

MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, DECEMBER 12, 1900.

Number 899

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IMPORTANT FEATURES.

Page.

2. Men of Mark.
4. Around the State.
5. Grand Rapids Gossip.
6. Clerk's Corner.
7. Window Dressing.
8. Editorial.
9. Editorial.
10. Village Improvement.
12. Shoes and Rubbers.
14. Reforesting Cut-Over Lands.
16. Butter and Eggs.
18. The Meat Market.
19. The New York Market.
20. Woman's World.
22. Hardware.
23. Hardware Price Current.
24. Where the Profit Goes.
25. Commercial Travelers.
26. Drugs and Chemicals.
27. Drug Price Current.
28. Grocery Price Current.
29. Grocery Price Current.
30. Dry Goods.
31. Clothing.
32. A Practical Turn.

A SEASONABLE SUGGESTION.

There is nothing easier than going a little too far. In the beginning of the season of holiday activity "a genteel sufficiency" is urgently called for and anything beyond that is coarsely pronounced a "slopover" and treated accordingly. From now until the setting of the Christmas Star there will be more looking around than buying, and the longer the time the more the looking. A customer who starts out early for buying his Christmas gifts has usually in his mind about what he wants and his looking is for the purpose of getting the best for his money. Time is the cheapest commodity at his command. It is a drug in his market and he can turn it to no better account than in seeing the beautiful things everywhere on sale and from the finest make his selection.

These people are never in a hurry. Haste, in such instances especially, makes waste. There is no feverish anxiety to begin early and get there first. The approach to the counter is a saunter—never a rush. The section of Christmas glory first reached is taken slowly in, as a whole, and if "the prospect pleases," there is a leisurely passing from the general to the particular, where the real test comes. It is the point where Portia's "Soft, no haste," is particularly applicable and exactly where many a sale has been lost through the foolishness of the salesman. "If, yet and perhaps" are all tugging for the mastery in the customer's mind, each with conditions which he alone can acknowledge and understand. An outside suggestion is little less than an impertinence. It is never asked for because it is never wanted and when the clerk insists on illustrating the line, "Fools rush in where angels fear to tread," he receives the commercial fool's reward and loses both sale and customer.

Here is a case to the point: The customer had been corralled at the cut-glass counter. Should it be this, or this, or this? the dainty glove silently indicating that the question was one of appropriateness rather than of money. Her eye alone could see this particular cut-glass beauty in that human beauty's hand. There was a wondering which

of the three would please best and which would continue to be the thing of beauty with a fair chance of remaining a joy forever and so a constant reminder of the friend for whose friendship it was to stand as an everlasting sign—for these ideas do come at Christmas time if at no other. To facilitate a choice the three pieces were placed together and the pretty head that the costly ostrich feather was proud of turned this way and that to give each piece all that it was evidently claiming for itself. There seemed to be a moment of doubtful hesitation and the clerk, eager for the sale, with his head on one side, took occasion to point out his choice. There was a bewildering stare like one waking from a pleasing dream—it had been just that—a coming back from the boudoir to the store, a glance at the foolish clerk, another at the sparkling crystals, followed by, "If I see nothing I like better, I will look again at these."

Truly in trade there are moments when "silence is golden."

There is a great deal more fear of hydrophobia than there is hydrophobia. Probably more attention is paid to that disease and more accurate records kept in France than any other country. With a population of 36,000,000 people there were 107 cases of hydrophobia in six years. Only ninety-four cases were reported in Paris in forty years. The idea that a dog's bite means death is far from the fact. A good many people are frightened about it and some frightened to death. Such an instance was that of a man named Beart, who was bitten by a bulldog in Chicago last August. It was proven that the dog was not afflicted with rabies and that there was no more reason why hydrophobia should follow the bite than that smallpox or scarlet fever should be the result. Mr. Beart thought otherwise, however, and lived in constant dread of hydrophobia. He believed he was going to have it and neither physicians nor friends could convince him to the contrary. He worked himself up to such a pitch that he died a few days ago not from hydrophobia but from fear of it. People keep dogs for pets or for the purpose of watching their property. The latter are taught to attack intruders and are not to be blamed when they do what is expected of them. It is not pleasant to be bitten and those who wish can worry themselves to death fearing hydrophobia but the number of actual cases in this or any other country is comparatively very small.

