges him to greater effort.

To make an exchange the clerk must give his time and exercise his ability just the same as if it was a new sale, and he honestly deserves that full credit, and not a fraction of the sale, represented by the difference in the cost of the returned article and the new purchase.

In other instances where exchanges are made and another clerk makes the exchange—the clerk who sold the goods being busy at the time—the latter gets a full credit and the original clerk is charged with the full amount, or purchase price of the returned goods. This is even greater injustice and encourages other clerks to look out for exchanges, whereas, if no charges against clerks were made, all would have an equal showing, the same as taking their turns at customers.

Working the Head of the Family. From the Omaha World-Herald.

It's a wise boy who knows how to work his father, and in this precious age most boys are wise. Louis' father works in Omaha, but Louis himself lives with his grandma in Western Nebraska. Like most boys do, Louis writes to his fond father only when he wants money or something new in wearing apparel. Last week he wrote, enumerating a number of articles he needed. Among other things he wrote:

"Please send me some stockings. You better send bicycle stockings because they last longer than the other kind. Are you going to send me a bicycle on my birthday to wear with my bicycle stockings?"

Political buttons can not be worn in Canada during the heat of a campaign. This is due to a clause in the Dominion franchise act which says that no person shall exhibit any sign of his political faith after the official nominations are made.

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.

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Importer and Jobber of Polished Plate, Window and Ornamental

Glass

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

L. BUTLER,
Resident Manager.

It's a very reasonable proposition

That a store that confines itself practically to one or two lines of goods can give better values than the store that carries everything. This is an age of specialties, and the specialty \$10 and \$15 retail clothing store has met with immediate success. We have started in the specialty business ourselves for the coming season—we recognize the demand for

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

and consequently we have thrown our best efforts into these lines, with the result that we are showing to-day the guaranteed best values ever put in clothing at that price, and at the same time giving the retailer the benefit of a most satisfying profit. In the whole range of mixtures, stripes and checks, and all the new colorings in smooth and fancy worsteds and chevots, in up-to-date models in regular and military sacks, there is nothing lacking. Besides, there is a dash and style about these suits that commands them to good dressers, and a sturdy worth in the workmanship and finish that will make your trade call for the same kind next time. These lines are now ready for inspection. We should be glad to send you samples, or have a representative call any time you say.

Heavenrich Bros.

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. BOMERS, Commercial Broker.

And Dealer in
Cigars and Tobaccos,
157 E. Fulton St. GRAND RAPIDS, MICH.

Bryan Show Cases

Always please. Write for handsome new catalogue.
Bryan Show Case Works,
Bryan, Ohio.

Christmas Decorations

The first car Fancy Delaware Holly is due to arrive Dec. 5th, second car Dec. 12th. We shall continue to receive fresh supply until Christmas. Our representative who is now in the woods in Delaware informs us the quality is extra fine. For prompt acceptance and shipment to suit your convenience we offer

Fancy Delaware Holly, per 16 cubic ft. case,	-	-	-	\$3.75
Fancy Holly Wreaths, Double per doz., \$2.00; Single	-	-	-	1.50
Bouquet Green Wreathing, Medium Weight, per 100 yards	-	-	-	3.60
Bouquet Green Wreaths, Double per doz. \$1.50; Single	-	-	-	1.00

Other decorations, such as Mistletoe, Wild Smilax, Long Pine Needles, Laurel Festooning, etc., prices on application.

ALFRED J. BROWN SEED CO., Grand Rapids

ESTABLISHED 1868

H. M. REYNOLDS & SON

Manufacturers of

STRICTLY HIGH GRADE TARRED FELT

Send us your orders, which will be shipped same day received. Prices with the market and qualities above it.

GRAND RAPIDS, MICH.

OLD RELIABLE B.L. CIGAR ALWAYS BEST.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - DECEMBER 5, 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. 28, 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 first day of December, 1900.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

NOT A QUESTION OF SEX.

More than one reader of this week's Tradesman will turn from the article of Dorothy Dix, in another column, glad of the explanation there given for a matter until now not satisfactorily accounted for. One phase of this "blind faith" not carried as far as it might be is where the woman, thoroughly devoted to her church, unhesitatingly proceeds on the assumption that the Lord and she are in partnership, she being the active member of the firm. Here the faith, not only blind but spavined, asserts itself. "If we do our best, that is all we can do and He will see to the rest." "When you put your hand to the plow never look back." "Be sure that the Lord will provide." These are some of the many maxims that furnish the background of this faith and in justice it must be said that the woman is here not the only sinner.

More than one clergyman rather likes to shut his eyes and believe that in some unaccountable way the fine church edifice will be taken in hand and finished. Did not Heaven plan and carry out the building of Solomon's Temple? The best that the earth could produce was found and put into it, regardless of cost. Have not we on the threshold of the twentieth century as much need of fine churches as they of the olden time? The magnificent churches the country over offer sufficient answer and the enormous mortgages that many of them carry show that the modern temple builder makes up for any little lack of the wisdom of Solomon by his greater confidence in the Lord's ability to see the thing through!

From the Tradesman's standpoint it does seem that this blind faith in luck is not in any way confined to women. "Just luck" is very often the summing up of a masculine success or a masculine failure. There is more than one man who is to-day "going it blind"

and wondering "where the blame thing is coming out." The woman at "pedro" is no more reckless in her betting than her husband or her brother. We are asked to look at the way women marry and learn from unquestioned authority that not one in a million ever brings any common sense to bear on the subject of choosing a husband. She depends entirely upon luck; while every one knows, who has made the matter a subject of investigation, that the young husbands of these same women bend the weight of their stupendous intellect to this same all-important question and only after the most violent agitation of grey matter lead these luck-trusting women to the altar! It looks very much as if the feminine "blind faith" was wedded to the "go it blind" masculine with the one comfortable mathematical assurance that two negatives make one positive!

In the matter of bringing up children, it would be a comfort to believe that mothers are responsible for all the "turning out bad" that is cursing the world. Without question, there are a great many foolish mothers in the world, but there are no statistics going to show that in this respect they made unfortunate marriages! In this as well as in other lines of life like is apt to seek like. There is somewhere that one touch of idiocy that makes them kin. It may be a matter of blind prejudice, but the confirmed young rowdy in the majority of cases did not learn to smoke from his mother and his skill in profanity was not acquired from that source. Ten chances to one the mother does not use a night-key night after night, and it is submitted that not often does her breath settle the fact that beer is her favorite beverage.

It is needless to carry the matter any farther. There is no doubt that luck lies at the bottom of much that goes on in the world. Success and failure may or may not trace their existence to this near or far-reaching cause, but he who traces any effect to that cause can never settle, or even guess, the gender of it until the tracing is over—an uncertainty which strengthens the statement made at the outset that luck under no consideration should be put down as a matter of sex.

The men and women in this world who have accomplished most in art, literature and business have been of humble origin. While a genius may be born in a palace or in a hovel, the hard battles for fame are not made by those who, through childhood and youth, have all things at hand they may wish for. Poverty spurs the young man on to great deeds. The boy who has suffered want and hunger and cold resolves to be a rich man, and thousands have achieved wealth because of that early resolve to be rich, and some of them have overdone their part and become miserly and denied themselves the common enjoyments of life that they might become rich. The boy who commenced mercantile life by sweeping out the store in the morning and doing errands at odd moments became master of every detail in the business with which he was connected and ultimately successfully controlled. He had no more natural ability than his sons have, who do not do such things because they have a rich father.

Industry, for a young man, is much more profitable than genius. The man of genius scarcely knows where his next meal will come from. Sure knowledge is beneath him.

GENERAL TRADE REVIEW.

There is a notable difference in the degree of conservatism attending the resumption of business activity after the long period of price adjustment, in that there is now no disposition to inflate prices to such an extent as followed the Spanish war. The rush of demand at that time was so great that it seemed easy to sell goods at any price. Naturally the greed of combinations took advantage of the situation and put their lists far above parity with the world's markets. The result is fresh in the minds of all. Prices had to come down, and while they were doing so business had to suffer, for buying does not flourish on a falling market. In the resumption of activity now in progress the factors controlling prices seem to have learned a lesson and the advance in prices is very slow and careful, evidently controlled by a better regard for the future.

The movement of stocks in Wall Street during the past week was somewhat erratic, with less activity than during preceding weeks. On the whole there was little change in the average, prices of industrials showing slight decline and of railways a small advance. This week there is a resumption of activity and the price movement seems to be upward again. It is well that there should be a slow movement in this direction as a rapid one would mean inevitable reaction and disaster to other business interests.

The activity in clearing house business noted last week continues with increasing intensity. As compared with the corresponding time last year, the increase is 25 per cent. in fourteen principal cities.

Iron and steel markets are reported quiet for the week as to orders or price changes. Attention is occupied in getting out the orders already in hand to the exclusion of new business. The demand for finished forms is imperative in nearly all lines. Structural shapes and railway supplies are especially urgent.

The textile situation in woollens is not so favorable, on account of the unseasonably warm weather prevailing all over the country, although wool sales at the Eastern centers are improving. The cotton situation seems to be improving, as there were some advances in price and an improved demand for export. The disturbing element in this industry is still the high price of the raw staple. There is a decidedly better outlook in the shoe trade, prices having scored a slight advance nearly all along the line. With this advance there is an increase in demand and many factories have booked orders for months to come, while others are refusing future business on account of the uncertainty in price of materials. Shipments from Boston were 85,233 cases, against 75,773 in preceding week. Leather continues without change, but there was a decline in the Chicago hide market.

LEARNING TO SPELL.

The teachers of the public schools are in the habit of meeting at stated intervals to talk over matters pertaining to their work. These meetings are of much importance, because they not only give opportunity for useful and interesting discussions on subjects of professional interest, but also because they awaken and increase a professional pride and an esprit de corps which create a mutuality of sympathy and a sense of reciprocal dependence that prompt them to stand together.

Recently, at some of these meetings, discussions were had upon the importance of and necessity for giving more attention to the instruction of the children in spelling and the meaning and use of words. It is a fact that men go through college courses and stand examinations on ancient and other foreign languages who can not properly spell and write in their mother tongue. This is the result of defective teaching in the primary schools, as well as of gross neglect on the part of the higher. It is assumed too often that if a pupil can enter a particular class in college, he has learned English grammar sufficiently, and no more attention is given to the subject. It is, therefore, an excellent plan, adopted in some of the universities, that no student, whatever his attainments in other branches of learning, shall be permitted to graduate until he shall also have passed an examination in English composition.

It is in spelling that most pupils are weakest. Plenty of otherwise educated persons are wretched spellers. The necessity for spelling correctly is so manifest that it need not be enforced by argument. It is a self-evident proposition. The only proper way by which children can be taught to spell is in the old-fashioned spelling class, where words are given out to them. The collocation or arrangement of the letters must become familiar to the eye, and the sound to the ear.

The youthful senses are specially quick and acute in their operation, while the reflective power of the young mind is but little developed. Correct spelling and pronunciation are matters to be learned above all by the senses. As for the diacritical marks showing the sounds of letters under the several circumstances in which they are placed, they are symbols of collocation and sound that should already have been learned by eye and ear, and the explanation which is addressed to the mind can only properly be taught to scholars who have already learned the forms of spelling.

The diacritical marks do not appear in the letter press of printed books or in manuscripts, and when presented to young children can only serve to confuse them. The principles involved in the designing of visible signs to stand for particular sounds, which are intended to express thoughts, are matters of extreme complexity, and should be addressed only to the advanced mind. Learn to spell the forms and sounds of words first, and, after that, definition and etymology may be attempted.

Organized labor has struck its gait in Chicago—one murder a week. Yet there are people who harbor the belief that organized labor has a mission to perform in addition to murdering and intimidating non-union workmen, boycotting and blackmailing manufacturers and other employers of labor, demoralizing business and bringing about an era of ill feeling and distrust which must ultimately result in the destruction of all law, order and decency or the adoption of a stronger form of government.

The Governor of Colorado says there is no cure for mob law. He ought to know there is no such law; but there are well-known methods of scattering mobs.

Instead of pining away after losing his wife, a man in the lumber regions begins to spruce up.

PERSONAL CARE OF HEALTH.

When we are sick, we need the care of a physician; but how often it is that our illness is the result of our own imprudence or misconduct.

Everybody does not know this, and many who do resent being told of it. There is little good to be accomplished in lecturing to persons whose constitutions are apparently good and who boast of their ability to endure with impunity any drain or strain upon them. Nevertheless there are few persons who have considerably passed middle age but have found out that they have strained their faculties a little too far and that they are forced to take care of themselves if they would avoid suffering.

Persons who are in training for some special bodily or mental contest know very well that they must avoid all excesses and live lives of moderation in order to bear the strain; but many others who subject themselves to such strains upon the bodily and mental powers and who at the same time are unwilling to sacrifice any indulgence soon find out that they must pay the price of physical pain and suffering.

If people adopt the motto of "a short life and a merry one," they soon discover that the power to enjoy excesses of indulgence soon fails under the strain and that the merry life is much shorter than was bargained for. Everything in the way of pleasure is given us, and the more intelligently and rationally we use it, the longer the power to enjoy it will remain.

The human health depends on the maintenance of a proper and orderly condition of the body, which is the most complex organism in existence. It is not only a wonderful machine, but it is also an equally wonderful chemical laboratory which is engaged in maintaining, renewing and restoring the powers and parts that are consumed or eliminated in its manifold operations.

Health is the result of the perfect operation of this organism. Disease means that there is some disturbance of its functions. One of the foremost considerations in all questions of health or disease is as to how the body is nourished. Scientists tell us that of the matter taken into the body as food a certain portion is converted by the body into tissue. The remainder is waste matter. This waste, in addition to the waste matter formed by the body itself, is to be excreted. For this excretion there are four avenues—the skin, the lungs, the bowels and the kidneys.

Now, if the food taken were of pure quality and not excessive in amount; if the digestive organs always did their work perfectly, and if, at the same time, the excreting functions were fully active, under such conditions the waste matter resulting from the food and from broken-down tissue would be entirely removed. None of the undigested, in-nutritious matters of the food or the waste of the body would be retained.

If, however, the amount of food be excessive, or the quality be defective, the processes of digestion may be and most likely are disturbed, and there is either an excess of waste matter or it is not carried off promptly; but the overburdened organs, struggling under an undue burden, become inflamed and enfeebled, imperfectly performing their duties. The presence of waste matter so left in the body, or of poisons otherwise introduced into the body, is the cause of all diseases.

The forces of the body never give up their struggle to get rid of the poison,

whatever it may be, and this is the cause of pain and discomfort. The accumulation of the unexcreted innutritious matter is always gradual. If the organism is strong and active, the final result is the sudden effort at expulsion, called "acute." If the system is weak and not capable of such an effort, the deposit continues until there is some organic degeneration, or until the pain and discomfort evidence a "chronic" condition. Sub-acute disease is the result of a weakening of the vital forces. When the vitality is highest the "attack" is acute, but when the forces are less active it is chronic.

As a rule, more disease results from the accumulations of self-generated waste poisons in the body than from their introduction from the outside. In almost every case, diseases would not be contracted by one person from another if the person who acquired the contamination were in perfect health. It is the weakest spot in the fortification which is breached and it is the enfeebled constitution which most readily acquires infection from external sources.

The question of health and sickness comes back to the manner of living. If people knew just what was the best food for them and would consume just enough of it and otherwise live temperately and moderately, but enjoying every proper and natural pleasure in a proper and reasonable way, keeping the body clean and fairly exercised in fresh air, health would be the rule and disease would be a rarity.

In the absence of any exact knowledge concerning diet, any intelligent person is capable of learning something valuable by his own experience, and it would be wise to give the matter proper attention. People who have to work need their health, and they can better practice moderation than can those whose time hangs heavily on their hands and who have no other object in view but to indulge in every excess open to them.

It has been decided by the French government that from now on their army officers and under officers shall be free to marry the woman of their choice, although dowerless. Heretofore this was strictly forbidden. An officer's bride was forced to show that she possessed a certain income. The amount exacted with the wife for an officer was an income of £1,000, and for an under officer an income of £200. The law has been changed as the suite of a sad romance—the case of an officer who loved a school teacher and was forbidden to marry her. The public took up the matter and at present French officers are free to marry their sweethearts.

The increase of traffic on American railroads during the year ending June 30, 1899, which is the latest date of railroad statistics compiled by the interstate commerce commission, is illustrated in a marked degree in the increased casualties, which numbered 7,123 persons killed and 44,620 injured, and exceeded those of the preceding year by 264 killed and 3,738 injured. The casualties from the operation of railroads have been greater than those due to war.

The grave diggers have formed a union. It would be distressing if a walking delegate ordered a digger to strike before finishing a grave and made the corpse wait until an arbitration meeting could be held and a compromise made to allow the digger to attend to his business.

MOVING WESTWARD.

With the statistics all in, it has been found that the center of population has traveled westward, or, more accurately, a little to the north of west, during the last decade. With that fact fixed, the westward movement of other centers has received due attention and certain conclusions have been reached which are not at all derogatory to the United States. They can be scarcely regarded as final, but they tend to show strongly the trend of popular opinion.

The first of these movable centers is that of finance. By common consent London has been for years the financial center of the world. Not suddenly was this position reached. The continent not willingly gave up the scepter. Slowly but surely the English hive of industry became the point where the world's traffic converged. There was not a harbor where an English keel could swim that was not brightened by the English jack; not a trading post that did not display in the remotest corner of the globe the matchless product of the English loom. Every field of endeavor at its best displayed the unmistakable signs of English ingenuity and skill. There could be but one result: The world paid tribute to its acknowledged master and finance was enthroned in England. There is a well-grounded belief that this center with "the Star of Empire" is moving towards the West. The English hive is too small. Its home territory is too limited. The greater demand must seek the locality of the greater supply and already the United States has shown itself to be that locality. The movement westward has begun and it is conceded now to be but a question of time when this country will be the money center of the world.

For a good many years the different industries have had their centers somewhere abroad. Germany prided herself upon her woollens; London upon her tailors; the modiste lived only in France; Milan was so wholly the center of millinery as to give her name to the industry; a watch made outside of Switzerland was hardly worth the carrying; Lyons was complacent over her position in silk manufacture; Paris and London exchanged significant glances at the mere mention of the American painter; the German and the Italian find little to hope for from the American musician; and it was an Englishman who sneeringly asked, "Who reads an American book?"

The times, however, have changed. The American wit, self-poised, has simply bided its time. It has not only learned to labor and to wait but in the meantime it has kept its eyes wide open. Beginning at the end of the procession in the march of nations, it early made up its mind not to stay there and began to forge ahead. It soon found while keeping step to the European drumbeat that the pace was too short and the time was too slow and it organized its own brass band with Yankee Doodle for the National quickstep. A century of quick marching tells and it has told on these movable centers. Like the great movement of finance the course has been westward. We "don't have to" go to Germany for woollen goods or for anything else. The London tailor "isn't anywhere." The modiste has changed her residence and her nationality and now speaks "plain United States." Milan, as a place for millinery, is "way off." A Geneva watch is "no go." Lyons silk is "way back." European capitals as art centers are

"taking a back seat" and the American book at the present writing takes up "the middle of the road." In fact, the United States is "the whole thing," "only a little more so," and when these centers now moving in "get settled down," here shall be the radiating center for all that the world calls best and here must come for its sanction whatever hopes for its approval.

THE IRRIGATION CONGRESS.

A few days ago there was what was called an irrigation congress at Chicago. Representatives were present from the Far Western States and what they seek to accomplish is to induce the Government to make immense appropriations so as to bring water to what are now waste lands, and make them, as they say, blossom like the rose. They have talked this thing up hill and down dale in their own neighborhood for a long time. They realize its importance and its value. There are numerous private corporations which store, transmit and sell water, making money for themselves and their customers. There are thousands of ranches which would be valueless without irrigation, and the moisture problem is to such farmers most important. The irrigation congress was held in Chicago, not because Illinois agriculturists would be interested in the discussion, but because the agitators want to come as far East as they dare to promulgate their ideas and ambitions.

The proposition made by these enterprising Westerners is that the United States Government shall go into the irrigation business by the wholesale, or, refusing, it shall turn over the waste lands to the several state governments and permit them to engage in aqueous undertakings. Many long and chilly days are likely to occur before the United States extends this courtesy to the Western farmers, making ten shilling land worth a hundred dollars an acre. There is no warrant or reason for granting this decidedly remarkable and selfish request. If the Government is to furnish water for Western farmers, why should it not do the same for Eastern lands? If the Government is to furnish irrigation facilities, why should it not afford transportation facilities or supply ranchmen with artificial fertilizer free of cost? There is no question but that the water is a good thing for the land, nor is there any question but that fertilizers would be beneficial. There is as good ground for asking one as the other. Millions of money are invested in irrigating plants and the nation would scarcely wish to compete with private enterprise in a matter of this sort. Why the farmers of Michigan should be taxed to enrich lands away out West is not easily explained. Private capital can do all this, provided there is a demand for it, and surely it is a piece of effrontery to ask the Government to provide any such costly gratuity. The irrigation congress will have to hold a great many meetings before its sentiments secure general acceptance.

Alimony, like taxation, has no end, if the decision of a New York judge stands. The lady in the case got a divorce and alimony, and later on a brand new husband. Then number one thought that his contributions to the exchequer could cease. Number two, on behalf of his wife, sued number one for continuance of performance and won. This will keep the rent paid.

Village Improvement

The Landscape and Its Object.

Art's single duty is interpreting the Divine. Without her the senses are aware only of existence. They have eyes but they see not; ears but they hear not. Hands have they but they handle not and not until Art whispers to the dawning consciousness of the Supreme in whose presence it stands does it know, except as the brute knows, the physical world and the God that governs it. There comes a time, however, when the mind is not satisfied with the mere fact of existence. The morning comes in crimson and gold over the eastern hilltops; the air is attemple with bird song and brook song; blossoms from never failing fountains are flooding the world with fragrance and the desire comes to know what these things mean. Human thought stands in the presence of the Divine thought which His mighty finger has written on land and sky and sea and, failing to catch the full meaning, calls upon Art to interpret it. Dumb but with face aglow with the divine idea, with signs that humanity can understand she enters upon her task. She quarries the marble and with her cunning chisel she coaxes Zeus out of the Parian cloud that hides him and the pagan world falls down and worships. She communes with outline and color and straightway her canvas is sanctified with the Madonna and the Christ-child. Weary of motionless silence to express the thought, she takes her pen and lo! "In the beginning God;" and then, with soul hungering to hear "the voices of sweet song" which sculptor and painter and writer have vainly prayed for, she turns to the landscape as the mightiest agent of them all and there, in form, in outline and color, in motion and with the whole world of sound at her command, Art so interprets the stupendous thought which the landscape hides that the untutored savage even, with no revelation to aid him, understands the interpretation and worships the Great Spirit whose awful presence in the landscape he feels but can not see.

With this convincing proof of the landscape as a moral teacher, it is strange that it has not been earlier recognized as an incentive to all that civilizes and refines. Transferred to the canvas, it has been depended on to make better the home life it was sure to brighten. We build handsome houses after the plans of the best architects. We ransack the earth for the finest furniture—the most graceful in form and artistic in design. We spend money without stint in filling it from basement to attic with all that the world calls beautiful. The sculptor, the painter, music, literature, all are represented by their masterpieces and when the work is done, we believe the money is well spent because we have surrounded ourselves with this loveliness in the belief that the life influenced by such surroundings will, like these silent teachers, be pure and beautiful and good—attributes, be it constantly kept in mind, of the Deity that each in its way is trying to express.