The Pan-American exhibition will be opened just as soon as the directors can get entries in place. The people who wish to enter the grounds will be charged at 25 cents each.

Men without brains make others think and wonder why such things are at large.

The man is generous to a fault when he borrows money to buy Christmas presents.

GENERAL TRADE REVIEW.

It is fortunate that there are restraining influences which are usually brought into operation by undue increase of market activity and enhancement of prices to prevent the inevitable reactions from the culmination of boom movements. In the present instance the two most potent influences seem to be the increase of demand, making money scarce, and the preparation for the yearly accountings and disbursements. The volume of bank clearings for the month of November was the largest in the history of the Clearing House. This was a natural result of the unprecedented activity which followed the election, added to the heavy industrial trade prevailing in all parts of the country. While the money demand is not in any sense a stringency, there is enough apprehension on the part of proverbially timid speculators to exert a decidedly restraining influence.

The course of the stock market has been somewhat erratic, some of the most popular interests losing sharply and others, less promising, gaining. The decline for railways is but a few cents per share, while the average for the leading industrials was lowered about \$3. Railways continue to show gains in earnings which must prevent any material decline.

Taking the country over, preparation for Christmas trade is without precedent. This is to be accounted for by the fact that never in the history of the country was there so much money in the hands of buyers as now. Unseasonable weather has interfered somewhat with the heavy goods trade and left the more attention to be paid to holiday goods.

As a consequence of the slow coming of cold weather there has been much complaint of heavy clothing trade and wool interests have suffered accordingly. The Boston sales are only 3,500,000 pounds weekly. The uncertainty as to the price situation of cotton still complicates the cotton goods trade, although there is an increase in activity in that line.

In the iron and steel trades conservatism in price schedules is having its effect in securing business for a long time ahead. There now seems a determination to keep foreign trade, and cost of production is being watched very closely. Such price changes as have been made are advances, but the tendency is to hold everything as near as possible to the present level. Demand is most pressing for railway material and locomotives and for bridge and other structural shapes.

Shipments of boots and shoes are heavy, increasing to 86,963 cases from Boston last week. As this increase was in the face of the recent advance in prices, it indicates a healthy condition of the trade. There was a further reduction in the Chicago hide market, bringing that material nearer to a parity with other forms of the trade.

New York is threatened with a house maids' strike. Nothing escapes the walking delegate.

MEN OF MARK.

Wm. T. Hess, the Veteran Hide and Wool Dealer.

It is a brief bit of private correspondence, but it states so accurately the condition of things in this country a hundred years ago that it is best to copy it, with the explanation that the locality referred to is New York State: "A dense wilderness; no conveyance but ox carts, no highways, no canals, no railroads; made all their own wear of wool and flax. We had shoes made in the family once a year by cobblers," the family referred to being the descendants of Henrick Hess, who came from Darmstadt, Germany, in the earlier history of this country. There one of the descendants of Henrick married one of the daughters of a descendant of Thomas Hunt, of Hunt's Point, N. Y., who received his grant of land from the King of England and was a valued friend of Washington.

While it is unnecessary in a republic, where all men are created free and equal, to be thus careful of a man's ancestry, it still follows out the idea of looking after the grandfathers and the grandmothers if a fair estimate is to be given of a man who has made his mark and exerted his influence upon his day and generation. Of this worthy ancestry was William T. Hess born at North Salem, N. Y., Aug. 27, 1837. A farm was his birthplace, and there, in that wild country already described, we can fancy the young life looking out upon it and wondering where would be the best place to begin. There was no doubt then about the young man's having a chance, any more than there was any doubt about his making the most of it. It was simply to be a tough tussle with Nature, and that untutored mistress found early in the wrestling match that she had met her master. In the first place she discovered that he was all there—stout limbs, stalwart body, strong hands, clear brain and a fearless heart—ready to pitch in. She learned in that first grip that he was of the sort that never lets go. There was no putting off and no fooling with promises. It was to be yes or no, with the evident understanding that that "no" would be the shortest way on record of spelling annihilation. The struggle over the victor with an exultant "There!" settled several points in his life for all time. "When you have anything to do, go at it for all you are worth and stick to it until it is done, once and forever." "Make up your mind what you want, don't give up until you get it and don't feel obliged to crow too much after you do." Among these pretty fair qualities was counted the sterling one of never being in too much of a hurry. Hustling is good for a hustler; but there is something a great deal better in the business world—the successful business world—and that is never to hustle. That, in modern phrase, is waiting until the train is overdue and then running to catch it with coat in one hand and a piece of pie in the other. It may be hustling, but it is hardly business and wholly unnecessary. A man on the jump is good for nothing until he "lights" and catches his breath, and there is little chance then for business until he gets over puffing. A long pull and a strong one, or, to change the figure, a firm, even hand on the reins is what does the business. It may savor a little of the old story of the tortoise and the hare, but it strengthens the conviction that the business tortoise wins the race, the thing to be carefully looked out for.

Times are changed in the matter of schools and schooling since the third decade of the century and, when this question came up in Mr. Hess' life, there could be but one answer: We'll do the best we can with what we have and with the porringer always up and out we'll manage to get along. "Give me a lift, Patriarch Noah!" shouted the swimmer as the ark went floating by. "I guess nit," was the unequivocal answer. "All right!" shouted back the man who was decidedly in the swim. "You can go to thunder with your old ark! There ain't going to be much of a storm!" There is more than the schoolhouse behind the success which determination is sure to win and in this instance the porringer, right side up, was found to be equal to every emergency. That same ability and will to turn to advantage whatever comes in his way, with those other qualities of mind and heart which win men and retain them, are features which will be found all along these lines and between them

engaged in the tin and hardware trade, and while here the hide business began to claim his attention. Leaving Hubbardston about 1867 and returning to Grand Rapids, he located on Monroe street. From 1872 to 1874 he engaged in the stove trade under the firm name of Woodward & Hess, the partnership lasting until he sold out his interest. In 1875, with Mr. Gaius W. Perkins, he began the hide business on the corner of Monroe and Spring streets, Perkins & Hess being the firm name. That location at the end of three years was given up for one on the corner of Fulton and Ionia streets, which the house occupied until 1881, when they built the warehouse at 122 and 124 Louis street, where they have since been located.

Here ends the simple record; but, if this were all, that line of life reaching from New Salem to Grand Rapids would not be worth the telling. These "Men of Mark" have done something more than live and move from place to place. Like Portia's reading of the bond,

worlds to conquer and what has been done is only a beginning of what is to follow, with difficulty upon difficulty to block the way. New obstacles call for new men with the same old sterling qualities as deathless as time itself to remove these obstacles with new methods, and just in proportion as they undertake to remove them as this man has done, so they can be sure of counting upon the same result. They must be as ready as he was; they must be as determined as he has been; in season and out of season they must be as everlastingly at it. "In the bright lexicon" of his life there has been "no such word as fail;" there must be no such word in theirs. Over all and beyond all there must be a genuine manhood ready to extend a generous hand to the unfortunate, to raise up those who fall and finally to be an incentive to his day and generation. This, in the opinion of those who know Mr. Hess, is the kind of man he is, and this is he whom the Tradesman, after years of personal acquaintance and business relationship with him, can and does most heartily endorse.

Mr. Hess has been twice married, to Miss Frances Woodward and to Miss Mary E. Pike, both of Grand Rapids. He has one son, Kendal W. Hess, mechanical engineer. Mr. Hess has taken thirty-two of the thirty-three degrees of Masonry. His residence is at 77 South Prospect street, Grand Rapids.

Hay in Round Bales Now.

From the New York Sun.

Hay as well as cotton is put up nowadays in cylindrical bales, a standard round hay bale being 18 inches in diameter and 36 inches in length. Such a bale packed at the pressure under which it would be put up for domestic use would weigh about 200 pounds; as packed for export such a bale would contain about 275 pounds. There is put up for army use a bale of the same diameter, but only 18 inches in length, which contains approximately 140 pounds of hay.

In the cylindrical bale a given quantity of hay is got into less than half the space that it would occupy in a square bale; and there are asserted for it other advantages, including freedom from mould, preservation of the sweetness of the hay and greatly reduced combustibility.

Thousands of tons of hay in cylindrical bales have been shipped to the American army in the Philippines, and large quantities of it have been used by the British army in South Africa.

An Angry Advertiser.

DO THIEVES EVER READ THE NEWSPAPERS?