Now, then, the landscape gardener is doing for the village what art in its varied forms is doing for the home, only with means that are limitless and with such masterpieces as common art can never possess. The architect has built the home wall enduring as time itself, as changeless and as monotonous.

How intolerable outside a wall like that would be! The Indian loom has covered our floors with carpets that have won the admiration of the world. How they yield to the footfall and how beautiful the design! Conceive, if you can, even a little dooryard with a carpet as lifeless as that, with never a growing blade of green and never a blossom clambering towards the light and lifting its dainty cup to be filled with dew. Rosa Bonheur and Millet have not forgotten us and we look with delight upon the "Horseshow" of the one and the "Angelus" and the "Gleaners" of the other. They have gladdened our homes for years; but is there one of us who would not leave his neighborhood, much as he likes it, if every time he went out doors he had to look at that vicious horse biting his fellow, the prayer-bent heads and the peasant women suggestive of a never-ending backache? No one can surpass me in grateful acknowledgment to the masters of melody for what they have done for our souls—Mozart, Beethoven, Haydn—I need not name them all, nor need I pretend to tell what the world would be to-day had they not been; but I know that the grandest harmonies their inspired fingers have won from the conscious strings have been the melodies sung first by the singers that the landscape loves. "My library is my dukedom large enough" and I have friends there that misfortune shall never rob me of; but, when their twice-told tales are tiresome, I know there are

"tongues in trees,
Books in the running brooks, sermons in stones,
And good in everything;"
and none more certainly than the landscape gardener can tell me where that place is.

I am laying special stress upon the need of this last to be acknowledged artist, because I know that the majority even of those who have village improvement at heart do not always feel justified in incurring the expense which his services involve; but experience has repeatedly proven that this is the only economical course to follow. His is the trained intelligence and without that the result is almost sure to be failure. We Americans like a good thing if we do not have to pay too much for it. In house building the money that seems most like being thrown away is what goes to the architect; and you who have tried to carry out a few ideas in regard to good road building know how like pulling teeth it is to get a cent from the farmer who is to be most benefited. That is the element that is sure to block the wheels of progress in village improvement and that is why I dwell so long on this part of my theme. There is the gist of the whole matter. That man is a type of his neighborhood and that neighborhood is fortunate if he and his are not in the majority. Here are a few ideas which in some way must be gotten into his soul. They form the underlying principles of the whole system, educational from first to last, to be carried out. Let us consider this:

There is nothing more remarkable in human life than the fact of its acting and being acted upon. The human mind is so far kindred to the Divine mind that it experiences pleasure whenever in the works of creation it sees evidences of the Divine artist. Human thought comes in contact with the Divine thought through the medium of a third substance formed by the one and seen by the other. Everything in Nature plays through the senses upon the flesh-

hidden soul. The sky, the wind, the waves—"the round world and they that dwell therein"—leave their impressions upon the consciousness of men. They crystallize into knowledge and just in proportion as this knowledge shows a recognition of the Divine in Nature so human life under its influence is cultivated and refined. Men need this culture, the end and aim of living. The landscape gardener, like the skillful physician, removes preventives and lets Nature unhindered work. That is the sum and substance of the whole matter. Let me call it the law and the gospel and urge the Village Improvement Society so to expound the one and preach the other that the community so taught may come to know the landscape gardener as the one authority upon whose judgment and skill they can safely depend.

Geo. S. Smith

99 N. Ionia St.

Phone 1214

Grand Rapids, Mich.

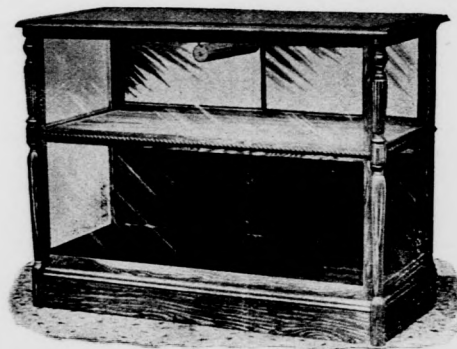
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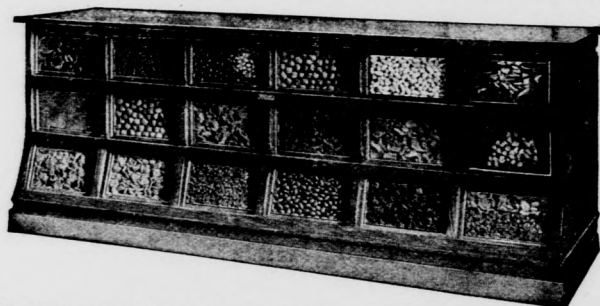
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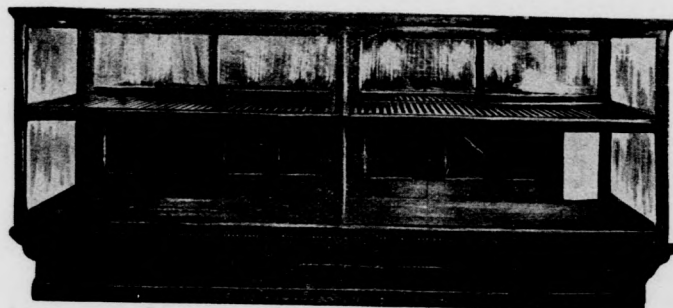
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That the landscape may best carry out its object, there are four elements whose influence and enthusiasm should be early aroused and exercised—the home, the store, the church and the school.

Little need here be said in regard to the home. It is the motive power which moves the whole. The great fear in regard to it is that the best home, and so the best home life, is a law unto itself and, with its drawbridge up and its portcullis down, is safe from all intrusion and inclined to let the "world wag as it will." It takes good care of its belongings outside and in. Self-centered, it brings its inmates to an early knowledge of all that is best in the world of thought and expression and in its limited domain permeates the atmosphere with the same sacred idea of the artist who, with the landscape for his pictured canvas, aims to teach his moral lesson. If these best homes can be induced to open their doors, the success of the Improvement Society is assured, for there in every community is the highest ideal and there, too, is to be found the culture, or the longing for it, which inspires the whole.

I mention the second element with a pleasure which I shall not attempt to conceal. I am well aware that a country store is not looked upon by the cultured few as a place where education and refinement have taken up their abode. I know that, too often, it is little and low and dirty; that at night, when the day's work is done, the idle and the good-for-nothing lounge in and that the evening is spent in the coarsest gossip. The man behind the counter is oftener in his shirt sleeves than otherwise and he says caow through his nose; but very often it is that that shrewd business man who never bothers with cuffs or about his finger nails is the man who should have a very prominent place in the Village Improvement Society. He is about the only man in the community who knows anything about business, a very essential element in the work to be planned and carried out. His often uncouth exterior is, just as often, wholly on the surface and with a quickness that occasions surprise he catches the idea and is ready to help carry it out. He knows the community to a dot better than any other man in it and, nine times out of ten, by his popularity with them will accomplish what no other man can. If there is any ready money in the village he has it; where his interest is enlisted he is liberal with it; and when it comes to carrying a project through, your business man will accomplish it if it can be done. That he may be the man who needs most the improvement is little to the purpose. He will be the first to acknowledge it, and unless he differs from most instances, he will be the first to benefit by it. I heartily commend the business man to the Village Improvement Society the world over.

I sincerely hope that every person within sound of my voice will be ready to insist that I am wrong in the assertion that country church societies, if there are two or more, can not be depended on too much in this work of village improvement. The insistence will indicate an experience wholesome to the community but contrary to my own. There is too often a pious fear that the other church is having altogether too much to do with the management of this public enterprise; and, therefore, what should be the strongest helper in this public benefaction is often the weakest. The clergymen are generally men who could not, if they would, add

to their already burdensome cares and anxieties and not all of them are ready to believe that there can be a greater Village Improvement Society than their own church organization. The landscape theory is beautiful in its way. That thought of its having the Deity lurking behind every feature of it is somewhat paganish, but the bare idea of a landscape artist being the best interpreter of that Deity is little less than blasphemy! That is the mission of the church. Alas! yes; and the village everywhere shows how that mission has been fulfilled. The home and the store may be able to wheel this third element into line. So let us hope. Forewarned is forearmed; but it is here submitted that it can be done only by fasting and prayer.

I can conceive but one greater stumbling block in the path of the Improvement Society than the average school board trustee and that is the average country school teacher. I have seen generation after generation of him live summer after summer and winter after winter in a school house without making an attempt at improvement outside or inside. You know how too often it is the "ragged beggar sunning" that Whittier calls it. I have never been able to understand how parents professing to love their children can send them to such a school house and to such a teacher and have hopes of entering the kingdom of heaven. It and its surroundings have nothing in common with the "thoughts Divine" of Nature's landscape. It is no thought inspirer. The acknowledged home of the neighborhood's learning and culture, it has neither, and the element which should be the strongest in this uplifting is the weakest. Right there can the Society's best work be done and if it can make of the school house "a thing of beauty and a joy forever," it will earn the everlasting gratitude of all mankind.

With these influences at work under the guidance of the landscape gardener, there can be no doubt of the much desired result. With the living earth for his canvas; with growing trees and vines, with heaven's own blue and sunlight for color; with sighing winds and surging streams and singing birds to gladden with their song, he lifts his wand and the landscape, thrilled with the Divine behind it, is ready for its work. It changes with the seasons. Summer, a half-unfolded rosebud at her throat, saunters through fields of green washed in sunshine and splashed with bloom. Autumn, her golden hair unbound, blesses the orchards and the corn, fields and the woods at her coming are gorgeous in purple and crimson and gold. Winter, in ermine, chants the funeral dirges at the grave of the snow-shrouded year; and Spring, garmented in sunshine, stands later at that same grave and the Lazarus of last year's verdure comes forth at her command! There is not a picture among them that does not tell its own sweet story in its own sweet way and not one of them that does not discover in color, in form and outline, in motion and in music, the Divine thought behind them that seeks expression.

That is the landscape. Need words be wasted now in stating in detail its object? Do we not see, do we not feel that mature life must be bettered by such beauty and that childhood reared in such surroundings must carry with it into the world a wealth of purity, of goodness and of truth in that limitless abundance that only the living land-

scape picture can give? The thrifty street, the leaves of tree and vine, the country store, the well-kept inn, the often-mown lawn, the embowered home, "the quiet church that tops the neighboring hill," the little but comely school house hidden in shrubs and trees, with "the blue sky bending over all," make a pleasing picture which, like the handsomely furnished home, will teach its single lesson if it realizes the object for which it was created. From its presence shrink back the coarse and the rough. The ugly gives way to whatever is beautiful in action or in speech and wherever these are, culture and refinement are sure to come. We need not ask, "Is God there?" The sky, the leaf, the wind, the breath of blossoms, the snowflake, the unseen air itself reveal His presence and they who have been reared among such surroundings can feel with Mary of old, if they do not say, "I have seen the Lord!"

The reason why the landscape gardener has not been earlier recognized is because Nature is the superior artist, accomplishing in the mass what man can only master in miniature. He is a part; she the one stupendous whole. She pictures a continent; he a corner of it, so that the landscapes that most of us remember are wide stretches of hillside and valley laced together with meandering streams, with the old homestead nestled somewhere among orchards and cornfields. A landscape like that has followed me all my life. I can see it now:

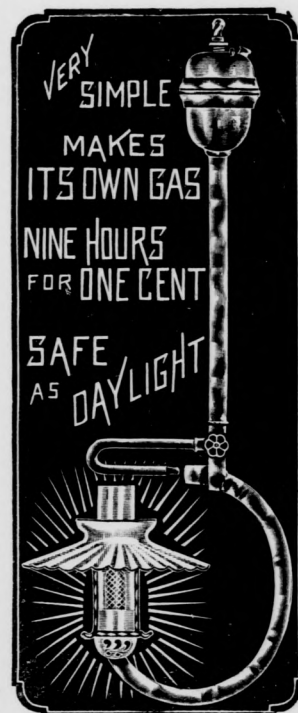
"The orchard, the meadow, the deep tangled wildwood,
And every loved spot that my infancy knew.
The wide spreading pond and the mill that stood by it;
The bridge and the rock where the cataraet fell;
The cot of my father, the dairyhouse high it,
And e'en the rude bucket that hung in the well."

In the presence of that landscape there can be but one conclusion: The humanity blessed by it will carry that blessing wherever it goes and so make better the human life it comes in contact with. That is the purpose, the object, of the landscape and if the Village Improvement Society can accomplish this object their labors will be blessed indeed.

The story that he once said Alaska was an island is being persistently used by a Salt Lake paper to defeat the ambition of one of the seekers of the United States senatorship from Utah. If reiteration will effect it the man is whipped.

G. J. Johnson Cigar Co.'s clippings are pure, clean and free from dust and cut especially for pipe use.

If you want the Very Best Gas Light



Equal or better than 5 electric bulbs or mammoth Rochester kerosene lamp for

20c a month

you can have it anywhere with gasoline at 12 cents a gallon if you will get the

Self-Making

BRILLIANT GAS LAMP

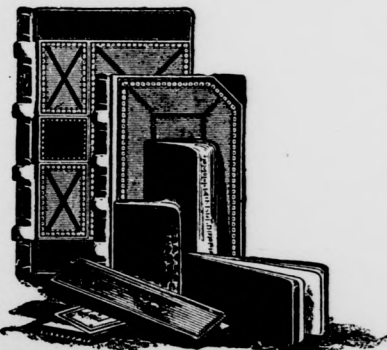
The country has been flooded with cheap and worthless ones. Take no chances, get the best. Ours has been on the market for three years. Over 30,000 in use. It is always right. Write for particulars—one agent for each town.

Brilliant Gas Lamp Co.

42 State St., Chicago

GEO. BOHNER, Agent

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

Shoes and Rubbers

Pitfalls in the Pathway of the Retail Dealer.

The life of a retail dealer, like that of every other person in this vale of tears, is beset by temptations, most of which may be, all of which should be, and some of which must be avoided. Probably there are not more temptations spread before him than before the other dealers in the same locality, but it is not within the province of a shoe journal to pose as the custos morum of the craftsmen in other lines. Therefore this article will be limited in its scope to the temptations of the shoe dealer, who has not the same inducement to imperil the welfare of his immortal nature by mendacity as the horse dealer and amateur fisherman.

Of course it is not to be inferred that all vices to which humanity is subject are constantly seeking to fasten themselves upon the brotherhood—that there are snares and pitfalls going about as a roaring lion seeking what shoe dealer they may devour, but there are many ways in which the business may be injured more through inattention than by reason of any positive wrong doing, and it is the intention of this paper to point out a few of these.

Probably extravagance would be put down as one of the chief reasons for failure to reach the highest degree of success and it may well be so considered. Just what constitutes extravagance is, in Kipling's words, "another story." Certainly good store, good front, good fixtures and good stock can not be considered extravagances, but there is a vain and useless ostentation which is not necessarily part and parcel of the business. To hire a store because it is the highest priced place in town, when another equally well located could be rented for half the price, is a waste of money that might well be saved. The fact of having the best store in town is a desirable feature, while the fact that one simply pays the largest rental only indicates that the fool killer is probably on strike.

Furniture and fixtures should be kept fairly up-to-date, still it is not necessary to throw out all the furniture every month to make room for the latest novelty.

Clerks and salespeople should also be considered in the matter of economy.

Those who are seen by the public should always present a neat appearance, and at the same time it should not appear that they are dressing better than they can afford on the salary received.

The personal appearance of the proprietor should be like Caesar's wife—above suspicion. Shakespeare's advice was good: "Rich thy apparel as thy purse can buy;" and his reason was the acme of wisdom, "The apparel oft proclaims the man." The business man in whatever line should always appear prosperous and his clothing is the only index of prosperity which he has constantly with him. To be around the store with a ragged coat is economical from one point of view, but a wrong point. The world loves success and success is not complete without its "outward and visible sign."

A word may be said in this connection about the wife and family of the dealer. Many a man seems to think that his wife and family have no relation to the business, but that is another snare of the adversary. When people

see Mrs. Shoeman going down street with a faded dress and back number bonnet, they immediately argue that Mr. Shoeman either is not doing as good a business as he appears to do or that he is gambling and wasting his money in the riotous living of the bucket shop. If the lady is seen well dressed and happy in the possession of much headgear, the neighbors all say, "Shoeman must be doing a big business to keep his wife dressed so well," and there is the further argument, not formulated in words, perhaps, that Shoeman's is a place to look for the latest styles and the best goods.

Just what should be spent for clothing and for other personal expenses depends all on the individual case, but there is a pitfall on either side of the pathway—on one side extravagance, on the other parsimony. The question confronting the dealer is not, "Choose ye this day whom ye will serve," but how to avoid either extreme and remain in the narrow middle line which is the only one leading to success.

In mentioning the engines of destruction that menace the peace of the dealer the friend who wants an endorser on his banknote must not be omitted. The man wanting endorsement is like "the poor ye have always with you." He is a perennial sempiternal vampire, he is more to be avoided than the daughter of the horse leech. How many retail dealers will rise up and say they have never been approached by the endorsement fiend? And, further, how many can truly say that they have escaped his wiles and blandishments? There should be a law permitting the slaughter of this class of miscreants, but unfortunately they are protected by the law they are constantly violating. The endorsement fiend is not so much a pitfall as he is a kind of mercantile tapeworm and drastic measures should be adopted to get rid of him.

The man who wants to buy shoes on credit is another "old man of the sea," as credit customers usually are in business run on a cash basis. Of course the credit customers are one thing, but that is not the class referred to. It is the man who has never bought more than one pair at a time, and never more than two pairs in a year. All at once he discovers that he needs more shoes and that the dealer may be worked for a philanthropist. He should always be told that the dealer on the other side of the street has opened a credit department and should be encouraged to go there for his goods.

The drummer is another person to whom the dealer should be able to say "No" and mean it. It is the drummer's business to sell goods, but it does not necessarily follow that every retailer is obliged to give a bigger order than the requirements of his business demand or justify. The drummer is a good man to keep on the good side of, but he is not to be placated by giving orders for goods that will soon be on the bargain counter.

Stock, particularly in the case of a young man starting in the business, must be carefully and discriminatingly selected. The proprietor should know better than anyone else the requirements of the local trade. Then, in giving his order, he should never exceed a reasonable maximum. The application of this principle is apparent in the case of shoes of ultra fashion which will be in style only a month or two at best and then will be as much out of style as sandals for ordinary street wear. With

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



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.

Rindge, Kalmbach, Logie & Co.,

Manufacturers and
Jobbers of

Boots and Shoes

Grand Rapids, - Michigan.

Agents Boston Rubber Shoe Co.

the drummer combine the wisdom of the serpent with the harmlessness of the dove, with the wisdom on guard. Don't fall into the pit of too large orders or the next plunge will be into bankruptcy.

Man is a sociable animal and therefore there are many sociable vices which await a slight deviation from the straight and narrow path—not necessarily in the matter of appetite, but there are other evils which take the time, the money, the strength and the vitality of the victim. Gambling, probably, is the most common and the surest to ruin the devotee. The "quiet game" of the beginning is without limit at the close. Someone must win and, conversely, someone must lose. There is not the healthy stimulus of rivalry and competition, but the determination to win and the nerve-destroying attempt to win at all hazards. Gambling is a vice, pure and simple, and should be so regarded.

The stock market affords another means for the dealer to dispose of his superfluous cash. Well-dressed, prosperous-looking men are going about constantly telling their acquaintances—"friends"—how much money they have made on the market during the past week. If the listener is easily influenced he is taken to a bucket shop and put in the way of making an easy fortune. But, alas, he always makes an error somewhere and all his earnings are divided between the bucket shop and the friend who brought in the new victim. Many states have declared bucket shops illegal and money lost there is subject to the same rules as money lost by gambling. A safe rule for a young shoe dealer is to keep out of the bucket shop.—Boot and Shoe Recorder.

Steady Call For Wooden Shoes by Many Foreigners.

There is a market for wooden shoes in Chicago, but that fact does not mean an increase in Dutch comedy turns on the vaudeville stage. To the average mind a vision of the big, clumsy wooden shoes of the fatherland is inseparably connected with footlights, a long pipe, a baggy German cap and the other inevitable parts of the "make-up" of the familiar comedian who rolls his "r's" horribly and talks about "Loole." All the wooden shoes do not grace the stage, however. In fact, so small a proportion of the entire product is required by the actors who make a specialty of clumping around the stage in sabots that it is not even appreciable. But the demand for the big wooden shoes continues. Where do they go?

People who deal in them—and there are more firms carrying them as a side line than one would imagine—have different answers to the question. Of course, no firm deals exclusively in wooden shoes. The demand does not reach such proportions as all that. But in nearly every house dealing in wooden ware there is a steady call for the wooden shoes from the class of people who were used to wearing them in the fatherland and are not happy without them—immigrants from the Netherlands, where the shoes are immensely popular in the wet and swampy parts of the country, owing to their imperviousness to water. These people are employed in large numbers on the farms in the country surrounding Chicago—not in walking distance, of course, but in the trade limits of Chicago firms. Both men and women find employment on the vast acres of the adjoining states, tilling the soil, planting, weeding and doing all the other little stunts which fill the

markets with potatoes and cabbages and things. They have been used to wearing wooden shoes in the old country. They can not get accustomed to leather shoes. They don't want to get accustomed to them, in fact. They would rather slip on the sabots, in which they can splash through mud and water if need be without danger of wet feet.

Passengers on the suburban trains which run through the market garden country west and north of Chicago, if they peer closely at the figures bending and toiling over the rows of lettuce or beets, will often see the preposterously big wooden shoes, not peeping, but staring out from beneath the blue gown of some Holland maiden, quite as they did a few years ago in her native land. She likes them, and when she goes to the general store of the village she asks the dealer to get her a pair—They are very cheap, compared to leather shoes—50 cents will buy a pair, and they will outwear half a dozen pairs of shoes, in fact, they are almost indestructible under ordinary circumstances, and that recommends them to the thrifty foreigner who must count the nickels. Not all of them are to be found in the fields, however. Men in a few odd vocations have discovered that the old wooden shoes are better for some purposes than their more pretentious cousins of calf or cowhide.

In work which keeps a man in a very hot place, such as stoking in a big furnace room or in the heart of a lake steamer, the wooden shoes are said to lay away over leather foot coverings. Not only are they easier on the feet, but they do not dry up and crack and wither away in the heat as the \$3 shoes from the American factories do. Wood is a slow conductor of heat, compared with leather, and the excessive thickness of the wooden soles allows the stokers who wear them to stand and walk for hours on a floor so hot the hand could scarce be borne upon it, and yet their feet do not feel the excessive heat. It does not penetrate the wood.

In the rear rooms of some of the larger butcher shops down town which cater to the restaurant trade a great number of chickens are killed and dressed every day. These are not pleasant places to work in. They reek of blood and the steam from the kettles in which the fowls are plunged to loosen their feathers. The floors are slimy and slippery with the blood of hundreds of slaughtered chickens and the men tramp about in wooden shoes. They say they are the only things to wear in such work. Leather shoes rot very rapidly, and in a day or so the blood and moisture seeps through their seams and makes things unpleasant and unhealthy. The wooden shoes are so heavy and thick it would take a year for the stuff to wet them through, and so the wise butchers wear them. They say they do not mind their weight after they become accustomed to them. The thick soles add two or three inches to everyone's height; and altogether the queer things which most people see only on German comedians seem to fill a place in the commercial world made for them alone.—Chicago Chronicle.