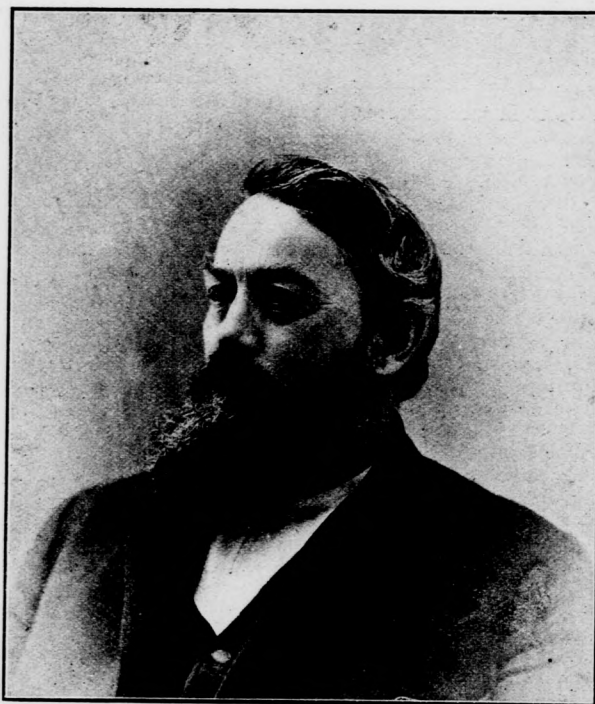
If they do and see this they will be wise to keep out of my store. I'll make an example of some of the visitors who come to my store and put small articles in their pockets, and if I find the woman who stole a small plate the other day, and, as a consequence, spoiled the set, I'll make it cost her ten times the price of the whole set. I want such people to keep away from my store; I don't want their trade.

W. C. Wyman,
Ottumwa, Iowa.

Doubting in the Wrong Place.

The new little boy in the primary school had come from the country, where, instead of repeating the letters, as o, o, and u, u, he had been taught the old-fashioned way of saying double o and double u.

This pleased the other children very much, but they were the most amused when, one day, instead of reading "Up! up! John, the sun is in the sky," the little fellow read, "Double up! John, the sun is in the sky."



and no more to be hidden than the lines themselves.

With this self-preparation—home-made, if we may say so—Mr. Hess struck out for himself when he was 17 years old. He worked first on a farm eleven miles from the city of New York on the East River. At the end of two years he drifted down to the metropolis at the mouth of that waterway and engaged in the grocery and produce business. Two years saw the end of that and in the spring of 1858 he came to Grand Rapids. Buying the Ezra Reed farm, at Reed's Lake, he carried it on for two years, during the winter of the first year engaging at the same time in lumbering two miles south of Newaygo at Hess Lake.

This went on until the breaking out of the rebellion in 1861, when he went to the war, a member of Co. D., First Michigan Engineers, where he remained until 1863, when he returned to Newaygo. After a year's residence, he went to Hubbardston, Ionia county, and

"There is something else," and it is that something else that the Tradesman wants for the young men who are girding themselves for the fight, which these strong men have won, and who are looking for the model they must follow, if years from now they are to come back from the same well-fought fields not on their shields but with them. Times change, circumstances change; but men—men, not underlings—change with them. The dense wilderness and the hindrances that went with it are gone; but these have led to others as difficult to overcome and only the sturdy soul of that generation of conquerors can hope to vanquish them. The principles which conquered then must conquer now. The will that tackled the woods of Eastern New York and leveled them, that has built the car from the cart and displaced the plodding ox with nimble-footed steam and made the lightning its letter carrier, has not reached that happy period when it can lay its armor down and rest on its laurels. There are still



Royal is the baking powder of highest character and reputation, the favorite among housekeepers. The cheapest to consumers, the most profitable for dealers to handle.

Those grocers who are most successful in business—who have the greatest trade, highest reputation, the largest bank accounts—are those who sell the highest quality, purest, best known articles.

It is a discredit to a grocer to sell impure, adulterated and unwholesome goods; nor is the sale of such goods, even though the profits on a single lot may be larger, as profitable in the long run as the sale of pure, wholesome, high-class articles at a less percentage.

Trade is won and held by the sale of the best, the highest grade, the most reliable goods.

Around the State

Movements of Merchants.

St. Clair—Wm. Lindsay has purchased the meat market of Stein Bros. Tekonsha—Hollenback & Co., meat dealers, have sold out to Elmer E. Abel.

Jackson—John Devine has engaged in the grocery business at 921 East Main street.

Charlotte—Geo. Moll has opened a feed store in the Thomas Opera House block.

Kalamazoo—Edward C. Parsons, dealer in mantels and grates, has retired from trade.

Detroit—Harris & Throop succeed Throop & Fey in the produce and commission business.

Sault Ste. Marie—Al. Branigan has purchased the grocery stock and meat market of C. J. Brook.

Detroit—Chas. B. Cryer has purchased the crockery and glassware stock of Maurice B. Field.

Charlotte—L. H. Turner has purchased the grocery stock of Mr. Kirkland, on Prairie street.

St. Johns—Webb & Son is the style of the new firm which succeeds Webb & Doan in the meat business.

Mt. Pleasant—Morrison & Dains have purchased the Hapner grocery stock of the Martin Fox Co., of Saginaw.

Flushing—Clarence A. Cameron continues the drug, furniture and undertaking business of Perry, Cameron & Co.

Traverse City—W. E. Williams, of Reed City, has purchased the retail lumber business of J. W. Travis & Son.

Detroit—The Hunter Grocery Co. has purchased the retail grocery stock and meat business of the Royal Grocery Co.

Sanilac Center—McLaughlin & Redpath succeed James M. McLaughlin in the clothing and men's furnishing goods business.

Howell—Harry L. Williams has purchased the interest of his partner in the wholesale produce business of Chandler & Williams.

Burlington—Dunlap & Co., who conducted a branch grocery and drug store at Jones, have discontinued business at the latter place.

Mt. Pleasant—Coverstone & Son are closing out their harness business and will shortly engage in another line of trade at this place.

Marquette—Robert Peters has retired from the meat firm of Hathaway & Peters. The business will be continued by Frank W. Hathaway.

Kingston—Chas. F. McGeorge, formerly of the grocery firm of Bradley & McGeorge, of Howard City, has purchased an interest in the elevator here.

Cassopolis—Charles E. Thomas and T. E. Johnson, druggists, have filed a petition in bankruptcy. The matter has been referred to Referee H. C. Briggs.

Portland—Stephen Brooks, of the shoe and grocery firm of S. Brooks & Co., of Caledonia, and son have purchased the elevator of V. P. Cash. They will also conduct a general produce and grain business.

Nashville—F. J. Walser has sold his interest in the dry goods stock of Welsh & Walser to Mr. Welsh, and with G. W. Gribbin has purchased the clothing store of S. J. Truman, the change to occur January 1. Mr. Gribbin, who has served the Nashville bank so long as cashier, resigns his position in order to give his time and attention to the clothing business, and his position at the bank is to be filled by W. I. Marble,

a former cashier in the same institution.

Kalamazoo—R. J. Skinner & Co. have opened a grocery and feed store at the corner of Lincoln and East avenues. Mr. Skinner was formerly manager of the grocery store of the Kalamazoo Co-operative Association.

Sault Ste. Marie—The firm name of A. M. Mathews & Son has been changed to A. M. Mathews & Sons. The new firm will remove to the LaLonde block, where it will conduct a wholesale and retail paint, oil and wall paper business.

Mackinaw City—Wm. Snelling, formerly engaged in general trade at Six Lakes, will open a new grocery store here about Feb. 1. Mr. Snelling has been located here for the past half dozen years in the employ of the G. R. & I. Railroad.

Stittsville—John Moran, who has had charge of the general store of Mitchell Bros. for the past year, has exchanged positions with F. E. North, taking charge of the general store of Cobbs & Mitchell at Dot, while Mr. North takes charge of the store at this place.

Lake Odessa—John J. Russ, of the drug firm of O. C. Russ & Co., died Nov. 17 of typhoid fever, after an illness of forty-three days. He was 43 years of age and had been engaged in the drug business here since 1880. The deceased was not married and resided with his brother.

Manufacturing Matters.

Manistee—John Johnson has secured a patent on a hat crease device.

Mancelona—Whitney & Brooks have engaged in the manufacture of cigars.

Charlotte—McNaughton Bros. have engaged in the manufacture of gas engines.

Lacota—A. A. Morley & Co., grist mill operators, have sold out to W. L. Porter.

Bay City—Edward Donovan succeeds S. J. Doyle in the cigar manufacturing business.