Baby Story.

Schoolboy—Did you know about that baby that was fed on elephant's milk, and gained twenty pounds a day?

Schoolmaster (indignantly)—No, I didn't. Whose baby was it?—answer me or I'll thrash you.

Schoolboy—The elephant's baby.

Please note the reduction in price effective Dec. 1 on G. J. Johnson Cigar Co.'s clippings for pipe smoking.

"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.

Snappy, Stylish,
Up to Date

Our Own Make Box Calf Shoes

Made of the finest material, expert workmanship; made for dressy wear, still retaining all the qualities of durability and service.



HEROLD-BERTSCH SHOE CO., Grand Rapids, Mich.

For Prompt Service

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



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

HIRTH, KRAUSE & CO., Grand Rapids.

...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.

POSTAGE STAMP PROFITS.

How the Sale of Stamps Can Be Made to Pay.

The average merchant sees nothing except trouble in keeping stamps on sale to accommodate customers.

And yet there is a feature about this apparently unprofitable line that should not be overlooked.

Perhaps your store is quite a distance from the postoffice or if close by you keep open later than the postoffice. In either case you can turn the sale of stamps to advantage.

The article republished below from the Spatula addressed to druggists will apply to any retail store anywhere, hence the details are simply interesting to find out the "how" of the thing:

Other than bringing people into the store, most druggists are unable to see in what way they can derive any benefit from supplying these small and much used commodities to the general public. Except the favored few in cities, who have appointments as sub-agents for the postoffice, the druggist gets nothing but a "thank you" for his time, attention and investment in handling stamps, and even that is quite as often omitted as made use of. Until the Government sees fit to allow a discount to all druggists who sell stamps to accommodate the people at a distance from the postoffice or sub-stations and out of post-office business hours, they must accept the established order of things and not disappoint the public in the stamp supply, any more than they would try to conduct their store without a city directory for the public convenience or attempt to charge for its use. Should some such concession be made by the Post-office Department, the per cent. would necessarily be quite small, and, figured on the yearly stamp sales of the average pharmacy, would net but a trifling sum.

An automatic stamp-vending machine has been placed on the market which supplies two two-cent stamps in an ordinary blank envelope when a nickel is placed in the slot. Here a profit is made on the envelopes, but the cost of the machines and the trifling margin on small sales seem to have prevented their coming into general use.

In our opinion, the "game isn't worth the candle," trying to get a direct profit from the sale of postage stamps, but the indirect benefits are worth looking after. As a means of bringing people into the store, stamps are certainly a success, and it depends upon the manner in which stamp customers are treated whether they will come back again when they need drugs, want perfumes, cigars or stationery or have a prescription to be filled. It is, therefore, of some importance that stamp customers be politely and pleasantly served and made to feel that they are welcome to the accommodation.

An advertising scheme can be used effectively and at small expense in the sale of postage stamps. Provide your stamp drawer with a small supply of small white or tinted envelopes, about 1 1/4 x 3 inches is a convenient size, on the front of which your advertisement is neatly printed. As many persons have no convenient way to carry stamps, their purchase can be placed in one of these envelopes, and you know that that one advertisement at least goes into the customer's home.

It costs from \$1.50 to \$2.50 per thousand, in addition to the expense of printing, to distribute advertising matter from house to house. You pay a penny postage on every circular or card you mail to your customers. These postage stamp envelopes are distributed for you free and are carried home personally by the very people you wish to reach. As the advertising space is small, don't use a general drug advertisement. The comprehensiveness of the term "Druggist" after your name is well known, and will complete an advertisement setting forth the virtue of some specialty of home manufacture. A most effective use of this envelope

scheme is to make each envelope returnable as a coupon good for five or ten cents when applied with additional cash to the purchase of a twenty-five cent bottle or package of some specialty. As you control prices on the goods of your own manufacture, you can afford to do this to introduce them and not break down established prices. When one article is well introduced, the rebate offer on that particular thing can be withdrawn and made to apply to some other preparation. In this way you make the best of an "ill-wind" and change an annoyance into an advertising opportunity.

Why Envelopes Are Redeemed and Stamps Are Not.

Some people have an idea that the Government redeems postage stamps when from any cause they become unfit for use or are difficult to use. Frequently sheets of stamps are stuck together, or are torn or injured. The loss, if any, falls upon the owner, as the Government refuses to assume any responsibility of stamps when once sold. The agents of the Government, the postmasters, can redeem stamps which they have for sale, if through any accident they become unfit for use. But when the citizen buys a stamp he either uses it in the legitimate way or else he is out the value of the stamp.

The Government, however, redeems stamped envelopes. If one should happen to be misdirected or should become blotted, or for any reason a person should wish to tear open a stamped envelope after he had sealed it for mailing, he can bring it to the postoffice and get a brand new envelope in its place. The reason for this difference in the treatment of the adhesive stamp and the stamped envelope is that the adhesive stamp can be used and then washed and passed as good, unless a careful scrutiny is made. If the Government should begin the practice of redeeming adhesive stamps, the opportunities for fraud would be increased. Then the adhesive stamps are manufactured at a cost to the Government, which the stamped envelope is not. The stamps are furnished to the public at the face value, and out of this has to come the cost of manufacture, but in the case of stamped envelopes they are sold at their face value, plus the cost of manufacture.

To Make Paint Stick to Iron.

In order to prevent paint from detaching itself in large flakes from iron surfaces, all that is necessary is first to wash the surface to be painted, with soap and water, rinse, and let dry. When dry, go over it with a stiff brush dipped in hot linseed oil. When this becomes "tacky" the paint can be applied. If the object is small, and of such a nature that heating will not hurt it, raise the temperature until a drop of oil brought in contact with it "smokes." Go over the surface carefully with the raw oil, and let cool. It is now ready to receive the paint. With large objects which can not be heated, the main point is to apply the oil as hot as possible, the nearer to boiling the better. Objects thus painted will preserve the coat of color for an indefinite period, the paint being unaffected by heat or cold, excessive moisture, or excessive dryness. Wood exposed to the weather should be treated in the same manner.

Patent Leather Shoes.

The patent leather shoe is going to be extensively worn by women during the next spring and summer, and retailers are placing orders accordingly. Manufacturers report that they never had such a demand for patent leather shoes as is coming upon them for the next trade. They state that women have taken a liking to the shoe made of patent leather on account of giving the feet a neat, dressy and trim appearance at all times. While manufacturers do not like to make the patent leather shoes they are forced to do so if they wish to cater to the demands of the trade.

A man may be pessimistic for himself, but optimistic for his race.

Mail Orders

Use our catalogue in sending mail orders. Orders for staple boots and shoes filled the same day as received. Full stock on hand of Goodyear Glove and Federal Rubbers. Send us your orders.

Bradley & Metcalf Co., Milwaukee, Wis.

Headquarters for Decorated Opalware



We offer to the trade (as long as they last) 50 barrels Decorated Opalware. We have made arrangements with the factory to give every piece a nice, showy decoration, entirely different from the ones sold by many wholesale houses now days.

One-half doz. of each of 24 varieties of articles retailed at 10c each.

- | | |
|--------------------------------|-----------------------------------|
| 1/2 doz. Match Boxes. | 1/2 doz. Match Holders and Trays. |
| 1/2 doz. Puff Boxes. | 1/2 doz. Teapot Stands. |
| 1/2 doz. Powder Boxes. | 1/2 doz. Utility Trays. |
| 1/2 doz. Jewel Boxes. | 1/2 doz. Comb and Brush Trays. |
| 1/2 doz. Spoonholders. | 1/2 doz. Work Trays. |
| 1/2 doz. Toothbrush Holders. | 1/2 doz. Trinket Trays. |
| 1/2 doz. Flower Vases. | 1/2 doz. Jewel Trays. |
| 1/2 doz. Candlesticks. | 3 doz. Assorted Trays. |
| 1 doz. Assorted Hairpin Boxes. | |

12 doz. in barrel @ 75c doz. \$9.00
barrel 35

DE YOUNG & SCHAAFSMA,

Importers and Manufacturers' Agents,

112 Monroe Street,

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.

The Meat Market

A Half Hour in a Butcher's Shop.

The easiest description is the simplest: "A spare woman in a calico gown with a little shawl over her head," is soon stated and answers every purpose. She ordered a pound and a half of porterhouse steak. "I have a fine cut of round steak I can give you this morning, if you like. It's young, juicy and tender. Will you try a cut?"

"No, I guess not. No doubt it's good and all that, but Mr. Smith works hard and he has to have good meat. As he says, the best ain't any too good for him. I know that some women have the faculty of cooking round steak so that it'll be as tender as the porterhouse, but I never could. I can't bother with it. When the time comes for cooking it I want to cook it and have done with it; and when all's said you don't save much. It's only a few cents and, as he says, it don't pay. I guess I'll leave the round for the folks in the other house. A pound and a half, please."

Butchers are not all pious. This one isn't. When the woman went out he growled out that word that begins with a d and ends with an n and that the printer can't set up because he hasn't large enough type and he would have to use all capital letters. The weather, probably, had something to do with the meat man's emotion, shall I call it?—and only the jist of his sound common sense can be here repeated. The fact is, however, that the hardworking and most worthy woman can not be made to understand that, for the sake of saying that she eats only porterhouse steak, she is foolishly wasting her husband's substance and her own strength in trying to make up in some other way for the money she is throwing away in this. The round steak incident is an illustration. "I know that piece of meat I offered her was as tender, if not tenderer, than the"—let us say the "plain"—"porterhouse. The difference was 15 cents. One was solid meat and a quarter of what she carried away was bone. I know her, and what is left she'll throw into the garbage can except the bits that she puts by to feed a measly little poodle with a blue ribbon round its neck! She came in here with him one day. I won't have dogs around me, and I pretended I had poisoned meat lying around for that kind of visitor. She scooped him up in her arms and out with him and I haven't seen him since. She's a dressmaker, or something of that sort, and she can't afford to buy porterhouse steak the year round. Somebody ought to tell her that she'd be better off if she'd stop sewing and give her time to her kitchen. That round steak, though, that she turned up her nose at is where she missed it. She won't have another chance like that in this shop, not if the court knows itself."

"How about 'the folks in the other house?'"

"Good! I was coming to that. She's one of these little bright-eyed women who knows a thing or two. You can't fool her on meat. She knows every part of the carcass 'most as well as I do and you don't sell any extra bone to her. There's where she gets this last woman every time. The other one will take a neck piece and get more real nourishment out of it than this one will out of the same weight of solid porterhouse, for a fact. Her husband is a mechanic and is laying up money hand

over fist; and I know she is helping him by her good management. They own the house they live in. They have two children, and they don't keep pugs! Do you know, if my wife was one of these pug women, I'd sell 'er and kill the dog and start in over again! Heigh! There's the sun."

It had come out, indeed, and glorified everything and gloom at the sunburst fled; but when another "spell o' weather" settles down upon that butcher's shop the Tradesman's man intends to be there, too.

Rabbit Driving Out Mutton In England.

From the Meat Trades Journal.

The sheep as a source of food supply is beginning to find a rival in the rabbit, particularly the Australasian animal. In two years the supply has more than doubled; and down to the end of last month our imports this year reached the large bulk of 16,085 tons of dead rabbits. This great weight of dead rabbits is equivalent to about 600,000 New Zealand sheep and to even a larger number of Australian.

After a poet gets famous all the girls fifteen years older than he remember that they used to go to school with him.

How Price Cutting Commences.

A jobber gives the following somewhat terse account of how price cutting by jobbers generally commences:

"A traveling man starts out on his route and finds business exceedingly dull. A man sitting in the office of the wholesale house employing him drops him a note, asking him why no orders are received. The traveler writes back the condition of things, but does not send any memoranda with it. He works conscientiously and hard, but the roads are bad, farmers are not getting their produce to market and are unable to get to town to buy what little they need and are ready to purchase. The merchants on the traveler's route still refuse to place orders in advance of actual requirements, although he dilates nobly on the trade that soon must materialize."

"More letters come from the man paid to do the 'punching up' for the house. More explanations and more fruitless efforts are made by the traveling man, with the sole result of additional letters, now of an exceptionally severe tone. Then he gets desperate, walks into a store where he is well known, and says: 'Mr. —, my house tells me I must sell goods; can't I take your order?' Something in the expression of the traveling man's face checks the refusal which was on the merchant's

lips when he saw him coming, and a conference ensues, with the final result of an order for goods, it is true, but at prices which startle the 'house' when it is received. A very strong interrogation point comes in the next letter, and the poor traveler writes back that he had to do it to meet prices made by another house. That is a clincher for his employers, and they have to grin and bear it. Inside of a week the prices made by the salesman are known within a radius of a hundred miles, and are met by the representatives of other houses in the same line.

"I have told you what many of the jobbers really believe to be the genesis of most of the demoralization of jobbers' prices that you hear so much about, but I leave it to you to determine whether the traveling man is altogether to blame, and whether, if such an impossible state of affairs should exist as the transaction of business without the travelers, conditions would be different."

The best pump in the world can not lift water from a dry well, but there is water down lower and a dry time is the best time to dig for it.

Man is the architect of his own fortunes, but he would often get on better if a board of building inspectors was appointed to look after him.

The President of the United States of America,

To

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

MEETING:

Whereas,

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore,

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

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

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

Witness,

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

[SEAL]

ROWLAND COX,

Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,

Clerk

Woman's World

The Effect Must Inevitably Follow the Cause.

One of the strangest peculiarities of the feminine temperament is the blind faith every woman has in luck. Life isn't an exact science with her. It is a series of accidents that are just as liable to turn out one way as another. She entirely ignores cause and effect in her calculations and you can never convince her that any particular line of conduct must inevitably produce certain consequences. She is a plunger who depends on something happening at the last minute to save her from the effects of her ignorance or folly, and if it doesn't she never blames herself. She washes her hands of all responsibility in the matter and lays the result on her bad luck.

This is so widely true that we have special phrases for expressing it. If a woman goes into any business or profession and by the use of tact, good judgment and hard work achieves success, we don't give her credit for it. We say she is lucky, precisely as if her success was as much an accident as drawing a prize in a lottery. If she is shiftless and lazy and uses neither sense nor discretion in her affairs, when the inevitable happens and she fails, we don't say that it is the result of her being so little account. We shift the blame on to fate and pity her for being so unlucky. Let two or three idle, wasteful, novel-reading women fail at keeping boarders in a certain house and no other woman will rent it, no matter how desirable the location. They say it is an unlucky house, but never attribute the failures to the trifling housekeepers. Even for woman at her worse we have the excusing term unfortunate, as if it were merely a matter of luck whether a woman should be true and honest and good, or false and wicked.

It is really nothing short of appalling to realize to what extent we carry this fatalistic theory. It pervades every grade of society from the highest to the lowest and colors every act of our lives from the most insignificant to the most important. None of us, for instance, in going to our dressmaker's, feel that we can count with the slightest certainty on the result. She goes through a kind of hocus-pocus of measuring us, and we sit down and plan out the agreement together and suggest how we want it made, and then we have an attack of heart failure as we turn over the goods to her, because there is no telling what we are going to get back. It may be a gown that is a dream. It is just as likely to be a nightmare. All the divinity of the shears will commit herself to is a vague hope that she will have good luck with it, and there we leave the matter. For we are both women and realize that it is in the hands of chance.

In the kitchen the same dark and pessimistic belief prevails. Nobody ever knew a cook who felt that she was in any way to blame when the bread was heavy or the meat burned or the potatoes soggy. It is always a case of bad luck, for which she does not consider herself personally responsible any more than she does for a thunder storm or a bolt of lightning. In one of George Eliot's stories, the old schoolmaster offers, as the final proof of the superiority of the masculine intellect over the feminine, the fact that for forty years he had never once failed to make his porridge exactly right, while no woman

could ever strike a good average in porridgemaking. One time it would be superlatively good, the next execrably bad, but never twice the same. Certainly we shall go on to the judgment day—which is being unduly hastened for some of us thereby—eating bad cooking until housekeepers learn to put less faith in luck and more in the measuring pot.

Then, look at the way women marry. Not one in a million ever brings any common sense to bear on the subject of choosing a husband. She depends entirely on luck. Did you ever watch a woman bet on the races? She takes up a card and scans the entries and picks out a horse because she likes its name or she fancies the color his jockey wears or for some other reason just as absurd. She doesn't bother her head about his past record or future promises. That's pretty much the way she chooses a husband. Some little thing about him takes her fancy and nothing else counts. It's a sheer waste of breath to point out, if he is undesirable, what the logical results of marrying him are sure to be. You try to show her that the man who has been dissipated before marrying is certain to be dissipated after and what being a drunkard's wife means. You try to convince her that the fellow who is too good for anything and lazy to support himself isn't going to hustle out and take care of a family. She goes right along and marries him in spite of it all. It isn't that she doesn't believe you or that she is too silly to realize the results of the catastrophe she courts. It is simply her blind belief in luck—that somehow the impossible will happen for her and that she will always be happy and prosperous. When it doesn't, and she is called on to reap the harvest of her folly, she spends the balance of her life in sympathizing with herself over her bad luck in marrying, but she never reproaches herself for being a fool.

It is the same way about bringing up one's children. It does look as if anybody on earth ought to have sense enough to appreciate the fact that a spoiled, self-willed child who is permitted to be insolent and disobedient and is never required to do anything but what he chooses is going to grow up into a man or woman who will defy authority and bring sorrow and anxiety to his parents.

Two and two do not more surely make four than this result follows such a rearing, yet every day of our lives we see mothers and fathers who are preparing such a future for themselves. Half the women you know make no effort to control their children. They are just calmly sitting down trusting to luck and waiting for Providence to perform a miracle and save their children in spite of them.

"You never can tell how children are going to turn out," they remark complacently. "You see good people's children go to the bad, and bad people's children who grow up into the prop and stay of the community." So you do, and so you will just as long as there are silly saints and wise sinners; but the mother who is depending on luck for her children to turn out all right, instead of teaching them self-control and grounding them in rock-bottom principles, is likely to have a long time in which to repent her error.

There is no lottery, you know, in which the blanks do not enormously outnumber the prizes. A child whose raising was confided to chance may grow

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Grand Rapids, Mich.

up into being an honor and a credit to his parents, but the odds are too much against it. The risk is so desperate one can but wonder that any sane person would take it.

Another strange thing is the fact that women generally should attribute health to luck instead of hygiene, but they do. They may defy every physical law, but they are always amazed when they are called upon to pay the penalty in suffering. It would be funny if it wasn't so pathetic to note the attitude of women on this subject. A working woman will live on tea and toast and chocolate creams when she ought to have nourishing beefsteaks; she will sit up nights to trim hats when she ought to be asleep; she will run herself to death out of working hours over fads or causes, and then she expects you to pity her because she was so unlucky that she broke down and had to give up her place. A society woman will work harder than any dray driver, dragging around to an endless number of teas and receptions; she upsets her digestion nibbling sweets and supping on lobster at midnight, and then she bewails herself in being so unfortunate as to end the season with nervous prostration. But none of them blame themselves or think they brought their ill health on themselves. Oh, dear, no! A woman's being an invalid is always undeserved bad luck.

There's the woman with sickly little children. They are permitted to eat candy all day long and to sit up to small hours of the night, and their mother is lost in wonder why they should be so delicate, while Mrs. Brown's children across the street are so healthy, and she finally explains the phenomenon by saying that Mrs. Brown is so lucky with her children. It apparently never occurs to her that Mrs. Brown's luck is no luck at all. It is just good management and common sense; but this view of the subject will never commend itself to her. She is too deeply imbued with the belief that health is solely regulated by luck; and, finally, when she neglects and over-feeds one of her children into the grave, she will have the nerve to lay the result on the mysterious dispensations of Providence, instead of her own carelessness and ignorance.

The luck theory has a good deal to do with women's extravagance, too. If they want a luxury they get it and trust to chance to something turning up to provide them with the necessities. All of us have known women left with a small property that, economically administered, should have kept them comfortable for life. Nothing more was to come in. The bread winner was dead. The woman knew herself absolutely incapable of earning a dollar and it looked as if every consideration on earth ought to have kept her within her income. But did it? Not a bit. She branched out into what, for her, constituted reckless extravagance. Year by year she encroached on her capital. A person sporting on the brink of a bottomless abyss could not have seemed a more terrifying spectacle; but nothing could stop her until the last dollar was gone and she was a helpless and hopeless object of charity. Many a woman might have been saved this if only she could have been made to realize the relentless philosophy that the effect must inevitably follow the cause; that luck can never be depended on to save us from our follies, and that one can't, as the old proverb puts it, have one's cake and eat it, too.

The truth is that what we call luck is

mostly an illusion. It is the term our enemies use to belittle our successes and excuse their own failures. We make our own fortunes, and when women realize this they will have fewer mistakes to repent. Dorothy Dix.

Manners Past and Present.

There are many worthy people who are always looking backwards and for whom all goodness and excellence must exist in the past tense. Naturally they find many things to complain of in modern conditions, and over nothing do they grow more melancholy than over the decline of good manners. Chivalry is dead among men, they wail. Women have exchanged grace and softness for brusqueness. Children are mere bores, and then they sigh for the good old days when people had time for the proper cultivation of the fine art of deportment.

Good manners have been described as the expression of good feeling. That was never more prevalent than at present, and in that sense manners were never better, but even taken in its conventional usage, it is doubtful if the claim that manners have deteriorated is not more fancied than real. We have not worse manners. Only different. New conditions have necessitated a new ideal.

A Sir Charles Grandison, bowing over the lily white hand of a lady of his time is a perfect picture of the good manners of an epoch when men wore lace ruffles and satin brocade and women had nothing to do but smirk and smile and sip and listen to grandiloquent compliments. Such an exchange of civilities between the hustling men and women of the end of the century would be absurd. Our manners, like our clothes, are less ornate, but just as good, and the friendly handshake or the curt nod cover just as much good feeling as the elaborate bow, with hand on heart, of the old courtier.

There is equally as little truth in the charge that men are less chivalrous than they used to be. No man, it is true, dresses himself up in a suit of boiler plate and sallies forth on his trusty charger nowadays to play knight errant to some distressed damsel, but no woman finds the men of her family any the less ready to protect her because they are everyday business men and wear sackcoats and derby hats. There has been but one shipwreck in modern times when the right of way was not given to women before a man was permitted to enter the boats, and in every great public disaster the cry is, save the women and children first.

Certainly the modern woman has no right to complain of the lack of chivalry among men. To what does she owe it that she can travel alone in perfect safety from one end of the country to the other but to the fact that chivalry is so universal she needs no especial knight to protect her? In the good old times we are forever lamenting, when a man did anything for a woman he did it with the royal air of bestowing a favor. Now he does not say, "I give you this of my grace," but, "Come up and share equally with me in the good things of life, coheir of all the ages." That is a sublimity of chivalry that your Sir Lancelots never even dreamed of.

Perhaps there is some truth in the compliment that women's manners are more brusque. Certainly they are more frank. We have, as a sex, outgrown the sweetmeat age. We don't care to be fed on compliments.

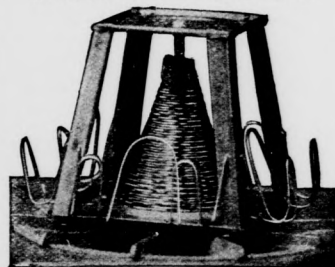
Men and women no longer always

meet on the impossible plane of the adored and the adorer. They are comrades, and their manners must inevitably be pitched on that key. When women read only wishy-washy books that men despised, and were afraid to let it be known they were not idiots for fear of the reproach of being thought strong minded; when they shared none of a man's outdoor sports, and few of his amusements, stilted conversation and artificial parlor manners were possible. Now, when a woman treads pretty much all the round of a man's occupation and amusements and sports, it is different. You can't pose with a person with whom you work or fish and hunt and golf, and it is this lack of pose that old-fashioned critics condemn as lack of manners. Cora Stowell.

The only truly industrious man is the man who works when he doesn't want to.

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This price is good for one week only.

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CHICAGO, U. S. A.

Hardware

Managing the Good But Slow Customer.

To the business man with outstanding accounts the question of how to deal with the class of customer described in the title of this article is a constant and perplexing puzzle. For all other classes of debtors he has his methods of treatment. The customer whose payments are prompt and on time of course affords no trouble whatsoever. For the bad accounts, while the chances of getting what is due to him are slight at best, the merchant at least has a course of action well defined. He has merely to put the accounts into the hands of his attorney or of a collection agency, as the case may be. The "good, but slow customer," however, is not to be thus summarily dealt with. His case is one demanding the exercise of the utmost amount of ingenuity and tact. He must not be approached in an abrupt or offensive way or he is liable to flare up and withdraw his trade. The self-consciousness that he is perfectly good will render him exceedingly susceptible to taking offense. To let him alone altogether, however, is equally unsatisfactory, inasmuch as he never will volunteer to pay unless his memory is somehow jogged along. The merchant, therefore, in his treatment of such a customer, finds himself in a very difficult position.

Some merchants, appreciating these difficulties, prefer not to have such customers on their books at all. Others, deeming that they can not afford to display such independence, try various methods of coping with this difficulty. Some business men instruct their collectors, when calling on such a customer as above described, to appeal to his sympathies by informing him that the firm is in need of all the money it can raise. This step, however, is not advisable when it is taken into consideration that such a statement, however groundlessly made, is liable to spread abroad and place the firm under suspicion or at least in a bad light. Other merchants again try to persuade the slow but good customer to give them a note, while still others declare that the very suggestion of such a course would lose for them their customer and their account, and advise, where possible, that the debt, or part of it, be taken out in trade, and in that manner the debtor may be successfully reminded that his account is not "squared."

Still another class of merchants favor the demanding of payment on instalments, deeming that the mere demand will cause the customer to awaken to the fact of his indebtedness and forward a check in full immediately. A business man of considerable experience in this direction has a thoroughly systematic method of dealing with the good but slow customer, and his advice is certainly worthy of note. Therefore I append what he says:

He advises, in the first place, that a draft be made upon the customer. If the draft comes back marked unpaid there are generally a few words marked on the back explaining the reason for non-payment. These excuses take such forms as "not due" or "amount incorrect," or any plausible reason for not honoring the draft that may suggest itself to the mind of the man drawn upon at the time the draft is presented. In the event of such an excuse being given, a letter is then sent to the tardy customer expressing, in mild terms, the greatest surprise that the draft was not

honored, refuting the reasons given for failure to honor and expressing the intention to again make draft a few days hence, and not failing to end up with a desire for "further valued patronage."

A second draft is then made and should this also come back not honored, a quite severe letter is dispatched expressing the writer's great surprise that the account, long past due, has not been paid, gently but firmly intimating that most drastic measures must be taken, if payment is not made at once, or giving the debtor a short extension, and insisting upon the honoring of the draft that will then be made. At the same time an appeal is made to the sense of justice of the customer, and he is assured that the taking of stringent methods will be a matter of great regret to the merchant. A hope is expressed that the customer will appreciate the position in which the creditor finds himself, and that the relations of merchant and customer in the future may be of the most pleasant and cordial nature.

In the majority of instances a really good customer will not let the matter go further, but will "pay up," even although he should grudgingly request to know "whether they think he is going to run away," or if "Mr. Blank thinks he's going to fail." If, however, the next draft is not met, the account is placed in the hands of an attorney for collection, and a letter sent to the customer informing him of the action that has been taken. This invariably brings the money, providing the customer has it, and has no just reason for withholding payment. If this correspondence throughout has been managed properly, care being taken to be neither too aggressive nor too weak, even the fact that legal steps have been taken does not always mean the losing of the customer; but if the latter should happen, our merchant comforts himself with the reflection, "It matters not how good a customer may be, if he doesn't pay his accounts I don't want him on my books."

Myron Connolly.

Claims and Returned Goods.

The claim department of a large house runs against some queer streaks of human nature. The head of this department, who decides on the disposition of each case, must be a man of good judgment and equable temper. He must, of course, cheerfully correct errors and allow just claims, and he must at the same time be firm in rejecting unjust claims.

We have a great many customers who rarely have a claim to make, in fact, they go on buying from month to month and year to year without a particle of trouble on either side, and we begin to congratulate ourselves on the careful attention of our clerks and think we have eradicated carelessness and errors in all our departments. But just then we strike a streak of claims which shows that either we were mistaken about our employees or that somebody else has been careless.

What are the causes of these claims? We will try to answer:

Careless ordering is one. A man knows what he wants but does not write it so that others can understand. The other day a man ordered tin roofing nails. He wanted nails for putting on tin roofing. He should have simply said: Wire roofing or cut roofing nails—as it was he got tinned roofing nails and they had to be returned. Another party ordered several bars of steel 3—2in. x 3—2 in. This was a puzzle. We

thought it meant 3½ in. by 3½ in.; but as this is an unusual size we wrote for further light. Well, he wanted 1½ in. square and thought we were stupid not to understand that three halves by three halves was the same thing. Another cause is not having an understanding as to prices. We always bill goods at the best price ruling at the time, and persons who expect lower prices should name them in their order. Then we can accept or refuse the order before shipping expenses are incurred.

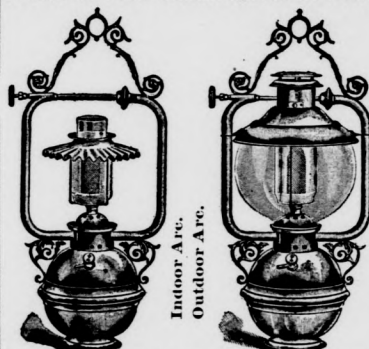
There are a few people who seem to order simply for the fun of returning the goods. There are some who keep seasonable goods until it grows late in season and sale seems doubtful and then return them. There are some who buy goods at a price and get them according to order, but, imagining that a neighbor has a better price, take it off in remitting. There are some who always find a shortage in goods received. Some who always find something wrong with goods which requires an allowance.

We employ the best men we can find for our work and give careful personal supervision to all business entrusted to us, so as to avoid all errors—but of course some will creep in. In such cases we cheerfully correct them and make matters right. We must, however, in justice to ourselves, refuse to allow claims that are unjust, and refuse to accept goods returned without good cause and without the buyer having first written us regarding them.

We trust none of our good friends will take offense at our plain speaking. We are simply giving you a bit of our experience. Don't think that we are trying to avoid the consequences of mistakes we do make. Far from it. But we want to be just—to ourselves as well as to our customers—and only ask you to remember "both sides" if you ever have occasion to make a claim or report a shortage.—Logan-Gregg Hardware Co. in Hardware Hints.

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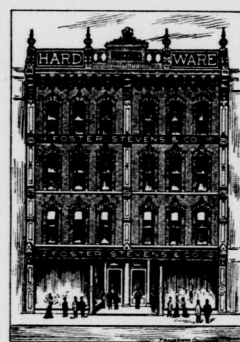
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GRAND RAPIDS, MICH.

Alcohol, Opium, Tobacco, Neurasthenia

Drunkennes, Drug Using and Neurasthenia absolutely cured by the Double Chloride of Gold Remedies at The Keeley Institute, Grand Rapids, Mich. Correspondence strictly confidential. Write for particulars.

Graphic Description of a Modern Order Department.

We wish we could show each one of our readers our order department on a busy day. We believe it would give you more confidence in our ability to handle your business. Suppose we try to describe it to you.

Here we are in a long, well-lighted room with a counter running down the center. At one end stands the manager of this department at his desk, rapidly sorting over the orders which have just come to him with the credit man's approving stamp and the general manager's notations hardly dry. The three elevators shoot rapidly up and down, receiving and discharging their loads, while busy order clerks push about wheeled boxes full of goods collected from every part of the house, and sort and arrange the items called for by the orders in their charge.

Soon there is a lull in the activity and the clerks are all called to the manager's desk. Here lie the orders in different piles according to the railroad over which each will be shipped. Now they are handed to the order clerks, each clerk being given orders for the same road each day in so far as possible, so that he soon gets to know the requirements of that particular section and even the preferences of individual customers whose orders he handles often.

As soon as the orders are distributed they are at once entered in the record book and the time at which they are received noted opposite each one. When the order has been filled and is packed ready for shipping, it will be checked off in this record, so that the foreman can tell at a glance how many orders are uncompleted in the hands of the clerks, and just how long they have been in the house.

Here is an order with a bright red slip attached to it. The clerk seems to give it particular attention. Let us look more closely. Ah! it is a rush order. The slip is marked in large letters: "Quick Shipment. This order takes precedence of regular business; get it off within half a day of the time it reaches the order department." These slips are attached to the "rush" orders before they reach the order department, and follow them through this department, through the hands of the packer, down to the shipper and everywhere the red slip gets first place. Whoever handles that order does his best to see that it reaches its destination with the least possible delay.

Now we see a man hurrying around and inspecting the various orders. He is the shipper. Over each order as it lies on the counter ready for packing hangs a sign, indicating the railroad over which it will be shipped. The shipper directs the packers now here, now there, making up a load first for one depot, then for another, always keeping an eye out for a "red slip," or an "express" sign. Presently we hear the clatter of the stencil machine as it cuts out the name and address of the consignee so that the boxes may be plainly marked and in no danger of going astray. Soon the shipping slip is made out, the bulky goods from the upper floors which are indicated on it are collected in the shipping room and the entire order is loaded on the wagon and sent off to the depot.

While this is going on, boys are coming in and going out continually with "pick up" items from around the city, while the telephone bell keeps up its incessant clangor, and the voices of the

"cailers back" checking over the completed order add to the din. And so it goes. As soon as one order is completed another is taken up, and there is no let up in the ceaseless activity until the bell rings for the half hour for lunch at noon, or the end of the day's work.

We wish we could show it to you—how all the orders, large or small, are laid out, checked over, called back, packed and shipped, and the system we employ in doing it. But if we can't show all our friends the workings of our system, we can show you the results, and when you send us an order you know that it will be "pushed through" as quickly as possible, and will reach you as soon as well-directed energy can get it there.—Logan-Gregg Hardware Co. in Hardware Hints.

Relation of the Manufacturer to the Jobber.*

My conviction is that the jobber is the natural and proper medium of distribution of the goods. Perhaps I hold this view from my teacher. I well remember the time twenty-five years ago when, after some years in the mills, I was taken into my father's office, and I was told that the first and cardinal principle of business was to hold the jobbing trade, and why should it be otherwise? Does not trade, like a river, find the easiest course? Is not the matter of cost of distribution of most vital importance, and has not the jobber, with his many lines, an immense advantage over the individual manufacturer, both in facilities of selling and in the percentage of cost? Can I, as a single line manufacturer, cover the same territory as the hundred and more jobbers? Can my individual salesman accomplish the results of one hundred salesmen—my indirect representatives—but in the pay of the jobbers? Can the direct sales of my salesman to the amount of \$100 for sandpaper alone be done at a less actual cost in dollars and cents for salary and traveling expenses than the \$1,000 sales of the jobber's salesman, made up of sandpaper and locks and screws and other lines? It does seem to me, Mr. President, that there can be no two sides to this question, and when we remember the very many successes and few failures of the jobber it would seem as if our position was well taken. For one, I believe that the jobber to-day is a more natural and a better medium of distribution than would be the manufacturer himself. I believe this is true to-day, that it will be true to-morrow and next year and the year after, but, Mr. President, I hope the members of this Association will pardon me if I should use this occasion to say anything at all offensive, but I do believe that this situation will not forever continue with the jobber doing as he is doing at present. In every business enterprise that I know of, the matter of expense is more and more becoming the question of greater importance. Is it not so in your business? Can the jobber to-day feel at the end of the year, when the books are closed, that his profits are a fair compensation for the labor and effort put forth? Can the jobber to-day make his profit out of the difference between the expenses of his business and the expenses of mine in distributing my product? No, sir, if what I am told is true. In your business I am told that many lines are actually sold at a loss, and it must follow that these, our profit-producing lines, will increase, instead of decrease. Within the memory of us all there have happened great revolutions on both sides of the jobber. On the side of the manufacturer, immense aggregations of brains and capital have been brought together, and we have what is known as the trust. On the other side, that of the retail dealer, we have equally immense aggregations of brains and capital, known as the department store. Under these conditions, gentlemen, how long can you remain the medium of exchange between the two? Why, sir, I am told that there are department stores that demand and

*Address by Chas. B. Adamson before National Hardware Association.

command better prices than the jobbers in certain lines, because their purchases are greater. I know that in your own lines there are to-day certain articles that you, as jobbers, can buy for less than even a larger dealer who is not a jobber, but this is an arbitrary distinction due, I believe, most largely to the power of your organization and the successful and wise efforts of your officers; but, Mr. President, these distinctions, in name, are unnatural, and can not be continued, and if you will permit me to guess it, it will be that the jobber of the future who will be the medium of distributing my goods will be the department jobber, who will sell my sandpaper, my glue, and my curled hair, so that I can close my stores, dispense with the services of my salesman, and have but one book-keeper and one ledger, with but one-hundredth of the accounts I now have.

Hardware Price Current

Augurs and Bits				
Snell's	60			
Jennings genuine	25			
Jennings' imitation	50			
Axes				
First Quality, S. B. Bronze	7 00			
First Quality, D. B. Bronze	11 50			
First Quality, S. B. S. Steel	7 75			
First Quality, D. B. Steel	13 00			
Barrows				
Railroad	17 00			
Garden	32 00			
Bolts				
Stove	60			
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				
Com.	7 c.	5-16 in.	3/4 in.	1/2 in.
BB	8 1/2	7 1/2	6 1/2	4 1/2
BBB	8 3/4	7 3/4	6 3/4	4 3/4
Crowbars				
Cast Steel, per lb.	6			
Caps				
Ely's 1-10, per m.	65			
Hick's C. F., per m.	55			
G. D., per m.	45			
Musket, per m.	75			
Chisels				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Sinks	65			
Elbows				
Com. 4 piece, 6 in., per doz.	65			
Corrugated, per doz.	1 25			
Adjustable	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	85&20			
Double Strength, by box	85&20			
By the Light	85&20			
Hammers				
Maydole & Co.'s, new list	33 1/2			
Yerkes & Plumb's	40&10			
Mason's Solid Cast Steel	30c list			
Hinges				
Gate, Clark's 1, 2, 3	60&10			
Hollow Ware				
Pots	50&10			
Kettles	50&10			
Spiders	50&10			
Horse Nails				
Au Sable	40&10			
Putnam	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	70			
Mattocks				
Adze Eye	\$17 00			
Metals—Zinc				
600 pound casks	7 1/2			
Per pound	8			

Miscellaneous	
Bird Cages	40
Pumps, Clifton	75
Screws, New List	80
Casters, Bed and Plate	50&10&10
Dampers, American	50
Molasses Gates	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60&10&10
Common, polished	70&5
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27	10 75
"B" Wood's patent planished, Nos. 25 to 27	9 75
Broken packages 1/4c per pound extra.	
Planes	
Ohio Tool Co.'s, fancy	50
Scotia Bench	60
Sandusky Tool Co.'s, fancy	50
Bench, first quality	40
Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base	2 55
Wire nails, base	2 55
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	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, Alloway Grade	5 50
14x20 IX, Charcoal, Alloway Grade	6 50
20x28 IC, Charcoal, Alloway Grade	11 00
20x28 IX, Charcoal, Alloway Grade	13 00
Ropes	
Sisal, 1/4 inch and larger	8 1/2
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 30
Nos. 18 to 21	3 30
Nos. 22 to 24	3 60
Nos. 25 to 26	3 70
No. 27	3 80
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shells—Loaded	
Loaded with Black Powder	dis 40
Loaded with Nitro Powder	dis 40&10
Shot	
Drop	1 45
B B and Buck	1 70
Shovels and Spades	
First Grade, Doz.	8 00
Second Grade, Doz.	7 50
Solder	
1/2@1/4	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
20x28 IX, Charcoal	9 75
Each additional X on this grade, \$1.25.	
Tin—Alloway Grade	
10x14 IC, Charcoal	7 00
14x20 IC, Charcoal	7 00
10x14 IX, Charcoal	8 50
14x20 IX, Charcoal	8 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	10
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game	75
Onelda Community, Newhouse's	40&10
Onelda Community, Hawley & Norton	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, Nickleled	30
Coe's Genuine	30
Coe's Patent Agricultural, Wrought	70&10

Poultry

Successful Breeding, Growing and Shipping of Squabs.

Breeding squabs for market is an interesting business. To breed squabs that will sell in the large markets at a premium requires as much skill as it does to breed show birds, and the market squab breeder who can breed squabs to the highest market requirements is deserving of as much credit as the fancier who breeds a bird that wins on the merit of plumage, and he gets fully as well paid for his trouble.

It is not long from the time the egg is laid before the squab is ready for the market. The parent birds are co-operative in their work. The first sign that indicates that the birds mean business will be the cock bird "driving to nest." He will begin following up his mate, picking at her—which would seem to some almost like abusing her—and will not even allow her to eat at feeding time, until she retires to the chosen nest-box, where they are to build their nest. At this time they will carry material to build the nest, until sufficient quantity has been secured. As a rule, the hen will sit on the nest and arrange the straws or stems as fast as the cock can find them. After a while the first egg is laid, and the little hen will stand over it in winter to keep it from chilling, or perhaps by the side of the nest in summer, until the following day, and sometimes the third day, until the second egg is laid, when she will settle down to the work of incubation, which lasts eighteen days. Meanwhile, the cock bird will take his turn on the eggs, while the hen takes rest and exercise. The cock usually goes on duty about 10 o'clock a. m., and is relieved by the hen at about 3 o'clock p. m. At feeding time the hen will leave the nest and snatch a few kernels of corn or wheat, take a drink of water and hurry back to the nest. This is often repeated.

When the eighteen days are up, the little squabs will appear, sometimes both hatching the same day, but generally one hatches a day later. The growth of the little fellows is very rapid. It is said that a milky substance forms in the craws of the old birds a few days prior to the hatching, which is fed to the squabs a short time prior to feeding whole grain. There may be something in this, but it is only two or three days before the wheat and corn may easily be seen through the thin skin of the little fellows' craws. Now the real work begins. The parents keep the squab stuffed full of grain from the time it is hatched until it is ready for market. The time for marketing squabs depends somewhat on the breed, and also on the manner in which they are fed by the parent birds. The majority of squabs are ready for market at about one month of age. Now comes a little work on the part of the squab breeder. In winter, the work need not be so exacting as in summer. During the past summer we shipped many dozen squabs and not one bird spoiled. We used no ice whatever. The rule to follow is simple, but if matters are rushed, then trouble will follow.

Every Monday night go through the squab loft and pick out all birds that are heavy and well filled out. It is unnecessary to look up the age. If the bird is fairly well feathered, with tail and flights about half grown, and weighing from 12 to 16 ounces, do not be afraid to put it in the basket. The

nest mate may sometimes need to stay another week to be of proper weight, and in that case should receive more feed. Place all that can be collected of a suitable size in a coop or box by themselves, where they should remain until Tuesday night, when their craws will be empty, and there will be no danger of grain souring to spoil the flavor of the meat. They are then ready to kill. After they are killed, tie them together in pairs, by the legs, and hang in a well ventilated cellar until Wednesday night. Then wash their feet and remove all clotted blood that may have collected in the mouth, and they are ready to pack and ship. It is better to ship at night, for it is then generally cooler, and the squabs will reach the commission merchant in the morning, if the breeder does not reside too far away from market.

The boxes we now use are made in two sizes, to hold one and one and one-half dozen each. The size of the one holding one dozen is 9x11x5 inches inside measure, the birds being put in two layers of one-half dozen each. The box holding one and one-half dozen is two and one-half inches higher and will take three layers, the thickness of a layer being two and one-half inches. The boxes are ventilated by the sides being sawed one-quarter inch narrow. A sheet of pasteboard is placed between the layers. These boxes cost us at the factory 5½¢ each with ends printed, which is far better than cutting over boxes of odd shapes and sizes. They are very light, thus saving heavy express charges, and that is important.

E. F. Barry.

Carrying Live Poultry Over.

Of late almost every week more or less live poultry has been carried on track from one week into another. Some shippers will not allow their stock to be sold if it reaches here on an unfavorable market and order it held over until the following week. At times it proves profitable, but the cost of carrying over for a few days, including the shrinkage, makes the venture unsatisfactory more often than otherwise. Shippers should allow the commission house to use its own judgment as regards selling or carrying on track for a more favorable market as in most cases the receiver is better able to tell how things are shaping for the following week than the shipper. It is certainly foolish for a shipper to order his stock held from one week to another when every indication points to a lower market the following week. And yet such cases happen, the shipper refusing to follow the advice of his commission house.

In some cases, as for example last week, a considerable quantity of stock came in after the demand for the week had been supplied and receivers were forced to carry the stock over as no price within reason could be realized, and our above remarks do not refer to a condition such as prevailed then but to other times when the stock could be sold at a fair price and the receiver could not sell under orders from the shipper. Even last week at least one car could have been sold if the receiver had been at liberty to accept current offers.—N. Y. Produce Review.

Enterprising merchants in New York have learned that a majority of the residents of the metropolis look down on the streets from above, and hence they are beginning to paint elaborate signs on the top of their delivery wagons as advertisements of their stores.

Established 1880

J. & G. Lippmann

184 Reade Street and
210 Duane Street,

New York City

Commission Merchants

Poultry

Veal

Pork

A Specialty

We solicit your consignments to this market and can guarantee you top market prices on day of arrival.

Prompt Returns
Correct Market Advice
Correspondence Invited

Stencils furnished on application. We want your business. Let us hear from you.

REFERENCES:

Michigan Tradesman.
Dun's and Bradstreet's Commercial Agencies.
Irving National Bank of New York.
All Express Companies.

Food Value of Coffee Substitutes.

Coffee substitutes of domestic manufacture have long been known. An infusion of parched corn or corn coffee has met with some favor in the household as a drink for invalids, etc. Parched wheat, peas, beans and corn-cobs, as well as sweet potatoes, cut into small pieces and dried and parched, have also been used. Such drinks are usually resorted to in times of scarcity, or when, for one reason or another, it is not possible to obtain true coffee. Chicory is also a well-known substitute for coffee, although it is generally used mixed in larger or smaller proportion with true coffee, and by many such mixtures are preferred to coffee alone, as the chicory is thought to improve the flavor.