Cheboygan—The Embury-Clark Lumber Co. has been organized with a capital stock of \$45,000.

Detroit—Nelson, Baker & Co., manufacturing chemists, have increased their capital stock \$100,000.

Flint—The Michigan Paint Co. has been dissolved. The business will be continued by Irving B. Bates.

Holly—The Peerless Fence Co., incorporated, has merged its business into a copartnership under the same style.

Jackson—The Jackson Starch Co. will enlarge its plant to double its present capacity. A large building will be erected and other improvements made.

Coldwater—Members of the Arion club, a social organization, have organized a stock company to carry on the manufacture of muslin underwear, and will begin operations Feb. 1.

Bay City—Robert McGibbon has sold his salt block at Twenty-sixth and Water streets to Miller Bros. The plant will be operated independently of the National Salt Co. or combine.

Mackinaw City—G. W. Andrews and John H. Andrews have formed a copartnership under the style of G. W. Andrews & Co. for the purpose of operating a feed and planing mill.

Battle Creek—The Rathbun & Kraft Lumber Co. has organized a stock company with a capital stock of \$25,000, consisting of 2,500 shares of \$10 each. The members of the company are Arthur J. Kraft, chairman, S. J. Rathbun, secretary, and Fred Wells, treasurer.

Freesoil—E. L. Manigold, J. S. Stephens and W. E. Stephens, who have conducted the lumber business under the firm name and style of Manigold, Stephens & Co., Limited, have dissolved partnership.

Cheboygan—A new lumber company has been organized at this place, with a capital stock of \$45,000, by S. Harris Emburg, Harvey W. Swift, O. M. Clarke, William G. Boggs, Edward Silliman and Wm. L. Martin. The following are the officers of the new corporation: President, S. Harris Emburg; Vice-President, Wm. L. Martin; Secretary and Treasurer, O. M. Clarke.

Detroit—Judge Hosmer has handed down a decree dissolving the Pharmacists' Cigar Co. and naming John H. Ruehle as receiver. The judge orders William H. Burke, Oliver H. Grunow, Dayton S. Hallock, William Dupont and G. W. Stringer, who made the application for the dissolution, to turn over anything that may be in their possession belonging to the company.

Hides, Pelts, Furs, Tallow and Wool.

The hide market has sustained a decline. Sales are light, with little demand. Prices on light are 1c per pound lower. There are few enquiries.

Pelts are flat, with few received and still less sold. There is no kick to the trade.

Furs do not show much strength, as the weather has been too warm. The accumulation is ample for the demand that may come as the result of cold weather. It is too near the holidays for a home trade and all demands will be for shipping abroad, on a low and dull market.

Tallow shows a slight decline from small demand. The market is weak.

Wool does not sell at any advance and the quantity is small. No higher prices are looked for until after January. Supplies are light, although manufacturers have an ample supply in sight at the seaboard and throughout the states. No transactions in the State are reported. Wm. T. Hess.

Along the Line of Organized Effort.

The Muskegon Retail Grocers' Association will hold a jubilee and banquet on Thursday evening of this week. It is expected that a large delegation of Grand Rapids grocers will grace the gathering with their presence.

The Kalamazoo Grocers and Meat Dealers' Association will give a banquet on Wednesday evening, Jan. 2. Covers will be laid for 125 and an interesting programme will be carried out after the menu has been duly discussed.

Reports from Bay City state that all necessary preliminary arrangements have been made for the coming convention of the Michigan Retail Grocers' Association, which promises to be the largest and most profitable meeting ever held by that organization. E. C. Little, who is the local member of the Executive Board, is working like a beaver to secure a large attendance.

Characteristic of the New Clerk.

From the Carson City Gazette.

Jay Emerson assists in the grocery department of the Carson City Mercantile Co. Saturdays. Since last Saturday he has been taking a good natured chaff from his friends because he filled a kerosene can and sent it down to his mother. Now that would look to a disinterested person like a real courtesy. But when Mrs. Emerson discovered that Jay had filled the can from a kerosene oil barrel in which Mr. Culver had caught a nice lot of recently fallen rain water, the courtesy part of the transaction didn't count. Jay stood the treat.

The Grain Market.

Wheat during the week has ruled only moderately strong until to-day when, contrary to expectations, the visible showed a decrease of 685,000 bushels, where an increase of about that amount was expected, which gave the market a stronger tone. Winter wheat is at a premium in all localities, on account of the scarcity. Foreigners are taking offers more freely than they have been, which goes to show that they are needing flour. The harvesting of the Argentine wheat crop is about to commence and shows a shrinkage of 40 to 50 per cent. It is claimed that the exporting surplus will be only 35,000,000 bushels, against 70,000,000 bushels exported the past season. This is the third week that shows a decrease in wheat, and a few more like this will begin to make inroads in the seemingly large visible, as it is now 61,400,000 bushels.

Corn is about the same price as last week. The cold weather, which had a tendency to make the new crop more merchantable, was a bear feature that acted as a restraint on higher prices. However, it will be several weeks yet before new corn will be offered in very large quantities to supply the demand, as good No. 2 yellow corn is not in abundance at present.

Oats are very strong and in good demand at about 1/2c advance. Should the roads, which at present are very bad, improve, there will be more oats come on the market, which may cause lower prices.

Rye, as usual of late, is dormant. There is no demand, while offerings are liberal. Prices are sagging. For good choice rye about 48c in carlots can be paid, but inferior is a drug on the market.

The flour trade is good. Prices are firmer. The demand for both local and domestic keeps up well for this season. Millers are looking for a brisk trade after the holidays. Mill feed is in demand. Prices have advanced \$1 per ton on bran and middlings, with more orders than the mills can fill. At present it looks as though prices would go still higher.

Nothing special can be said of the growing crop, only that we hope the cold snap will continue, to stop the ravages of the Hessian fly.

Receipts of grain here have been moderate: 46 cars of wheat, 21 cars of corn, 6 cars of oats, 2 cars of rye, 6 cars of potatoes.

Millers are paying 74c for wheat. C. G. A. Voigt.

The Boys Behind the Counter.

Hudson—John Becktel, who has been employed as book-keeper for Dunham & Son for the past year, has taken a position with the Simmons Hardware Company, of St. Louis, Mo., and will leave for his new field of labor in about two weeks.

Pentwater—Arthur B. Flagg has gone to Bessemer to take charge of a drug store.

Belding—Chas. Ireland, clerk in T. F. Ireland's hardware store, and Miss Agnes Spencer, for a long time teacher in the Belding schools, were married recently.

George Gundrum, the Ionia druggist, who completes his second five year term on the State Board of Pharmacy Dec. 31, is not a candidate for re-appointment, but would probably not decline to serve another term in case the position were tendered to him. He is the only Democrat on the Board, but that signifies nothing, because politics have never been permitted to interfere with the work of the Board.

Grand Rapids Gossip

The Vinkemulder Co. is converting several carloads of cabbage into sauerkraut.

Louis Engel has discontinued the meat business at 447 South Division street.

Geo. A. Klampke has discontinued his meat business in the Farr building on South Division street.

H. P. Hansen has engaged in the grocery business at Amsden. The Worden Grocer Co. furnished the stock.

J. H. Menely has opened a grocery store at South Milford, Ind. His stock was purchased of the Worden Grocer Co.

A. L. Hardy has embarked in the grocery business at Middleton. The stock was furnished by the Worden Grocer Co.

Aaron Rogers, whose store and drug stock at Ravenna were burned last spring, has erected a new store building and re-engaged in business, purchasing his stock of the Hazeltine & Perkins Drug Co.

Through an oversight the Tradesman failed to note the death of Hugo Schneider last week. Mr. Schneider possessed the qualifications of a man, citizen and business associate which endeared him to all who came in contact with him. He was an upright, far-seeing business man, a dutiful husband and loving father. In Hugo Schneider Grand Rapids loses a model citizen, the business community an enterprising member and his associates a true and loyal friend.

The Produce Market.

Apples—Fancy fruit fetches \$2.50@3 per bbl.

Bananas—Are weaker and prices are down 5@10c per bunch. The supply is large and the demand declining and a further decline of 5c per bunch is expected. Prices range from \$1.25@1.75 per bunch, according to size.

Beets—\$1 per bbl.

Butter—Oleo now has the call, in consequence of which the genuine article is compelled to take a back seat. Creamery is slow sale at 25c, while fancy dairy in rolls commands 15@17c. Receipts are heavy, due to the shutting down of many of the creameries and cheese factories.

Cabbages—50c per doz.

Carrots—\$1 per bbl.