There has recently appeared on the market a considerable number of coffee substitutes which generally claim to be made from cereals. In most cases the claim is also made that such beverages are especially wholesome, and in some cases that they have a high food value. The value as food of coffee or any such beverage is evidently due (1) to the material extracted from the coffee (or other substance) by the water used, and (2) to the sugar and milk or cream added to the infusion. As the bulk of the infusion is water, it is obvious that the food value can not be great.

The composition of a large number of samples of coffee and coffee substitutes has been studied at the Connecticut Experiment Station. The food value of coffee substitutes has been studied by the Maine Station.

The Connecticut State Station found that while some coffee substitutes contain a little true coffee, probably added to give them flavor, most were, as they claimed, free from coffee. Such goods were usually composed of one or more roasted grains (barley, wheat, etc.), pea hulls, and a paste made of wheat middlings. Flour, meal and other ground grains contain a little soluble material, but, as is well known, the bulk of the material in them is insoluble. When the cereals are roasted, a portion of the carbohydrates is caramelized and rendered soluble. It is therefore undoubtedly true that the roasted material is more soluble than the unroasted. The infusion of the cereal coffees studied at the Maine Station was in every case made according to the directions accompanying the material. The amount of the cereal coffee which was recommended to be used varied considerably, and consequently the strength of the infusion varied within rather wide limits. When made according to directions, a pound of material yielded from 20 to 180 cups.

The average amount of soluble material in the different samples (and hence the total food material in the infusion, not counting sugar and milk or cream added) varied from 22.4 to 51.2 per cent. This was made up of from 1.4 to 4.9 per cent. protein, 13.4 to 44.9 per cent. carbohydrates, and 1.5 to 4.1 ash. The average cereal coffee infusion had the following percentage composition: Water, 98.2; protein, 0.2, and carbohydrates, 1.4, while the fuel value was 30 calories per pound. Skim milk, which is ordinarily considered a rather "thin" beverage, contains 3.5 per cent. protein, 0.3 per cent. fat, 5.15 per cent. carbohydrates, and 0.8 per cent. ash, or almost twenty times as much food material as the average of the beverages made from cereal coffee. If made according to directions, one would have to

drink 4½ gallons of an infusion of one of them which made an especial claim to high nutritive value in order to get as much food as is contained in a quart of skim milk.

The comments here made are in no wise intended to condemn these beverages, but to point out that the claims for great nutritive value are not founded on fact. Whether hot beverages are or are not hygienic, a chemical study can not show, but from the chemical composition of the infusions it is a simple task to pass upon their merits as food. The infusion of true coffee also contains very little nutritive material. However, it is not ordinarily consumed on account of its food value, but on account of its agreeable flavor. It also contains a small amount of an alkaloid, caffeine, which has stimulating properties. This is entirely lacking in cereal coffees if they are, as they claim, made entirely from cereal grains.

C. F. Langworthy.

Casein Transformed Into Buttons and Glue.

The most malignant opponent of trusts can scarcely take exception to the one which in the last ten years has developed the casein industry of this country into one of the best investments for both the farmer and the manufacturer. It is not so long ago that buttermilk was such a drug on the market that it was regarded as a food for pigs or as a waste substance to be thrown away. This has been changed, and, where formerly the dairyman obtained nothing for the liquid, he now converts it into casein, either in his own dairy or in a factory owned by the Casein Trust. Casein is an albuminous substance, best known to the average citizen in the form of cheese. It contains as much nitrogen as meat, more than eggs, and much more than fish. Its food value is therefore very high. Thus far, this feature has not been utilized in the United States, all of our own casein being used for other industries, but vast quantities go to France and Germany, where they are transformed into artificial foods. The manufacture is now up in the millions of pounds, and is increasing annually. Some is converted into buttons. This is done by mixing the casein with fine clay and other inorganic materials made into a paste, rolled, stamped and baked. It makes a light, glossy and handsome button, and is much stronger than the one made of chinaware alone. In the matter of small buttons and studs, it can be made iridescent or colored to suit the public fancy.

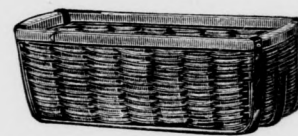
Thus far in our own land, casein has been put to low utilitarian purposes. By chemical treatment, it is changed into a very strong glue, which is used in making veneers. Several great cooperages out West now make barrel-heads of these veneers, and save one or two pounds of weight, and at the same time get a stronger and handsomer barrel-head. These veneers are also employed for chair seats, car seats, sounding boards and piano cases. A second use is as constituent of paper pulp. Casein is snow white, and when mixed with wood pulp, straw pulp, and similar bodies, gives a whiter and clearer product, and also one that is less brittle and more durable. This mixed pulp is made into paper for newspapers, writing paper, wall paper and paper boxes. The white boxes which the more enterprising shoe dealers and department stores now affect are results of this industry.

Casein mingled with lime makes a liquid covering intermediate between whitewash and paint, which possesses a handsome gloss, and is very much cheaper than the latter. The lime reacts upon it and makes it both waterproof and, to a certain extent, fireproof. As a finish for fine leather goods, it is now employed in at least fifty of the leading works of the country. It is particularly adapted for fine kids, goatskins, dogskins, calf and sheepskins. It is also used as a finish for the outside of lead pencils, penholders and other wooden wares.—New York Post.

Many a woman would make her last winter's hat do another season if she wasn't afraid her husband had been betting hats on the election.

Try G. J. Johnson Cigar Co.'s cigar clippings for pipe smoking. See price list.

Balloo Baskets Are Best



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

We make all kinds.

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

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich.

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.

We Buy and Sell

Potatoes, Apples, Onions, Cabbage

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

Vinkemulder Company,

Grand Rapids, Mich.

The Question of Quality

In salt is an important selling point. Diamond Crystal Salt is the only PURE salt, either for table or dairy use. It is not made by the "Salt Trust," but by a process controlled solely by us. You will give your customer better salt, and make a better profit for yourself by selling

Diamond Crystal Salt

"The Salt that's All Salt."

The packages are very attractive and convenient—boxes, handsomely labeled, showing analysis for the table salt; barrels and bags for the famous dairy salt. But the quality is the principal feature—one sale of Diamond Crystal assures a permanent demand. We would like to send you our salt booklet.

Diamond Crystal Salt Co.

St. Clair, Michigan

FOOD VALUE OF NUTS.

Results of Inquiries by the Department of Agriculture.

The composition and food value of a number of nuts have been studied by the California and Maine stations. Special studies on chestnuts have also been reported by the Pennsylvania and Massachusetts stations. The following statements concerning the general characteristics of the nuts commonly eaten in this country are chiefly taken from the report of the studies at the Maine station:

The almond is a favorite nut in this country. By far the larger part of the almonds consumed is supplied by France, Italy and Spain. California, however, has grown the almond successfully, and the output of this crop is annually increasing. The almond is used in confectionery, creams, cakes, etc.

The Brazil nut, as its name indicates, is a native of Brazil, whence it is exported in large quantities. It has not been successfully grown in the United States. It is chiefly used as a dessert nut.

The filberts found in our markets are chiefly varieties and crosses of two species. The native hazels are smaller than the European nuts, but have an agreeable flavor. The filbert is chiefly used as a dessert nut, but the ground nut is sometimes used for confectionery and in other ways. In some European countries where it grows abundantly, a sort of bread is made from the ground nut.

The hickory nut, under which general name are included the nuts of several species of native trees, of which the shagbark (*Hicoria ovata*) is the most important, is one of our best known nuts. The quality of the hickory nut is exceedingly variable, both in flavor and in the readiness with which the shell may be removed. The better varieties are highly esteemed, and by many are considered to compare favorably in delicacy of flavor with the English walnut. Large quantities of the nuts are eaten, and they are sometimes used in making cakes and confectionery. There is some confusion regarding the name of this nut. In some regions of New England it is known as the walnut, while the nut more generally known in the United States as the walnut, which grows only sparingly in New England, is designated the black walnut.

The pecan (*Hicoria pecan*) is also a native of America, but is less widely distributed than the hickory, to which it is closely related. The flavor of the pecan makes it a desirable nut, but it doubtless owes much of its popularity to its thin shell and the ease with which the kernel may be removed. It is largely used as a dessert nut. Quantities are also used by the confectioners for making salted pecans, bonbons of various sorts, etc.

The English, or more properly Persian walnut (*Juglans regia*), has been successfully cultivated in several regions of the United States. It is of Asiatic origin, but owing to its general excellence it early won its way to popular favor, reaching England about the middle of the sixteenth century. It is a favorite dessert nut, and is also used by confectioners in many ways.

What is most generally known as the walnut in the United States (the fruit of *Juglans nigra*) and closely allied species is a large nut, rich in oil, and has a strongly marked flavor. This nut is somewhat used by confectioners.

The butternut, oil nut or white walnut (*Juglans cinerea*) is extremely oily and has a tendency to become rancid. The fresh nut has an excellent flavor. It is less commonly marketed than some other native nuts.

The beech nut is the fruit of a forest tree common in the eastern half of the United States. The nuts are sweet and of very agreeable flavor. Owing to their small size and the consequent difficulty of gathering them only a limited amount reaches the market.

The pistachio, although a native of Syria, has long been cultivated in Southern Europe, whence most of the nuts eaten in this country are obtained.

It has been grown to a limited extent in the United States. The kernel is greenish in color and has a mild, pleasant and characteristic flavor, suggestive of almonds. It is chiefly used in the manufacture of confectionery, etc., being valued for its flavor and the delicate green color which it imparts.

Although the coconut is a native of the tropics, it has been successfully grown in Florida. Only the mature nuts commonly find their way into the market, although the fruit of the green nut is much relished where it is available. Large quantities of the dried and grated nut are consumed. Its uses for confectionery, cakes, etc., are numerous and well known.

In many regions of the West and Southwest several varieties of pine nuts are eaten.

One of the fruits most commonly eaten in the United States under the name of nut is the peanut. Strictly speaking, this is not a nut, but the fruit of a leguminous plant closely related to the pea or bean. Probably three-fourths of the peanuts eaten are roasted. Part of the cheaper grades are used by confectioners for making salted peanuts and varied forms of peanut candy, etc. A sweet and palatable oil can be made from the peanut.

It is pointed out by the Maine station that from 50 to 65 per cent. of the nuts most commonly eaten (almonds, Brazil nuts, filberts, hickory nuts, pecans and walnuts) is shell. All these nuts contain little water. The protein is fairly high, but fat constitutes the largest part of the edible portion. The carbohydrates, which usually occur in large proportion in vegetable foods, are present in only small amounts. The chestnut is an exception, containing, as it does, nearly 40 per cent. carbohydrates. The percentage in coconuts, acorns and litchi nuts is also fairly high. The meat of nuts, excepting those last mentioned, contains nearly fifty times as much fat and less than one-fifth as much carbohydrates as wheat flour, and has about double the fuel value. A pound of unshelled nuts will furnish about half as much protein and the same amount of energy as a pound of flour. Owing to their high fuel value and low protein content, nuts would not make a well-balanced food when eaten by themselves.

This unsuitableness for a food by themselves is also increased by the potential energy being stored in the concentrated form of fat. This is no reason, however, why nuts should not fill an increasingly large place in diets. Very few foods supply the needed nutrients in the proper proportion to form a well-balanced ration. Foods rich in fuel constituents need to be combined with other foods of relatively high protein content. The low percentages of carbohydrates in nuts would seem to fit them as one of the sources of food for diabetic and other persons who find it needful to avoid foods containing much starch or sugar.

The chestnut differs materially from the six nuts mentioned above as most commonly eaten. It contains about the same amount of protein, only one-fourth as much fat and six or seven times as much carbohydrates. Indeed, its high starch content explains why chestnuts are so little eaten raw.

Peanuts have a fuel value of only ninety-six calories for each 0.01 pound of protein, and hence have a relative excess of protein. This is so unlike other vegetable foods, with the exception of the near relatives of the peanut, as peas and beans, that it is of great importance.

Believed Her Story.

"If I were President of the United States," she announced, "some of the laws would read differently."

"But, my dear," he mildly protested, "the President doesn't write the laws."

"He doesn't?"

"Certainly not."

"Well, if I were President," she said with decision, "the President would write the laws."

"I believe you, my dear," he meekly replied.

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AND GAME

If you have any to market, why not ship to a house that give their entire attention to that line? We are the most exclusive poultry handlers on our market. We positively guarantee you top market prices at all times.

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We are in the market for all grades, good or poor, car lots or less. Send one or two pound sample.

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BEAN GROWERS AND DEALERS
GRAND RAPIDS, MICH.

The New York Market

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

New York, Dec. 1.—The weather here is simply perfection and those buyers who have come to New York expecting to find the city as deep under snow as is the State will be surprised. The air is bracing and just the sort of tonic one needs in making his round among the markets. Buyers are here in force. They come from every section of the Union and are generally liberal buyers. And yet, there might be a busier time. Of course, at this season we naturally look for the bulk of the trade to be of a holiday character, but so far as a good many staples are concerned, more trading might be done all the time. After the turn of the year, however, it is confidently thought by everybody there will be a good healthy movement.

Coffee has had few changes and the close sees a situation about unchanged from that of last week. The general feeling is rather inclined to lower prices and, with large supplies coming to hand every day at primary points, there seems no reason, certainly, to expect any firmer tone for the remainder of the year, at least. At the close Rio No. 7 is worth 7½c. In store and afloat the amount of Brazil coffee aggregates 1,356,314 bags, against 1,177,821 bags at the same time last year. Mild sorts of coffee move with just about an average freedom and quotations are without change. East India sorts are steady, but no changes in rates are noticed.

Orders for sugar are of an every-day character. Small lots are taken, as a rule, and the situation is not especially cheerful, either for buyer or seller. There seems to be a difference of 15 points between the Trust and Arbuckles, but the whole affair is complicated and the Trust appears to be willing to sell the product of some of its refineries at the same rate as Arbuckles. Supplies of raws are said to be light and the outlook seems to favor higher quotations. The tea trade has been awaiting the auction sale. Now that it is over it is figured that quotations are generally about ½c higher. The demand is light and the situation not especially encouraging.

Some members of the rice trade here appear to think that the rice combine, about which so much has been written, will, after all, fail to materialize. Farmers are said to be selling a good share of their stocks and there seems to be a "hitch" somewhere which prevents the deal. There is a fair every-day demand for the better sorts and prices seem to be pretty firmly sustained, although no advances have been noted during the week.

Spices are dull and inactive. Pepper, which of late has shown rather more strength, is again sagging and prospective buyers declare they will not pay present rates—if they can help it.

There is no undue accumulation of molasses stocks and buyers are decidedly firm in their views. Good to prime New Orleans molasses is worth from 17 @26c. Syrups are generally reported as quiet, although fancy stock is being sold for holiday trade.

The canned goods trade continues slack and we have to note a decline of 2½c on corn and tomatoes. Other articles, however, hold their own and this steadiness of price is one of the best symptoms to be found. As a general thing dealers seem to have confidence that if they can worry along through this month they can see daylight. For 1900 New Jersey pack of tomatoes, No. 3 standard brands, 75c seems to be about top notch; gallons, \$2.15. New York corn is selling at all figures, from

62½c up to 80c and even more for desirable fancy stock.

Lemons are selling in small lots and the outlook is not especially encouraging. Prices range from \$1.50 @3.50, as to sizes. Oranges are daily meeting with better request and full quotations are asked and paid. California stock ranges from \$2.50 for budded stock to \$3.50 for fancy navels; Floridas from \$2.75 @4, as to size and quality. Bananas are duller and quotable at \$1.10 @1.30 per bunch, as to port. There is rather more doing in prunes and raisins are selling with a good degree of freedom. Pineapples are quiet. Nuts are selling to the holiday trade with quite a rush.

With lighter receipts, colder weather and better demand, the butter market has developed more confidence and, while quotations are no higher, the evident short supply will certainly cause an advance unless all good judges are mistaken. Best Western creamery is worth 25c, and possibly very fine goods would bring a trifle more. Seconds to firsts, 21 @24c; common held stock 18 @22c; imitation creamery, 15 @19c; Western factory, 14 ½ @16c.

The position of cheese improves with the advancing season and quotations are quite firmly adhered to. Best State full cream is worth 11c for either large or small size.

Eggs are almost a luxury. Best grades of Western are worth 27c. Selected fancy Western, 25 @26c and regular pack, 23 @24c. Prices are so high that the demand is very light and it is not likely we shall see any advance over the rates mentioned.

Choice marrow beans, \$2.35; medium, \$2.25; pea, \$2.12 ½; red kidney, \$2.30.

A Rhyme of Rummage. From the New Haven Palladium.

The rummage sale, the rummage sale; all hail the festive rummage sale! The latest, greatest, paramountest issue since the "dinner pail," the fad that clears the attic out; and likewise also clears the cellar, and swaps off one man's scrap-heap for the dollars of some other feller; the raging craze that captivates all classes and societies, and finds a market for old junk; it matters not how high it is. There's nothing new beneath the sun, nor in the modern rummage sale—it looks as if the stock in trade were gathered by a Texas gale—and people crowd the bargain rooms, all clamoring to buy and pay for superannuated trash that other people throw away. Variety's the essence of this social mercantile endeavor, and what you can't find at the sale you'll never find at all—no, never. The list is all-embracing, ranging from a broken looking glass to cooking stoves, can-openers, false hair and candlesticks of brass; there's stuffed canary birds, with half the cotton stuff hanging out; bottles, bibles, boots and bonnets, leather belts for lean and stout; neckties, picture frames and gimlets, carpet stretchers, petticoats; soup tureens and concertinas that won't play one-half their notes; battered cuspidors and scissors, spectacles, mismatched socks; washboards, rat traps, stovepipe hats and worn out collars by the box; old suspenders, flags and rip saws; watches that have lost their wheels; earrings, bootjacks, garters, razors, slippers minus toes and heels; breastpins, horsewhips, pickles, harness, swords with blade and scabbard rusted; dishpans, chromos, fountain pens with both pen and fountain busted; every kind of wooden, tin and crock'ry things to put things in; tintypes of somebody's grandma's long-forgotten kith and kin. There's comedy and pathos in the blending of this bric-a-brac; it wakens trains of memory of the faces, days and years far back. Rare visions of long bygone scenes most surely

will the heart regale amid the rag-tag relics of that latest craze, the rummage sale.

The New Man's Chance.

Suppose a man established a retail dry goods store in a city where two or three other stores had held full sway for a number of years. Suppose this new man applied up-to-date business methods, sold at small profits and advertised thoroughly and systematically. Do you think the old established houses would stand a better show of getting business than the new store? Hardly. People

would come to the new store, if for no other motive than that of curiosity; and if the new man succeeded in giving satisfaction, many of them would come again and again.

In the retail business, the stock of goods carried by one store usually does not vary a great deal from the stock carried by another store; and the question of who will receive the most patronage usually depends upon prices, qualities, advertising, etc., and the only way to have people understand what you have is to tell them about it in your advertising.—Taylor Z. Richey in Advertising World.

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.

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.

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Wholesale Butchers, Produce and Commission Merchants.

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

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WHEN YOU WANT

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

F. J. SCHAFER & CO.,

Leading Produce House on the Eastern Market.

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Highest Market Prices Paid. Regular Shipments Solicited.

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

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REFERENCE: NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

We want Fresh
EGGS. We are
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Clerks' Corner.

Imitation Not Necessarily an Element of Success.
Written for the Tradesman.

As the time went by and the proprietor and clerk of the Springborough store began to believe that the other fellow, as men go, was at least "from fair to middlin'," the older one began to see things that at first amused him immensely and then began to annoy him. The utter unconsciousness of the clerk of even a remote indiscretion increased amusement and difficulty alike and Old Man Means, who, had he not been one of Pharaoh's lean kine, would have daily increased his avoirdupois in watching the thing go on to the finish, alternately laughed and fretted.

Without knowing it the boy was copying his employer. The first thing that jarred was a rendering of the Old Man's pet phrases. Hustleton's astonishment began to find expression in the oft repeated "Upon my word!" unpretending enough and unobtrusive enough when used by one person, but which, when employed by two, became not only monotonous but offensive. In matters of language it is well known what public opinion is in regard to freedom of speech and, while the storekeeper could hardly claim a monopoly of that or any set expression he had so long looked upon as peculiarly his own, he still felt a certain degree of resentment when he heard it drop so incessantly from the young man's lips.

In matters pertaining to his personal appearance the ancient was carefully copied by the admiring modern. Nature had given the former a certain wave of hair from forehead to crown, a wave which excited the envy of the latter and made him anxious to reproduce it. He brushed and he combed without avail and when one morning he came to the store with locks showing signs of crimping papers and with the wave running the wrong way, the Old Man concluded that, come what might, he would grin and bear the slightly disagreeable when it was so overwhelmingly overbalanced by such laughable returns.

In dress the clerk duplicated the proprietor. They wore the same brand of collar and cuff. The same shoe box furnished both. Uneasiness wrinkled the brow of youth until the limited jewelry of mankind in the same pattern gleamed from the linen of both. Hats from the same lot and gloves from the same box and of the same shade did their best to produce a resemblance until the Old Man concluded he would stand that until it came to be a positive annoyance and then he would supply his wants at sources unreachable by the boy and in that way stop his foolishness.

That was a matter, then, that would take care of itself. What was beginning to disturb him was whether he was worthy of this faithful copying. He had times of personal "going over." "I don't smoke and I don't drink and I am glad that I don't break any of the short-worded commandments, but, Great Scott! I don't fancy I'm anywhere near perfection, and it is only that that should be a model for this kind of a young fellow." So he set a guard over himself and let things take their course, seeing to it that there should be as great a variety as possible in the samples provided. Carl stooped and he forthwith became straight. He was born with a drawl and dropped it. He showed a strong tendency to indulge in

far-fetched puns and laugh at them and while—well, sober reflection upon a confirmed habit of years told Old Man Means that there must be a stop somewhere and this was his last chance to "save his soul alive" and with a sigh he punned no more and the boy followed suit. "It's the best thing that ever happened to me," said the clerk one day, during a fit of confidence that he occasionally indulged in. "Mother said it was simply fearful. She said as long as there was a resemblance that an imbecile could be pardoned for seeing she thought I might possibly outgrow it; but after that she gave me up. I thought it was a good one. It was that one, anyway, you got off when the Doctor and Miss Davids were in here and they both said you ought to be murdered. Mother said she thought so, too, and I made up my mind there wouldn't be an easier way to avoid capital punishment than to stop it, and I'm going to." So in this way they influenced each other, in some instances beneficial to both.

While in purely personal matters this faithful copying might be amusing or the reverse, it soon became evident that it was not to stop there. So far was the boy carrying it that the poise of his head, his gait, his manner of speaking—everything, in fact, that could be copied—began to be noticeable to the storekeeper's observing eye. With physical matters brought to perfection, the clerk extended his realm and began to ask all manner of questions as to the manner in which this or that should be managed. If it could be classified and a rule, general or particular, with its exception, could be given, down into a blank book word for word the statement was copied for future reference. This book Old Man Means found one day lying upon the counter and, concluding the whole something-or-other business—he didn't swear but he came woefully near it on occasion—had better have its wind-up, he sat down and gave it a careful going over.

There was much in it to commend. Business facts and principles had been carefully written down without verbiage and every page contained something that had been discussed and settled according to some actual transaction, the whole showing that the boy "had a head on him" and was making every preparation to use it. Besides these principles, however, there was a careful detail of what he, the storekeeper, had said about it and an extended lot of minutia of the same import not only useless but positively harmful. A few pages satisfied him as to the rest and when Carl came in the book was lying on the Old Man's lap.

"I'm going to ask your pardon, Carl, for looking through this memorandum. There are some good things about it that I can not too strongly commend; but there is just one point that I want you to guard against—just take the book and copy exactly as I give it—No one can follow in the footsteps of another and he ought not to try. He never can be other than himself and that self must work out its own destiny in its own way." That's all there is to that. The rest can be remembered long enough without copying. It is short and to the point: You want to be Carl Hustleton and you don't want to be anybody else. You can take ideas, you can take habits, you can take even a style of clothing, and make them your own, but they will be yours only as they become a part of your own personality. Your cuff

buttons are like mine, and I am glad they are, for it shows we have similar tastes, but that is as far as such things ought to go. How people would laugh, and how they ought to laugh, if I should try to wear the same sort of necktie that you do.

"We have to be our own selves, Carl, in other ways—take this book for instance. You have the principles down here. They are the axioms of business and are all right. We have them in common; but when we come to carry them out we differ. You have your way and I have mine. We both succeed, but if I copy you and you me we shall go up the spout as surely as we undertake it. You mustn't forget that it's the personality in every case that tells the story. You turned yours to good account the other day when you got the Ellicotts here to trade. I showed mine when I drove them off a couple of years ago.

"You see, then, Carl, what is needed here and everywhere. Each man must be himself and work out his own ideas in his own way. We'll both have the same idea as nearly as we can get it and then by working towards it, each from his own territory, we shall be more of a success than we shall be if I go ahead and you follow. I'm not going to charge anything for this piece of condensed wisdom, and the class in Theory and Practice is now excused."

Richard Malcolm Strong.

In the country people sometimes put the skillet on the table, but they don't have to eat with one eye on the clock.

For a pure and unadulterated pipe smoke try G. J. Johnson Cigar Co.'s cigar clippings. See price list.

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.

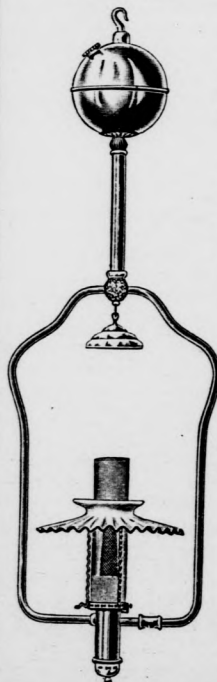
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Finely ground and of superior quality.

For lowest prices address

Alabastine Company,
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No. 113, Wall Lamp - - - - -	\$2.39
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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.

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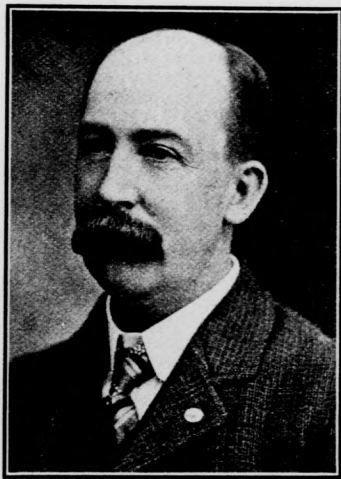
Some men are the creatures of circumstances; other men make circumstances their creatures. Life for all is essentially the same and, sooner or later, the "I can" of the creature, or the "I can't," settles the question and whatever follows is comparatively plain sailing. That the matter of mastery may be soon settled, the contest is an early one and it goes on until one or the other runs or crows. There is a farm in the neighborhood of Meadville, Pa., where the victorious crow was heard. The life which there began to be interesting to the subject of this sketch made its presence felt Sept. 1, 1859. It early began to try conclusions with its surroundings. The farm life followed its usual routine of discipline and drill, and whatever of these the boy received was promptly passed on to the next. If order was heaven's first law the meanness as well as the noblest creatures must obey it and the Hurd boy saw to it that it did not halt in his neighborhood. He drove the cattle to pasture; he made himself generally useful; he took care that his place at the table was filled where deeds rather than words proclaimed his tremendous "I can;" he turned grindstone; he dropped corn; he picked up potatoes and, when darkness sent him after supper to bed, again he showed that watchword of his life in the sound slumber of boyhood.

In 1866 his family went to a farm in Flushing, Mich., and there as in Pennsylvania when the time came to go to school, this boy's development of the possible took a wider range in another field. Here books opposed him to receive their trouble for their pains. Letters, instead of being a trouble, soon became an enjoyment. They were playthings at first which, later, he turned to practical account. Figures tried to floor him and failed, and when that point had been settled, instead of further opposing him, they became his friends. One stops to wonder here whether this bit of insignificant success had undue influence in shaping the after life and whether, if that be so, it can be insignificant. "The pebble in the brooklet scant has turned the course of many a river," but it seems that here was an instance where the brooklet was not in the turning mood and the studies that may have bent other lives were unceremoniously forced to give way to this.

It is a much-discussed question how far the school can go in fitting the child for the life to be followed; but this boy was not troubled that way. It was the all-prevailing now that troubled him. The district had done its best for him, but that was not enough. There was going to be a good solid year of mental

work in a good school and he was going to have it. That took money. Circumstances were all against any such project as that and wisely shook their heads. That should have settled it. It does in too many instances, but the last shake had hardly been ended when this sixteen-year-old we are writing about went to Ripley, N. Y., to school and stayed there a year. He worked and he studied, and somehow during that year circumstances began to have considerable respect for the manhood that was wrapped up in the youngster and gave him an occasional smile. That didn't make any difference. Long ago he had snapped his fingers in the face of the old meddlers and now they were the creatures of his will, with smiles or frowns as suited them best, but his creatures still.

School over, he needed some money and earned it. There is always work to be done by a man determined to have it and this young man found it everywhere. When the farm work was done somebody else had a job and so from one to another he went until he earned



by the sweat of his brow somewhere about \$150. A younger brother had got together about the same sum and they found that by making the needed addition they could secure a drug store in Hadley. C. W. could run the store and the brother could continue his work as traveling salesman. It was something of a load for the boys to pick up, but they picked it up. They had a debt of \$800 at 8 per cent. to carry, but they carried it. For one good year they did their level best and, when at the end of that time they sold out and sat down to see where they were standing, they found that they had been doing fairly well. They had wiped out the debt of \$800 and had \$1,600 to divide between them. There was no use of talking to those two fellows about circumstances after that.

With the Hadley experience to encourage him, Mr. Hurd went to Davison, where he had done some little clerking already, and went into the drug business with an older brother under the firm name of A. E. & C. W. Hurd. He had learned how in Hadley and for six years in Davison he showed that he had. There was another thing he learned: a human being can not overwork and keep it up without harm. It is a simple fact and one that many a man will read and hear and say, "That's so," and keep right on until he breaks down. This man heard and heeded. He found he was getting nearer the end of his rope than he cared to be

and that he must shut up shop or somebody else would do it for him. He preferred the former course and the partnership with his brother came to an end.

He needed outdoor life and had it. Lambert & Lowman, wholesale druggists, of Detroit, were in need of a man for just the work Mr. Hurd could do and the preliminaries were soon settled. Central Michigan was his assigned territory and Mr. Hurd became known in that portion of the Peninsular State. He had two objects to attain on the taking up of the gripsack—health and business. Circumstances had learned their lesson and had nothing to say. Better than that, they stood back and let this man "go in." He went. He took care of himself and his business at the same time; so effectually, indeed, that the ills due to the confinement vanished and the books of the firm bear ample testimony what he did for them. Health and business were roaring successes and need no additional testimony of what determined humanity can do with circumstances when it makes up its mind.

At the end of three years a change was desirable and, while Mr. Hurd was wondering what, he received a telegram that he might find it an advantage to call on the Hazeltine & Perkins Drug Co., at Grand Rapids. He came. He saw and they saw and both conquered. He changed houses, but not territory. There was a thought of letting Mr. Hurd see what he could do in Southern Michigan and Northern Indiana, with a grant permitting him to swing the circle into his old territory for the Detroit house. It is needless to say that he made the most of his permission, with the result that the old customers kept their faith with their favorite salesman and many a name before unknown to the Grand Rapids house was added to their list of customers. The old idea of doing what somebody else can and doing it right straight off was what did the business all along and is what is doing it now.

Successful as Mr. Hurd has been in his work with the Hazeltine & Perkins Drug Co., the end of the year will see the end of his engagement with that house, when he will enter actively upon the work of selling coal and other fuel to the good people of Flint, having already purchased an interest in the growing and lucrative business.

In 1881, Mr. Hurd was married to Miss Alma E. Burrows, of Davison, and two children, both boys, have been born to them. Their home is at 1302 Church street, Flint. They attend the Methodist Episcopal church. In lodge life Mr. Hurd is well known. He is a Mason, a Knight of the Grip, a member of the United Commercial Travelers, of the Loyal Guards and the Maccabees. "May he live long and be happy."

The very cordial relation existing between Mr. Hurd and the Hazeltine & Perkins Drug Co. and his reason for leaving the road are expressed in the following closing sentences of his letter of resignation:

In leaving you, after being in your employ for more than eight years, it is, as I have previously stated, with regrets, and it will seem to me like leaving home, but as I have weighed the matter thoroughly, I have decided to do this for the sake of my family and my home; and as my interests have been with you, they will continue to be with you in helping to build up—what I consider you to be—the leading wholesale drug house in Michigan. In leaving you it is not to connect myself with any other house, nor from any personal

grievances, and I here wish to say that I think that the travelers for the Hazeltine & Perkins Drug Co. are better paid and receive better treatment than do the travelers for any other house in the West.

Four More Victims Added to the List.

Grand Rapids, Dec. 3.—Another pleasant and profitable monthly meeting of the United Commercial Travelers was held Saturday evening, Dec. 1, when we added to our list four popular stalwarts, whose names we are proud to have on our family record—F. E. Burleson, with Musselman Grocer Co.; Thomas E. Dryden, with Foster, Stevens & Co.; Howard Ives, with the M. B. & W. Paper Co.; C. H. McKnight, with Geo. Hume & Co., Muskegon.

Mr. Dryden was honored with the special degree, which is more forcible than eloquent and invariably raises one's avoirdupois above the seat of intellect.

We were favored with a call from Geo. E. Mathews, of Ohio Council, No. 144, Columbus, who gave us an interesting talk on the good of the order. If Brother Mathews' congenial, jovial disposition would be in any way affected thereby, we sincerely hope that his avoirdupois will never grow less.

Brother Spurrier was at his old place, tending the inner door, after an absence of two or three meetings. Guess his new baby has gotten through teething.

We were pleased to see Brother Hatch with us again. He is looking well after his sojourn among the elite and half-breeds at Mackinac Island.

W. S. Burns is meeting our expectations superbly in his office as conductor. There are no grounds for criticism. His work is simply o. k.

Our entertainment committee is preparing for a pedro and dancing party, to be held at Oddfellows' hall, corner of Lyon and Campau streets, on the evening of Dec. 15. All traveling men, with their ladies and friends, are invited to join us in one of the most enjoyable events of the season. Consider this your invitation, boys, and come.

We have grown too large for our present quarters and have engaged the hall above mentioned for a permanent place in which to hold our business and social meetings hereafter. We will have every convenience there that we could wish for, and we are looking ahead to more pleasant and interesting gatherings than we could possibly have in our old quarters.

Great credit is due our executive committee for securing so good and convenient a suite of rooms for us at this time, as the opportunities are scarce and much sought for.

Our Council instructed our Secretary to turn over to the Knights of the Grip, on demand, for use at the entertainment Dec. 27 and 28, everything movable in our council chamber, including the goat, royal bumper, gavel, hot griddles, Past Councilor's robes, greased pole, rickety stairs, and even our much-beloved Senior Counselor and Treasurer; also, if John E. has any damaged table spreads and lace curtains on hand, to have Russell B. the bearer of them, along with the rest of the outfit. These resolutions do not appear on the records in exactly the above words, but the meaning is about the same; and, to be more definite, will say that our hearts are with you, brother knights, and we are anxious to aid and assist you in any way that we can be of service to you, both individually and as a Council, and we hope that you will meet with a grand success and that Grand Rapids' popularity as an entertaining city will be again proclaimed and echoed about the State.

Official Scribe.

His Opportunity.

"I wish I could think of some new and unusual Christmas present to surprise mamma with this year," said Miss De Muir, wrinkling her fair brow in deep perplexity.

"How do you think she'd like a son-in-law?" hoarsely whispered young Spoonamore, falling readily into the only line of thought that seemed to suggest itself.

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.

Examination Sessions.

Detroit, Jan. 8 and 9.
 Grand Rapids, March 5 and 6.
 Star Island, June 17 and 18.
 Sault Ste. Marie, August 28 and 29.
 Lansing, Nov. 5 and 6.

Mich. State Pharmaceutical Association.

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

Nothing So Pleasing as a Perfectly Appointed Store.

"Keeping Stock" means the whole business of the druggist, the IT of the profession. Without stock, properly kept, one is soon without trade, business or store, and usually looking for a job he can't hold down very long. I will not attempt to go into all the details of the drug business as I have learned it, for that would require subdividing the subject into many classifications.

It has been well said that, "When a man finds the easiest thing for him to do and adopts that as his life's work, he becomes a success in life." The druggist whose heart is in his business; the bent of whose mind is in his profession; whose trend of thought is of constant study of his work, enlarging his knowledge of the business, learning the needs of his trade and supplying them—that druggist has found the "easiest thing for him to do," and is doing it, and he is a success in life.

And to my mind, "keeping stock" is the easiest, and hardest, and by all means the all-important part of the business of the drug store man. Easiest because it is of all-absorbing interest, involving his best thought, his closest study; hardest because it occupies so great a portion of his time.

It requires a close study and the anticipation of the wants and needs of the trade and keeping what your customers call for, to build up and maintain the reputation that anything and everything in the drug store line can always be found at "Old Pharmacologist's Store." This is not "keeping stock," it's getting stock—buying goods. And here one's judgment has to be called into use, for the purchase of the proper quantities may be called a fine art. It would never do to buy paregoric by the bucketful when there is a shortage in the crop of babies, and, when the grain yield is full, machine oil should be ordered in larger quantities than pints. But these articles being staples, not much harm comes from improvident buying, for conditions may change to suit the trade, infantile stomachache may become rampant and one can always make a hurry order of what he is short of.

This is an age of inventions. One class of boosters for the drug trade are constantly inventing or discovering new diseases, new ills of the human flesh, while another class are following in close pursuit with remedies to fit the disease, the advertisements of which furnish thrilling accounts; giving interesting reading matter for the papers of the magical cures—adding fame to the statesmen of the country in the publication of their pictures, together with the glad news to their constituents that the

awful malady has found a cure. And it devolves upon the stock-keeper to see that at least a bottle or two is always on hand when called for. In this age of progression the druggist must be up to date, along with the procession, and as near as possible to the band wagon.

Of course buying stock is one thing and keeping stock is another; yet the two can not be separated, at least can not live happily apart. Buying stock is a matter of judgment only acquired by continual study of trade conditions, perpetual posting of new remedies and the latest appliances and methods of treatment—the early morning work of the druggist who is strictly up to the day and date. Keeping stock is the work of the artistic element in the druggist's make-up, for there is the thing that appeals to the eye of the customer that invites him into the store. There is nothing so pleasing in the mind of the druggist as a perfectly appointed drug store. Nowhere can one display the talent of the artist as in the arrangement of the thousand and more things that constitute a drug store. And yet two dissimilar elements must be combined in the ensemble: The general effect of the appearance, and the convenience of the salesman. While our places must always be inviting, articles must be so arranged that the clerk can find everything asked for immediately. A customer is always pleased to find that his favorite nostrum is well known to the druggist—is a very popular remedy—and to please the customer is the first duty of a business man.

And then, you know, the sign, "If you don't see what you want, ask for it," has no place in the drug store. It would be superfluous where there are so many things "out of sight."

In keeping stock, it must be well kept. There should never be an accumulation of old goods—"old looking" goods. With the same system of a good housekeeper a good stock-keeper looks after the cleanliness of his store. No dust should be allowed to accumulate; spots of dirt must be eradicated—everything kept looking clean, and new, and fresh, and inviting. There is no wear on a stock if you are careful, but you had better throw away that which looks old than disgrace your store with its dirty appearance.

The stock-keeper must keep the buyer informed of what he wants—must never violate the rule of "do it now," in entering in the order book the things needed and required, and with all this done, it seems to me all is performed that goes to make a drug store what it should be to be the success the profession deserves.

And now in conclusion permit me to express the hope that the storekeeper of this Association will ever be faithful in the duties his position imposes and in all the walks of life he may so conduct himself that, when his own stock is taken by Saint Peter, he may be found so thoroughly equipped that he will be given a golden harp and a high seat within the pearly gates as his reward for faithfulness to duty, in preparing to alleviate the sufferings of all mankind while on this earthly sphere; may the stars of the twilight and the dawning of the day be bright for him and peace and comfort and contentment be his—for I am a stock-keeper myself.—W. B. Wheeler.

Russia absolutely forbids the employment of children under 12 years of age in industrial establishments, whether conducted by state or private individuals.

The Drug Market.

Opium—The report of a drought in Turkey still looks unfavorable. The price has again been advanced 5c per pound.

Morphine—Is unchanged, but it is believed there will be an advance soon.

Quinine—Has declined 3c.

Citric Acid—Manufacturers are very firm and it is believed that higher prices will rule next season.

Castile Soap—Is very firm and, on account of advanced freight rates, higher prices are looked for.

Eserine and Pylo Carpine—Have both advanced \$4, on account of higher cost for raw material abroad.

Balsam Fir, Canada—Has been again advanced and is tending higher, on account of scarcity.

Prickly-Ash Berries—Are scarce and extremely high.

Gum Asafoetida—Is scarce and still continues high.

Gum Camphor—Is very firm, although unchanged in price.

Buchu Leaves—Are in small stock and extreme prices rule, with a higher tendency.

Linseed Oil—Has declined.

Freezine or Callerine.

Freezine sold to the dairy trade as a preservative for milk is said to be nothing but the ordinary formaldehyde solution, the proportions recommended being one ounce to 20 gallons of milk.

Callierine is another name under which this preparation is marketed for the same purpose.

It need not be emphasized here that the surreptitious addition of such an agent as formaldehyd to milk is a heinous offense and the practice should be combated with all means at command.

The presence of formaldehyd may be detected by a contact test with a combination of sulfuric and ferric chlorid solution, yielding a distinct violet or purple line where the milk and the acid mixture meet.

Examination Session of the Board of Pharmacy.

Saginaw, Nov. 26—The Board of Pharmacy will hold a meeting for the examination of candidates for registration in Fellowcraft Club building, Detroit, on Tuesday and Wednesday, Jan. 8 and 9, 1901, commencing at 9 o'clock a. m. on the 8th. All candidates must be present at this hour. Candidates must file their applications with the Secretary at least one week before the examination and must furnish affidavits showing that they have had the practical experience required.

Applications for examination and blank forms for practical or college experience may be obtained from the Secretary, Henry Heim, Sec'y.

Cachous for the Breath.

Gum acaciae, 1½ ozs.
 Catechu, powdered, 2¾ ozs.
 Licorice, 1¼ lbs.
 Powdered cascarilla, 6 drs.
 Powdered mastic, 6 drs.
 Powdered orris, 6 drs.
 Oil cloves, 75 dps.
 Oil peppermint, 4 drs.
 Tincture ambergris, 75 grs.
 Tincture musk, 75 grs.

Boil the solids in water until a pasty mass results, which becomes firm on cooling, then add the aromatics, roll into pills and cover with silver foil.

Wm. Mixton.

Formula For Quinine Hair Tonic.

Various formulas have been printed;

here is a new one:

Quinine sulphate, 8 grs.
 Cantharides tincture, 3 drs.
 Acetic acid, 4 drs.
 Eau de cologne, 4 drs.
 Glycerine, 2 drs.
 Rose water, 10 ozs.

Filter bright through powdered pumice stone.

P. W. Lendower.

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.

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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.

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

WHOLESALE DRUG PRICE CURRENT

Advanced—P. Ash Berries, Balsam Fir, Assafoetida, Gum Oplum.
Declined—Quinine, Linseed Oil.

Acidum		Conium Mac.		Scilla Co.	
Aceticum	\$ 60 8	Copaiba	1 15 2 25	Tolutan	50 50
Benzoinum, German.	70 75	Cubebae	1 20 2 25	Prunus virg.	50 50
Boric	40 45	Exechthitos	1 00 2 10	Tinctures	
Carbolicum	30 42	Erigeron	1 10 2 20	Aconitum Napellis R	60 60
Citricum	45 48	Gaultheria	2 20 2 30	Aconitum Napellis F	50 50
Hydrochlor.	30 5	Geranium, ounce	50 75	Aloes	60 60
Nitrosum	80 10	Gossypii, Sem. gal.	1 40 2 150	Aloes and Myrrh	60 60
Oxalicum	12 14	Hedeoma	1 50 2 200	Arnica	50 50
Phosphoricum, dil.	15 15	Juniper	1 50 2 200	Assafoetida	50 50
Salicylicum	55 60	Lavendula	90 2 00	Atrape Belladonna	60 60
Sulphuricum	1 10 1 20	Limonia	1 50 2 100	Aurant Cortex	50 50
Tartaricum	38 40	Mentha Piper	1 40 2 200	Benzoin	60 60
Ammonia		Mentha Verid.	1 50 2 100	Benzoin Co.	50 50
Aqua, 16 deg.	40 6	Morhuie, gal.	1 20 2 25	Barosma	50 50
Aqua, 20 deg.	60 8	Myrica	4 00 4 50	Cantharides	75 75
Carbonas	13 15	Pisces Liquid.	75 3 00	Capiscum	50 50
Chloridum	12 14	Pisces Liquid, gal.	10 12	Cardamon	75 75
Aniline		Ricina	1 00 2 108	Cardamon Co.	75 75
Black	2 00 2 25	Rosmarini	6 00 6 100	Castor	1 00 1 00
Brown	80 100	Rose, ounce	6 00 6 100	Catechu	50 50
Red	45 50	Succini	40 45	Cinchona	60 60
Yellow	2 50 3 00	Sabina	90 1 00	Cinchona Co.	60 60
Baccae		Sassafras	2 75 7 00	Columba	50 50
Cubebae	22 24	Sinapis, ess. ounce	60 65	Cubebae	50 50
Juniperus	6 8	Tigil	1 50 2 100	Cassia Acutifol	50 50
Xanthoxylum	90 1 00	Thyme	40 50	Cassia Acutifol Co.	50 50
Balsamum		Thyme, opt.	1 60	Digitalis	50 50
Copaiba	50 55	Theobromas	15 20	Ergot	50 50
Peru	1 85	Potassium		Ferr Chloridum	35 35
Terebinthina	55 60	Bi-Carb.	15 18	Gentian	50 50
Tolutan	40 45	Bichromate	13 15	Gentian Co.	60 60
Cortex		Bromide	52 57	Guaiac.	60 60
Abies, Canadian	18	Carb.	12 15	Guaiac ammon.	60 60
Cassia	12	Chlorate, po. 17@19	16 18	Hyocyanus	50 50
Cinchona Flava	18	Cyanide	34 38	Iodine	75 75
Euonymus atropurp.	30	Iodide	2 60 2 65	Iodine, colorless	75 75
Myrica Cerifera, po.	20	Potassa, Bitart, pure	28 30	Kino	50 50
Prunus Virgin.	12	Potassa, Bitart, com.	15 15	Lobelia	50 50
Quillaja, gr'd.	12	Potass Nitras, opt.	7 10	Nux Vomica	50 50
Sassafras	15	Potass Nitras	6 8	Opil, comphorated	50 50
Ulmus, po. 15, gr'd	15	Prussiate	23 26	Opil, deodorized	1 50
Extractum		Sulphate po.	15 18	Quassia	50 50
Glycyrrhiza Glabra	24 25	Radix		Rhatany	50 50
Glycyrrhiza, po.	28 30	Aconitum	20 25	Rhel	50 50
Glycyrrhiza, 15 lb. box	11 12	Althae	22 25	Sanguinaria	50 50
Hematox, 18	13 14	Anchusa	10 12	Stromonium	60 60
Hematox, 1/4s	14 15	Arum po.	25 25	Tolutan	60 60
Hematox, 1/4s	16 17	Calamus	20 40	Valerian	50 50
Ferru		Gentiana	12 15	Veratrum Veride	50 50
Carbonate Preelp.	15	Glycyrrhiza, po. 15	16 18	Zingiber	20 20
Citrate and Quina	2 25	Hydrastis Can.	75 75	Miscellaneous	
Citrate Soluble	40	Hydrastis Can., po.	80 80	Ether, Spts. Nit. F	30 35
Ferrocyanidum Sol.	15	Hellebore, Alba, po.	12 15	Ether, Spts. Nit. F	34 38
Solut. Chloride	2	Inula, po.	15 20	Alumen	2 1/2 3
Sulphate, com'l, by	80	Ipecac, po.	4 25 4 35	Alumen, gro'd, po. 7	30 4
Sulphate, pure	7	Iris plox, po. 35@38	35 40	Anatto	40 50
Flora		Jalap, pr	25 30	Antimon, po.	5 5
Arnica	15 18	Maranta, 1/4s	22 25	Antimoniet Potass T	40 50
Anthemism	22 25	Podophyllum, po.	75 100	Antipyrin	25 25
Matricaria	30 35	Rhel, cut.	1 125	Antifebrin	20 20
Folia		Rhel, pv.	75 1 35	Argenti Nitras, oz.	51 51
Barosma	35 38	Spigella	35 38	Arsenicum	10 12
Cassia Acutifol, Tin-	20 25	Sanguinaria, po. 15	40 45	Balm Gilead Buds.	38 40
nevely	25 30	Serpentaria	60 65	Bismuth S. N.	1 90 2 00
Cassia, Acutifol, Alx.	12 20	Senega	60 65	Calcium Chlor., 1/4s.	10 10
Salvia officinalis, 1/4s	8 10	Smilax, M.	6 25	Calcium Chlor., 1/4s.	12 12
and 1/4s	8 10	Scilla	10 12	Cantharides, Rus. po	80 80
Uva Ursi	8 10	Symplocarpus, Foti-	10 12	Capisel Fructus, af.	15 15
Gummi		cus, po.	25 25	Capisel Fructus, po.	15 15
Acacia, 1st picked	65 65	Valeriana, Eng. po. 30	15 20	Capisel Fructus B, po	15 15
Acacia, 2d picked	45 45	Valeriana, German.	15 20	Caryophyllus, po. 15	12 14
Acacia, 3d picked	35 35	Zingiber a	14 16	Carmine, No. 40	3 00
Acacia, sifted sorts.	28 28	Zingiber j.	25 27	Cera Alba	50 55
Acacia, po.	45 65	Semen		Cera Flava	40 42
Aloe, Barb. po. 18@20	12 14	Anisum	12 12	Coccus	40 40
Aloe, Cape, po. 15.	12 12	Apium (graveleons).	13 15	Cassia Fructus	35 35
Aloe, Socotri, po. 40	60 60	Bird, Is.	4 6	Centraria	10 10
Ammoniac	55 60	Carul.	1 25 1 75	Cetaceum	45 45
Assafoetida, po. 45	45 50	Cardamon	80 10	Chloroform	55 60
Benzoinum	50 55	Coriandrum	4 5	Chloroform, squibbs	1 10
Catechu, 1s	13 13	Cannabis Sativa	4 5	Chlorid Hyd Crst.	1 65 1 90
Catechu, 1/4s	14 14	Cydonium	75 1 00	Chondrus	20 25
Catechu, 1/4s	16 16	Chenopodium	10 12	Cinchonidine, P. & W	38 48
Camphora	60 73	Dipterix Odorate	1 00 2 10	Cinchonidine, Germ.	38 48
Euphorbium, po. 35	40 40	Foeniculum	10 10	Cocaine	7 05 7 25
Galbanum	1 00	Foenugreek, po.	7 9	Corks, list, dis. pr. et.	70 70
Gamboge	65 70	Lini, gr'd.	4 5	Croosotum	35 35
Guaiacum, po. 25	30 30	Lini, gr'd. bbl. 4	4 5	Creta, prep.	2 5
Kino	75 75	Lobelia	35 40	Creta, precip.	9 11
Mastic	60 60	Pharlaris Canarian.	4 5	Creta, Rubra	8 8
Myrrh	40 40	Rapa	4 5	Crocus	15 18
Opil	3 70	Sinapis Alba	9 10	Cudbear	24 24
Shellac	25 35	Sinapis Nigra	11 12	Cupri Sulph.	6 1/2 8
Shellac, bleached	40 45	Spiritus		Dextrine	7 10
Tragacanth	60 90	Frumentum, W. D. Co.	2 00 2 50	Ether Sulph.	75 90
Herba		Frumentum, D. F. R.	2 00 2 25	Emery, all numbe.s.	8 8
Absinthium, oz. pkg	25 25	Frumentum	1 25 1 50	Emery, po.	6 6
Eupatorium, oz. pkg	25 25	Juniperis Co. O. T.	1 65 2 00	Ergota	85 90
Lobelia	25 25	Juniperis Co.	1 75 3 50	Flake White	12 15
Majorum	25 25	Saacharum N. E.	1 90 2 10	Galla	23 23
Mentha Pip. oz. pkg	25 25	Spt. Vini Gall.	1 75 6 50	Gambler	8 9
Mentha Vir. oz. pkg	25 25	Vini Oporto	1 25 2 00	Gelatin, Cooper	60 60
Rue	25 25	Vini Alba	1 25 2 00	Gelatin, French	35 60
Tanacetum V oz. pkg	25 25	Sponges		Glassware, flint, box	75 5
Thymus, V oz. pkg	25 25	Florida sheeps' wool	2 50 2 75	Less than box	70 70
Magnesia		Nassau sheeps' wool	2 50 2 75	Glue, brown	11 13
Calcined, Pat.	55 60	Velvet extra sheeps'	2 50 2 75	Glue, white	15 25
Carbonate, Pat.	18 20	wool, carriage	1 50	Glycerina	17 1/2 25
Carbonate, K. & M.	18 20	wool, carriage	1 25	Grana Paradisi	25 25
Carbonate, Jennings	18 20	wool, carriage	1 00	Humulus	25 55
Oleum		Grass sheeps' wool	1 75	Hydrarg Chlor Mite	1 00
Absinthium	6 50 7 00	Hard, for slate use.	75 75	Hydrarg Ox Rub'm	90 90
Amygdale, Dule	38 65	Yellow Reef, for	1 40	Hydrarg Ammoniat	1 10
Amygdale, Amara	8 00 8 25	slate use.	1 40	Hydrarg Unguentum	50 60
Anisi	2 10 2 20	Syrups		Hydrargyrum	85 85
Aurant Cortex	2 25 2 30	Acacia	50 50	Ichthyobolia, Am	65 70
Bergamul	2 75 2 85	Aurant Cortex	50 50	Indigo	75 100
Calpuit	80 85	Zingiber	50 50	Iodine, Resubi.	3 85 4 00
Caryophylli	80 85	Perri Iod	50 50	Iodoform	3 85 4 00
Cedar	65 90	Rhel Arom	50 50	Lupulin	50 50
Chenopadi	2 75	Smilax Officinalis	50 60	Lycopodium	80 85
Cinnamoni	1 30 1 40	Senega	50 60	Macis	60 75
Cltroneilla	35 40	Sella	50 50	Liquor Arsen et Hy-	25 25

Menthol	4 50	Seldlitz Mixture	20 22	Linseed, pure raw	65 68
Morphia, S. P. & W.	2 25 2 50	Sinapis	18 18	Linseed, boiled	60 69
Morphia, S. N. Y. Q.	2 15 2 40	Sinapis, opt.	30 30	Neatsfoot, winter str	54 60
& C. Co.	2 15 2 40	Snuff, Maccaboy, De	41 41	Spirits Turpentine	50 55
Moschus Canton	40 40	Voes	41 41	Paints	
Myristica, No. 1	65 80	Snuff, Scotch, De Vo's	41 41	BRL.	LB.
Nux Vomica, po. 15	35 37	Soda, Boras, po.	9 11	Red Venetian	1 1/2 2 @3
Os Sepia	35 37	Soda et Potass Tart.	25 25	Ochre, yellow Mars.	1 1/2 2 @4
Pepsin Saac, H. & P.	1 00	Soda, Carb.	1 1/2 2	Putty, commercial	2 1/2 2 1/2 @3
D Co.	1 00	Soda, Bi-Carb.	3 4 4	Putty, strictly pure	2 1/2 2 1/2 @3
Pisces Liq. N.N. 1/2 gal.	2 00	Soda, Sulphas	2 2	Vermilion, Prime	13 15
Pisces Liq., quarts	1 00	Spts. Cologne	2 60	Vermilion, English	70 75
Pil Hydrarg. po. 80	18 18	Spts. Ether Co.	50 55	Green, Paris	14 18
Piper Nigra, po. 22	30 30	Spts. Myrcia Dom.	2 00	Green, Peninsular	13 16
Piper Alba, po. 35	7 7	Spts. Vini Rect. bbl.	6 6	Lead, red	6 1/2 6 1/2
Pix Burgum	10 12	Spts. Vini Rect. 10gal	6 6	Lead, white	6 1/2 6 1/2
Plumbi Acet.	10 12	Spts. Vini Rect. 5 gal	6 6	Whiting, white Span	85 85
Pulvis Ipecac et Opil	1 30 1 50	Strychnia, Crystal	1 05 1 25	Whiting, gilders	90 90
Pyrethrum, boxes H.	75 75	Sulphur, Subl.	2 1/2 4	White, Paris, Amer.	1 25 1 25
& P. D. Co., doz.	25 30	Sulphur, Roll	2 1/2 3 1/2	Whiting, Paris, Eng.	1 40 1 40
Pyrethrum, pv.	8 10	Tamarinds	8 10	Universal Prepared	1 10 1 20
Quassia	34 44	Terebenth Venice	28 30	Varnishes	
Quinia, S. P. & W.	34 44	Theobromae	60 65	No. 1 Turp Coach	1 10 1 20
Quinia, S. German	34 44	Vanilla	9 00 16 00	Extra Turp	1 60 1 70
Quinia, N. Y.	34 44	Zinci Sulph.	7 8	Coach Body	2 75 3 00
Rubia Tinctorum	12 14	Oils		No. 1 Turp Furn.	1 00 1 10
Saccharum Lactis pv	18 20	Whale, winter	70 70	Extra Turk Damar.	1 55 1 60
Salicin	4 50 4 75	Lard, extra	60 70	Jap. Dryer, No. 1 Turp	70 75
Sanguis Draconis	40 50	Lard, No. 1	45 50		
Sapo, W.	12 14				
Sapo M.	10 12				
Sapo G.	15 15				

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 Drug-
gists' Sundries.

We are the sole proprietors of Weath-
erly'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

Evaporated Apples
N. O. Molasses
Solar Salt
Family Whitefish

DECLINED

Currents
Japan Teas

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
4 HOPF..... 55 6 00
Castor Oil..... 60 7 00
Diamond..... 50 4 25
Fraser'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
1/4 lb. cans 3 doz..... 45
1/4 lb. cans 3 doz..... 75
1 lb. cans 1 doz..... 1 00
Bulk..... 1 00

Arctic
6 oz. Eng. Tumblers..... 90



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

JAXON

1/4 lb. cans, 4 doz. case..... 45
1/4 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
1/4 lb. cans 1 30
6 oz. cans 1 80
1/4 lb. cans 2 40
1/4 lb. cans 3 60
1 lb. cans 4 65
3 lb. cans 12 75
5 lb. cans 21 00

BATH BRICK

American..... 70
English..... 80

BLUING

CONDENSED
PEARL
BLUING

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

BROOMS

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

CANDLES

Electric Light, ss..... 12
Electric Light, 16s..... 12 1/2
Paraffine, 6s..... 10 1/2
Paraffine, 12s..... 11
Wicking..... 29

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..... 85
Wax..... 85

Blueberries
Standard..... 85

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

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

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

Gooseberries
Standard..... 90

Hominy
Standard..... 85

Lobster
Star, 1/4 lb..... 1 85
Star, 1 lb..... 3 40
Picnic Tails..... 2 35

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

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

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

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

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

Peas
Marrowfat..... 1 00
Early June..... 1 60
Early June Sifted..... 1 60

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

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

Raspberries
Standard..... 90

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

Shrimps
Standard..... 1 50

Sardines
Domestic, 1/4s..... 4
Domestic, 1/2s..... 8
Domestic, Mustard..... 17
California, 1/2s..... 22
French, 1/4s..... 28
French, 1/2s..... 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, 1/2 pints..... 1 25

CHEESE
Acme..... 2 12 1/2
Amboy..... 2 12 1/2
Carson City..... 2 12 1/2
Elsie..... 2 12 1/2
Emblem..... 2 12 1/2
Gem..... 2 12 1/2
Gold Medal..... 2 12 1/2
Ideal..... 2 12 1/2
Jersey..... 2 12 1/2
Riverside..... 2 12 1/2
Brick..... 14@15
Edam..... @90
Leliden..... @17
Limburger..... 13@14
Pineapple..... 50@75
Sap Sago..... 19@20

CHOCOLATE
Walter Baker & Co.'s
German Sweet..... 22
Premium..... 34
Breakfast Cocoa..... 45

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

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

COCOA

Webb..... 30
Cleveland..... 41
Epps..... 42
Van Houten, 1/4s..... 12
Van Houten, 1/2s..... 20
Van Houten, 3/4s..... 38
Colonial, 1/4s..... 70
Colonial, 1/2s..... 35
Huyler..... 45
Wilbur, 1/4s..... 41
Wilbur, 1/2s..... 42

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

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Package
New York Baisls.
Arbuckle..... 12 00
Dillworth..... 12 00
Jersey..... 12 00
McLaughlin's XXXX..... 11 00

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

Extract
Valley City 1/4 gross..... 75
Felix 1/4 gross..... 1 15
Hummel's foil 1/4 gross..... 85
Hummel's tin 1/4 gross..... 1 43

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

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

CLOTHES LINES
Cotton, 40 ft. per doz..... 1 00
Cotton, 50 ft. per doz..... 1 20
Cotton, 60 ft. per doz..... 1 40
Cotton, 70 ft. per doz..... 1 60
Cotton, 80 ft. per doz..... 1 80
Jute, 60 ft. per doz..... 80
Jute, 72 ft. per doz..... 95

CONDENSED MILK
4 doz in case.
Gall Borden Eagle..... 6 75
Crown..... 6 25
Daisy..... 5 75
Champion..... 5 75
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

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@4 1/2
Evaporated, 50 lb. boxes..... @5 1/2

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

California Prunes
100-120 25 lb. boxes..... @ 4
90-100 25 lb. boxes..... @ 4 1/2
80-90 25 lb. boxes..... @ 5
70-80 25 lb. boxes..... @ 5 1/2
60-70 25 lb. boxes..... @ 6
50-60 25 lb. boxes..... @ 6 1/2
40-50 25 lb. boxes..... @ 7
30-40 25 lb. boxes..... @ 8 1/2
1/2 cent less in 50 lb. cases

Citron
Lemon..... 11
Coriscian..... 12

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

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

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

FARINACEOUS GOODS
Beans
Dried Lima..... 6 1/2
Medium Hand Picked..... 8 1/2
Brown Holland..... 1 85

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. bb..... 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..... 2 50
Chester..... 3 10
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, 1/2 bbl..... 1 80
Monarch, 90 lb. sacks..... 1 55
Quaker, cases..... 3 20

Sago
East India..... 2 1/2
German, sacks..... 3 1/2
German, broken package..... 4

Tapioca
Flake, 110 lb. sacks..... 4 1/2
Pearl, 130 lb. sacks..... 3 1/2
Pearl, 24 1 lb. packages..... 6

Wheat
Cracked, bulk..... 3 1/2
24 2 lb. packages..... 2 50

FLAVORING EXTRACTS
FOOTE & JENKS'
Highest Grade Extracts

Van

SOAP

Bell & Bogart brands—	
Coat Oil Johnny	3 90
Peckin	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 35
Detroit Soap Co. brands—	
Queen Anne	3 15
Big Bargain	1 75
Umpire	2 15
German Family	2 45
A. B. Wisley 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	2 50
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. Babbitt brand—	
Babbitt's Best	4 00
Fels brand—	
Naptha	4 00

Scouring

Sapallo, kitchen, 3 doz.	2 40
Sapallo, hand, 3 doz.	2 40

SALT FISH

Cod	
Georges cured	4 45
Georges genuine	5 50
Georges selected	5 50
Grand Bank	4 45
Strips or bricks	6 90
Pollock	3 34

Halibut

Strips	14
Chunks	15

Herring

Holland white hoops, bbl.	11 00
Holland white hoops, bbl.	6 00
Holland white hoop, keg.	80
Holland white hoop mehs.	85
Norwegian	
Round 100 lbs.	3 15
Sealed 40 lbs.	1 55
Sealed	16
Bloaters	

Mackerel

Mess 100 lbs.	12 00
Mess 40 lbs.	5 10
Mess 10 lbs.	1 35
Mess 8 lbs.	1 10
No. 1 100 lbs.	10 50
No. 1 40 lbs.	4 50
No. 1 10 lbs.	1 50
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.	85
No. 1 8 lbs.	60

Whitefish

No. 1 100 lbs.	7 25
No. 1 40 lbs.	3 20
No. 1 10 lbs.	88
No. 1 8 lbs.	73

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	50
Nutmegs, 75-10	50
Nutmegs, 105-10	40
Nutmegs, 115-20	35
Pepper, Singapore, black	15 1/2
Pepper, Singapore, white	23
Pepper, shot	16 1/2

Pure Ground in Bulk

Allspice	16
Cassia, Batavia	28
Cassia, Saigon	48
Cloves, Zanzibar	17
Ginger, African	15
Ginger, Cochinchina	18
Ginger, Jamaica	25
Mace	60
Mustard	18
Pepper, Singapore, black	15 1/2
Pepper, Singapore, white	25
Pepper, Cayenne	20
Sage	20

SEEDS

Anise	9
Canary, Smyrna	4
Caraway	8
Cardamon, Malabar	60
Celery	12
Hemp, Russian	4 1/2
Mixed Bird	4 1/2
Mustard, white	9
Poppy	10
Rape	4 1/2
Cuttle Bone	15

STARCH



Kingsford's Corn	
10 1-lb. packages	6 1/2
20 1-lb. packages	6 1/2
6-lb. packages	7 1/2

Kingsford's Silver Gloss

10 1-lb. packages	7
6-lb. boxes	7 1/2

Common Corn

20 1-lb. packages	4 1/2
40 1-lb. packages	4 1/2

Common Gloss

1-lb. packages	4 1/2
3-lb. packages	4 1/2
6-lb. packages	4 1/2
40 and 50-lb. boxes	3 1/2
Barrels	3 1/2

STOVE POLISH



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

SNUFF

Scotch, in bladders	37
Maccaboy, in jars	35
French Rappee, in jars	43

SODA

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

SUGAR

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel	
Domino	5 85
Cut Leaf	6 00
Crushed	6 00
Cubes	5 75
Powdered	5 70
Coarse Powdered	5 70
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 25
No. 3, Ridgewood A	5 20
No. 4, Phoenix A	5 15
No. 5, Empire A	5 10
No. 6	5 05
No. 7	4 95
No. 8	4 85
No. 9	4 75
No. 10	4 65
No. 11	4 60
No. 12	4 50
No. 13	4 40
No. 14	4 55
No. 15	4 55
No. 16	4 55

SYRUPS

Corn	
Barrels	17
Half bbls	19
1 doz. 1 gallon cans	3 00
1 doz. 1/2 gallon cans	1 70
2 doz. 1/4 gallon cans	90

Pure Cane

Fair	16
Good	20
Choice	25

TABLE SAUCES

LEA & PERRIN'S SAUCE	
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The Original and Genuine Worcestershire.

Lea & Perrin's, large	3 75
Lea & Perrin's, small	2 50
Half doz., large	3 75
Half doz., 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 1/2
Fannings	20 1/2

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

Choice	27
Fancy	34
Medium	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, 100 12 oz. 3 50	
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WICKING

No. 9, 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, 1 1/2 doz.	50
Yeast Cream, 3 doz.	1 00
Yeast Foam, 3 doz.	1 00
Yeast Foam, 1 1/2 doz.	50

Grains and Feedstuffs

Wheat

Winter Wheat Flour	74
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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.

Diamond 1/2s.	3 85
Diamond 1/4s.	3 85
Diamond 1/8s.	3 85

Worden Grocer Co.'s Brand

Quaker 1/2s.	3 90
Quaker 1/4s.	3 90
Quaker 1/8s.	3 90

Spring Wheat Flour

Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/2s.	4 65
Pillsbury's Best 1/4s.	4 55
Pillsbury's Best 1/8s.	4 45
Pillsbury's Best 1/2s. paper	4 45
Pillsbury's Best 1/4s. paper	4 45

Ball-Barnhart-Putman's Brand

Duluth Imperial 1/2s.	4 40
Duluth Imperial 1/4s.	4 30
Duluth Imperial 1/8s.	4 20

Lemon & Wheeler Co.'s Brand

Wingold 1/2s.	4 55
Wingold 1/4s.	4 45
Wingold 1/8s.	4 35

Olney & Judson's Brand

Ceresota 1/2s.	4 50
Ceresota 1/4s.	4 40
Ceresota 1/8s.	4 30

Worden Grocer Co.'s Brand

Laurel 1/2s.	4 50
Laurel 1/4s.	4 40
Laurel 1/8s.	4 30
Laurel 1/2s. and 1/4s. paper	4 30

Washburn-Crosby Co.'s Brand

Washburn-Crosby Co.'s Brand	
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Prices always right. Write or wire Musselman Grocer Co. for special quotations.

Meal

Bolled	2 00
Granulated	2 10

Feed and Millstuffs

Window Dressing

Useful Hints in Securing Effective Display.

It is well for the haberdasher to make it a point to bring his stock of scarfpins, cuff links and other men's jewelry prominently to the attention of his customers. This can be done by always making it a practice to show some kind of jewelry in connection with his shirt and neckwear trims. If he displays a scarf made up, let him select a tasty scarfpin and put it in the scarf. It may be the means of selling both scarf and pin. Let him put cuffs with links in them prominently in the window from time to time. He can always scatter about among the shirts in a trim the cards of cuff links and buttons in such a way that they are tastefully visible. If one has a limited quantity of jewelry to show, it is well to get a length of thin white silk and lay it on the floor of the window, puffing it loosely. Then scatter the cards of links and buttons over it lightly. White silk makes a very fine background for the display of all kinds of gold goods.

A simple trim of underwear can be made by driving hooks into the ceiling of the window and suspending from them lengths of rope, common clothesline or heavy manila rope. The garments to be displayed are rolled up and fastened in tight rolls and attached to the ropes at right angles to the rope and to each other, a few inches apart.

Narrow four-in-hands can be displayed by knotting the four-in-hand on the bar and then throwing the front end over the bar backward in a graceful curve. A pair of gloves is hung on the bar so that the end of the four-in-hand thrown over the bar falls over the gloves.

In some stores which are very high there is above the shelves a large blank wall space, which is usually decorated by more or less elaborate cards containing information about the store. Sometimes this bareness can be relieved by plaiting cheesecloth in plain folds against the wall in panel form and puffing the edges so as to make a neat border. By driving a few hooks into the wall on this background supports can be had for the display of various articles that would make a nice showing when simply hung against a proper background. Brackets might also be attached to the wall, on which shoes and heavy articles could be hung. A good ledge trim can be made by placing posts, 2 by 4, at short intervals along the top of the ledge. Light, flexible strips of wood are bent from the top of one to the other and strips and posts are covered by colored cheesecloth plaited, plain or puffed. The wall is covered by cheesecloth plaited plainly. Under the arches so made the goods, such as shirts on stands, can be displayed.

A unit of display for a clothing window is to take an ordinary coat hook stand and place it on a couple of dress suit cases laid on their sides on the floor. A steamer rug is then draped over it and an overcoat hung against the rug. At one side, and a little in front, a lower T stand is used for the display of a coat and vest.

De Joinvilles can be nicely displayed by draping the window bars with shirtings put on in fan shape. The De Joinvilles are then hung over the bars

against this fan of cloth and batwing ties are hung, with their ends visible, at each side of the De Joinville.

In a large window an effective display of sweaters can be made by covering the floor of the window with green cloth stretched smoothly, on which is marked out in white paint the regulation marking of a football field. A border of sweaters is made about the field by laying the sweaters flat on the floor and slightly overlapping each other. The rear wall is covered with sweaters tacked on in regular rows and projecting outward from them are the flags of various colleges in their several colors, overhanging the field. In the center of the football field are two or three footballs at the base of a stand or model form, which displays various sweaters draped over it in a simple fashion. A display of red flannel shirts with sweaters in dark colors is also very effective. Dark worsted sweaters alternating with red flannel shirts hung on bars or otherwise gives a very satisfactory color combination.—Apparel Gazette.

Civility Is Good Capital.

Look at the army of salesmen and saleswomen in our stores. There is not, I believe, as capable or honest a corps of workers in the world. Yet a French or English shopgirl will sell twice as many goods in the same line, and the customer will come again and again to be served by the same woman. Why? Because she is civil and courteous. There is something pitiful as well as ridiculous in the indifference, the hauteur, the actual rudeness of many of the intelligent young men and women behind our counters. Yet, civility is their capital. By selling gloves or tinware they earn their living, and the more civil they are, the more they sell. Most of my readers know a few saleswomen who have remained in some of the old business houses until an honored old age, and, by their ability and courtesy, have made for themselves hosts of friends. It is a pity that these foolish young people could not learn the business from them.—Ladies' Home Journal.

Her Fine Distinction.

A young Canal street drug clerk, who had heard the story of the colored woman who had asked for flesh-colored court plaster, and was given black by the observant dealer, stored the incident away in his mental dust box and decided to use it at the first opportunity. He had not long to wait, for a few nights ago a comely colored girl stepped into the store where he was employed. "Ah wants some court plaster," she said.

"What color?" enquired the clerk, with affected nonchalance.

"Flesh cullah, sah."

Keeping within easy reach of a heavy pestle, the clerk handed the woman a box of black court plaster, and he was surprised at the time that the situation afforded so little humor. The woman opened the box with a deliberation that was ominous, but was unruffled when she noted the color of its contents.

"Ah guess you mus' 'a' misunderstood mah ordah. Ah asked foh flesh cullah, an' yo' done gimme skin cullah."

The drug clerk is still a little dazed from the encounter, and he has firmly resolved to subject every joke to rigid laboratory test hereafter before using.

Consistency is indeed rare. A man will unblushingly comb his back hair over a bald spot on the top of his head, and yet expect a fruiterer to put his smallest strawberries in the top layer of the basket.

Crockery and Glassware.

AKRON STONEWARE.

Butters

1/2 gal., per doz.	52
2 to 6 gal., per gal.	6 1/2
8 gal. each	58
10 gal. each	70
12 gal. each	84
15 gal. meat-tubs, each	1 20
20 gal. meat-tubs, each	1 60
25 gal. meat-tubs, each	2 25
30 gal. meat-tubs, each	2 70

Churns

2 to 6 gal., per gal.	7
Churn Dashers, per doz.	84

Milkpans

1/2 gal. flat or rd. bot., per doz.	52
1 gal. flat or rd. bot., each	6 1/2

Fine Glazed Milkpans

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

Stewpans

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

Jugs

1/2 gal. per doz.	64
3/4 gal. per doz.	48
1 to 5 gal., per gal.	8

Sealing Wax

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

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

LAMP CHIMNEYS—Seconds

No. 0 Sun.	Per box of 6 doz.
No. 1 Sun.	1 50
No. 2 Sun.	1 66
No. 3 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 85
5 gal. Tilted 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 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

COUPON BOOKS

SUPERCEDE

BOOK-KEEPING
DISPUTED ACCOUNTS
BAD DEBTS

**ACCURACY
PROFIT
CONTENTMENT**

We make four grades of book in the different denominations.

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TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

We want

POTATOES

Are you open to a

PROPOSITION TO BUY

or can you

QUOTE US PRICES?

It will pay you to

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ALBERT MILLER & CO.,

8 S. CLARK ST., CHICAGO

Ask this paper about us.

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.

GOLD MEDAL, PARIS, 1900

Walter Baker & Co. Ltd.

PURE, HIGH-GRADE

COCOAS AND CHOCOLATES



TRADE-MARK.

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

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

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

WALTER BAKER & CO. Limited,
DORCHESTER, MASS.

Established 1780.

SOCIAL VICE.

Mrs. Stanton's Theory as to the True Remedy.

Ever and anon public thought is aroused on the question of prostitution; now, by a terrible tragedy like the one just enacted in Paterson, again, by some unusual, open manifestation of vice in the streets of our cities, now the Philippines or South Africa, one of the terrible adjuncts of war. But although an aroused public sentiment can repress the evils for a time in one locality, they reappear at once with renewed energy in many others. Occasionally church officials make their protests, but no one seems to understand the hidden cause of all these outrages; they are all trying to lop off the branches, but no one goes to the root of the deadly upas tree, the wholesale degradation of the mothers of the race.

The authorities of the Episcopal church are just now fully aroused to action; the first step to be taken is for it to teach woman a higher respect for herself, and the rising generation a more profound reverence for her. So long as we assign to her an inferior position in the scale of being, emphasize the fables of her creation as an afterthought, the guilty factor in the fall of man, cursed of God in her maternity, a marplot in the life of a Solomon or a Samson, unfit to stand in the "Holy of Holies" in cathedrals, or to take a seat as delegate in a Synod, General Assembly or Conference, or to be ordained to preach the gospel or administer the sacraments—so long will her degradation continue!

When the Episcopal church, in the great gathering at Washington two years ago, held a meeting for the discussion of a national law for divorce, although 1,500 women belonging to the same church held an auxiliary meeting there at the same time, the Bishops discussed the questions of marriage and divorce with closed doors, not one woman being permitted to be present, although equally interested in these social questions. The moral effect of that act degraded woman in the estimation of every man, young and old, connected with the Episcopal church. When, in their marriage service, they make it the duty of woman to obey and be given away by some man, they make her the inferior and subject of the man she marries; when they read from the pulpit these passages of scripture: "Let your women keep silence in the churches, for it is not permitted unto them to speak, but they are commanded to be under obedience," as also saith the law: "If they will learn anything let them ask their husbands at home, for it is a shame for women to speak in the church;" "Wives, submit yourselves unto your own husbands as unto the Lord;" "For the husband is the head of the wife even as Christ is the head of the church;" "Let the women learn in silence with all subjection;" "But I suffer not a woman to teach nor to usurp authority over the man;" "For Adam was first formed, then Eve;" "For the man is not of the woman, but the woman of the man. Neither was the man created for the woman, but the woman for the man," as coming from the great Creator of the universe, they make woman the victim of man's lust. All our efforts to suppress prostitution are hopeless until woman is recognized in the Canon law and all church discipline as equal in goodness, grace and dignity with Bishops, Archbishops, yea, the Pope himself.

Canon Charles Kingsley well said long ago: "This will never be a good world for woman until the last remnant of the Canon law is civilized from the face of the earth." Lord Brougham is equally pronounced as to the common law. He said, "The common law of England for woman is a disgrace to the Christianity and civilization of the nineteenth century."

The sentiments of men in high places are responsible for the outrages on women in the haunts of vice and on the highway. If the same respect the masses are educated to feel for cathedrals, altars, symbols and sacraments, were extended to the mothers of the race, as it should be, all these problems would be speedily settled. You can not go so low down in the scale of being as to find men who would enter our churches to desecrate the altars or toss about the symbols of the sacrament, because they have been educated with a holy reverence for these things. But where are any lessons of reverence for woman taught to the multitudes? And yet, is not the mother of the race more exalted than sacraments, symbols, altars or vast cathedral domes? When our good men in state and church try to suppress the terrible outrages on woman they deal but with the evil on the surface. They should begin the lasting work by securing her equal honor, dignity and respect by sharing with her all the liberties they themselves enjoy.

To-day in our theological seminaries our sons do not rise from their study of Bibles, creeds, and church discipline for women, with a new respect for the mothers who went to the very gates of death to give them life and immortality. Sons in our law schools do not rise from the study of our codes, customs and constitutions with any respect for the women of this Republic, who, although citizens, are treated as outlaws and pariahs by our government. In our colleges, where sisters are denied equal opportunities for education, the natural chivalry of these brothers is never called forth. The lesson of inferiority is taught everywhere and in these terrible tragedies of life we have the result of this universal degradation of woman. Elizabeth Cady Stanton.

Song of the Walking Delegate.

What care we who make the laws?
What care we who break the laws?
If we can only work our jaws,
Work our jaws, work our jaws.

When our poor dupes began to fall,
We were safe in Walthalla Hall.
We took no part in all the fray,
We were full half a mile away,
Where we could safely work our jaws,
Work our jaws, work our jaws.

We want no enforcement of the laws;
We do not want the strike to pause.
We would starve if for the cause
We couldn't work our ready jaws,
Work our jaws, work our jaws.

What care we that men are killed?
What care we for blood that's spilled?
For helpless women running nude,
The prey of strikers drunk and rude?
We are content to work our jaws,
Work our jaws, work our jaws.

Let them riot as they choose,
We've risked nothing we can lose—
Reputation, gold nor cause—
They may keep or break the laws,
Only let us work our jaws,
Work our jaws, work our jaws.

Woman has no inventive genius, but, if necessary, she can give the fire a good poking with a buttonhook.



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\$1.00 PER 100.

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Rubber and Metallic Stamps

Send for Catalogue and Mention this paper.

Crackers and Sweet Goods

The National Biscuit Co. quotes as follows:

Butter	
Seymour.....	6
New York.....	6
Family.....	6
Salted.....	6
Wolverine.....	6½
Soda	
Soda XXX.....	6½
Soda, City.....	8
Long Island Wafers.....	12
Zephyrette.....	10
Oyster	
Faust.....	7½
Farina.....	6
Extra Farina.....	6½
Saltine Oyster.....	6
Sweet Goods—Boxes	
Animals.....	10
Assorted Cake.....	10
Belle Rose.....	8
Bent's Water.....	16
Cinnamon Bar.....	9
Coffee Cake, Iced.....	10
Coffee Cake, Java.....	10
Cocoanut Macaroons.....	18
Cocoanut Taffy.....	10
Cracknels.....	16
Creams, Iced.....	8
Cream Crisp.....	10
Cubans.....	11½
Curant Fruit.....	12
Frosted Honey.....	12
Frosted Cream.....	9
Finger Gems, large or small.....	8
Ginger Snaps, N. B. C.....	8
Gladiator.....	10
Grandma Cakes.....	8
Graham Crackers.....	8
Graham Wafers.....	12
Grand Rapids Tea.....	16
Honey Fingers.....	12
Iced Honey Crumpets.....	10
Imperial.....	8
Jumbles, Honey.....	12
Lady Fingers.....	12
Lemon Snaps.....	12
Lemon Wafers.....	16
Marshmallow.....	16
Marshmallow Creams.....	16
Marshmallow Walnuts.....	16
Mary Ann.....	8
Mixed Biscuit.....	11½
Milk Biscuit.....	7½
Molasses Cake.....	8
Molasses Bar.....	9
Moss Jelly Bar.....	12½
Newton.....	12
Oatmeal Crackers.....	8
Oatmeal Wafers.....	12
Orange Crisp.....	9
Orange Gem.....	8
Penny Cake.....	8
Pilot Bread, XXX.....	7½
Pretzettes, hand made.....	8

Pretzels, hand made.....	8
Scotch Cookies.....	9
Sears' Lunch.....	7½
Sugar Cake.....	8
Sugar Cream, XXX.....	8
Sugar Squares.....	8
Sultanas.....	13
Tutti Frutti.....	16
Vanilla Wafers.....	16
Vienna Crimp.....	8



**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.

**MICA
AXLE
GREASE**

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

**ILLUMINATING AND
LUBRICATING OILS**

**WATER WHITE HEADLIGHT OIL IS THE
STANDARD THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

Gripsack Brigade.

Saginaw Courier-Herald: Thomas J. Norris, for twenty-five years a grocer in this city, has gone on the road for the Smart & Fox Co.

Allegan Gazette: Chas. E. Smith has accepted a position with the American Standard Jewelry Co., of Detroit, as traveling salesman.

There are two kinds of drummers. One of them is the man who goes around and makes prices, the other is the one who goes along and sells the bill.

Geo. B. Craw, traveling representative for the Vinkemulder Co., was married last Friday to Miss Jennie Shields, an estimable young lady of Petoskey.

"Do unto others as you would have them do unto you," is a good religion to carry with you always. If you are tempted at any time to influence a merchant to cancel an order given to a competitor just think of the "Golden Rule."

John C. McBurney died at his home in Cadillac, Nov. 30, after a four weeks' illness of typhoid fever, aged 57 years. He leaves a wife and one daughter. Mr. McBurney was well known and highly respected throughout the Northern part of the State, having represented J. Cornwell & Sons, wholesale grocers and millers of Cadillac, for many years. The funeral was held on Monday of this week.

Manistee Advocate: A certain traveling man boarded the Pere Marquette train Saturday night for Grand Rapids. He became sleepy and fixed up a little bed as best he could on the seats and cuddled down and was soon wrapped in the arms of Morpheus. When he awoke or came to his senses he discovered he was in Manistee instead of Grand Rapids. He had made the circuit to Baldwin and back while asleep. He didn't do a thing to himself as it was a sad disappointment, as he was due in Cleveland this morning and the little mishap will defer his arrival until sometime tonight or to-morrow morning. He attempted to take revenge on the brakeman for not waking him up at Baldwin, but the brakeman met him halfway by informing him that he was duly awakened several times and for some reason he did not get up, which is the cause of his mishap. It is safe to say that he will not go to sleep again when he has to change cars for his destination or he will have presence of mind enough to get up when he is awakened.

Sault Ste. Marie Times: Many people in the Soo know Mark S. Brown, the genial and popular traveling representative of the Hazeltine & Perkins Drug Co., of Grand Rapids, and will be glad to be informed in regard to his recent thrilling experience with what is supposed to have been a big black bear. Mr. Brown is a veteran sportsman and thoroughly understands the business, but has not considered bold, bad bruin exactly in his line. To make a long story short, when Mr. Brown was hunting for deer east of Hault Lake a week or so ago, he saw a bear, or at least he saw something that belonged to the animal kingdom and was perceptibly larger than a red squirrel. He shot at the bear, or at least he thinks he did, and Brown, being a good fellow, his Soo friends leniently give him the benefit of the doubt. The bear—we will call it a bear for the sake of convenience—ran, or at least Mr. Brown has a feeble recollection of seeing something run about that time. Brown followed (?) bruin; that is, he has an idea, a faint idea, a very faint idea, that he did, but

does not know how far he went, nor does he recollect seeing the beast again. However, the Times is inclined to believe there is a prominent ingredient of base slander in this story that the Soo boys are telling on the Grand Rapids traveler. Anyway, he was rational enough when down to the city last Friday. But then, of course, it ought not to take more than two weeks to get over an attack of bear delirium tremens. Perhaps Mr. Brown will be able to tell more about the bear incident when he gets entirely over the effects of the nervous shock. It is the opinion of medical experts that his loss of memory is but a transitory affliction, and that in due time he will regain complete control of all his mental machinery.

The Grain Market.

Wheat has been dull and uninteresting until to-day, when winter wheat showed some real life, as it advanced 1½c over Saturday's close. The cause is the scarcity of No. 2 red. Spring wheat remains stationary, the variation in price being only about 1½c per bushel, while it closed to-day at the same price as one week ago. The visible made a small decrease of 82,000 bushels, which is not worth mentioning. Exports have been of the usual amount from this coast, around 4,000,000 bushels. While the receipts in the Northwest have not increased, the visible does not show as much decrease as the wheat longs expected. The fact seems to be that wheat has no friends, but it should not be forgotten that 75,000,000 persons are going to eat bread as usual and, with receipts falling off all through the wheat sections in the United States, the present amount in sight will not last long, for when the surplus flour is exhausted, the mills will start up and then the large visible will melt away before anyone will be aware of it, so the wheat longs will have to have patience, especially as the trend of the wheat price has been downward since last July.

The corn corner came to an end sooner than was anticipated. Phillips let the shorts down easy. He had it in his power to drive the price of corn to 60 or 70c per bushel, but for reasons of his own he settled with the corn bears at 50c, which netted him a handsome profit of from 10c to 14c per bu. Report has it that he made around \$300,000—it may be more or less. At any rate, he was satisfied. As soon as it was noised about that the settlement in November corn had been made, November dropped to 36c per bushel. While there seems to be a large corn crop, this damp weather is not making salable contract corn. It will be some days before new corn will be fit for market or to be put in elevators.

Oats appear to be on the boom, as prices have again advanced 1c per bushel since last writing. The visible made a decrease of 450,000 bushels, notwithstanding large receipts. We still think the price too high and that it will tumble some of these days.

Rye is lifeless. There is not much demand and probably will not be until after the holidays. Offerings are fair, but the demand is slack—in fact, none unless prices are shaded—48c being a high price for rye.

The flour trade is good for this time of the year. The enquiry is better, as stocks are running low. Millers are not shading prices, as they have to pay stiff prices for wheat.

Mill feed is sought after. The demand seems to be greater than the sup-

ply. We expect to see an advance.

Receipts of grain during the month of November have been: 299 cars of wheat; 75 cars of corn; 57 cars of oats; 5 cars of rye; 9 cars of flour; 4 cars of beans; 1 car of malt; 15 cars of hay; 30 cars of potatoes; 6 cars of straw.

For the week: 49 cars of wheat; no cars of corn; 6 cars of oats; 3 cars of rye; 1 car of flour; 4 cars of potatoes. Millers are paying 74c for wheat.

C. G. A. Voigt.

According to the annual food and drug inspection report of the Massachusetts Board of Health, the law of that State forbidding adulteration has brought about a marked improvement. This is especially true of butter, condensed milk, species of condiments, coffee, molasses, maple syrup and maple sugar, honey, confectionery, and canned goods. The percentage of adulteration in these articles is much lower than a few years ago; but in wheat flour, spirits, wine, beer and cider, drugs, jellies and jams a good deal of adulteration is found. At the present time the adulterations of coffee are chiefly those which consist of a mixture of usually pure coffee in the proportion of 60 to 80 per cent., the remainder consisting either of chicory or cereals or both, the whole being sold either in bulk or in packages of two to five pounds or more. These are usually labeled as blended or mixed coffee, or often as pure coffee, but quite as often they bear a misleading label, which, after considerable study, appears to indicate a mixture. Within the past few years adulteration has found in jellies and jams a fruitful field of operation. Not many years ago the principal constituents of such articles were chiefly fruit, sugar and water, but the tendency to cheapen the product has led to the introduction of glucose instead of cane sugar, of cheaper instead of more expensive fruits, and of aniline dyes to imitate the color of genuine fruits.

Men who roast the town they live in—when they are abroad—should receive a cold reception when they return home.

Men who talk most about the burdensome war tax have to be told when or how they pay it.

Reform built on dyspepsia never becomes popular among healthy people.

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.

I OFFER FOR RENT MY MEAT MARKET; best location in Jonia; market and tools in first-class shape; good trade. Reason for selling, poor health. Address H. G. Coney, Jonia, Mich. 611

MONEY ON THE SPOT FOR GOOD, clean stock of merchandise in Michigan. Address Box 113, Grand Ledge, Mich. 608

FOR SALE—BAZAAR STOCK AND FIXTURES; good town in Northern Indiana; good stock, all new and up-to-date; stock invoices \$2,000; can cut stock to suit. Lock Box 76, Pierceton, Ind. 607

FOR SALE—GENERAL STOCK OF MER-chandise, invoicing \$3,300; new stock and fixtures. A great location in which to coin money. Address No. 606, care Michigan Tradesman. 606

WANTED—AN AGENT IN EVERY CITY and town for the best red and olive paints on earth. Algonquin Red Slate Co., Worcester, Mass. 612

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

STOCK OF HARDWARE AND IMPLE-ments 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 CENTRAL-ly located in first-class business town. Upstairs rooms finished in modern style. Owner wishes to go West. Address Box 462, Shelby, Mich. 598

FOR SALE—GOOD, CLEAN STOCK HARD-ware, 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

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 little perfect. Address No. 520, care Michigan Tradesman. 510

WANTED—MERCHANTS TO CORRE-spond with us who wish to sell their entire stocks for spot cash. Enterprise Purchasing Co., 153 Market St., Chicago, Ill. 585

FOR SALE—DRUG STOCK INVOICING \$2,000, in good corner store in the best town in Western Michigan. The best of reasons for selling. Address No. 583, care Michigan Tradesman. 583

SEVERAL STOCKS OF CLOTHING, SHOES and dry goods, 70 cents on the dollar, hardware, general and grocery bargains, for sale and trade. Clark's Business Exchange, Grand Rapids. 587

FOR RENT—A GOOD BRICK STORE IN good business town on Michigan Central Railroad; good living rooms above; good storage below; city water and electric light. Address Box 298, Decatur, Mich. 588

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. 589

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 GEN-eral 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—STEADY POSITION BY REG-istered pharmacist. Address No. 610, care Michigan Tradesman. 610

SITUATION WANTED BY PHARMACIST or physician or both. Address No. 609, care Michigan Tradesman. 609

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.