Celery—18c per bunch.

Cider—12c per gal. for sweet.

Cranberries—Walton and Cape Cod stock command \$2.75@3 per bu. and \$7.50 per bbl.

Eggs—Fresh eggs are not in market and probably will not be before the middle of January. Transactions are confined solely to cold storage goods, which are moving off gradually on the basis of 22@23c for candled. There are not over 300 cases of storage eggs in the city, which supply will probably be entirely exhausted by Jan. 1. Pickled and limed goods have been closed out.

Game—The market is strong, with active demand. Local handlers pay \$1 @1.20 per doz. for gray and fox squirrels. Common cottontail rabbits are taken readily at 90c@\$1 per doz.

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—Are firm, with fair demand. Arrivals of Sicily lemons are heavy enough to keep the market weak. Californias are not so plenty, but they are preferred to Sicilies when obtainable and are taken freely at \$3.50 for 300s.

Lettuce—Hot house is in fair demand at 12c per lb. for leaf.

Onions—Dry are fairly firm at 75c. Spanish are slow sale at \$1.50 per crate.

Oranges—Californias are of remarkably good color and size and so far the market has not been overloaded. Prices are firm. 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 steady and strong, with active demand. 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. There is a limited demand for capons, which local dealers are unable to supply, on account of their inability to obtain stock.

Sweet Potatoes—\$2.50 for Virginias, \$3 for Illinois and \$3.50 for Jerseys.

Squash—2c per lb. for Hubbard.

Turnips—\$1 per bbl.

Warning Justified by Careful Investigation.

The warning against the alleged commission house of Randall, Crosby & Co., 170 South Water street, Chicago, in last week's issue of the Tradesman, proves to have been timely and fully justified by the circumstances, as careful investigation discloses the fact that the concern is a fraudulent one and entitled to no consideration at the hands of reputable dealers. The firm is alleged to be composed of Geo. W. Randall, Fred R. Crosby and A. H. Higgins, who appear to have come together from the extreme ends of the country to engage in a swindling speculation.

The career of Bush Bros. and Frank T. Bush, of Detroit, who have been heretofore exposed in the columns of the Tradesman, is evidently at an end, as Frank T. Bush has been arrested several times during the past few days on charges of fraud. The last arrest was made at the instance of H. M. Wallace, of Ann Arbor, who claims that he shipped twenty barrels of apples to Bush and never received any returns therefor. When Bush was taken before Capt. McDonnell, that official greeted him as follows: "Extreme measures have to be taken against you fellows. You undermine all honest business and rob and cheat the farmers. There is a whole push of you doing that kind of work here. We've got to stop it. I had Tucker in here the other day. He is one of the gang. He was run out of Toledo, where his picture is in the rogues' gallery. We had him here for horse-stealing. He's been dancing in front of the State Prison's gates for years. You and your brother are not much better."

R. C. Jones, whose base of operations was Norfolk, Va., and who has been repeatedly exposed as fraudulent by the Tradesman, was arrested Dec. 6 on a bench warrant by an officer of the United States Court, charging him with using the mails with fraudulent intent.

"Getting the People," the department devoted to retail advertising, is necessarily omitted this week, but will appear regularly hereafter.

O. A. Ball has returned from Central New York, where he spent a fortnight amid the scenes of his boyhood and young manhood.

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

The Grocery Market.

Sugar—The raw sugar market is unchanged with 96 deg. test centrifugals still quoted at 4 7-16c. Offerings are light and business transacted is small. The list on refined sugar remains unchanged, with the exception that Michigan granulated has been raised five points. Notwithstanding the increased output of Michigan refined this season, it has already all been contracted for by jobbers and refiners are not offering anything. Jobbers' stocks will probably last until about January 1. The situation in the East is much stronger and the independent refiners who have been cutting prices are oversold and their list is now within a few points of the American.

Canned Goods—Conditions in the canned goods market are practically unchanged and there is little or no demand worth speaking of for some lines of goods. Trade is very dull and the market is easy for most all lines. Tomatoes are quiet and easy. The tomato market has been very puzzling this year. There were about 6,000,000 cases of tomatoes canned in 1899 and the market was practically cleaned up before the season of 1900 opened. In view of these facts a very active season was looked for, but the market has weakened and, unless something unforeseen occurs it will continue so the balance of this year. It would seem that after the holidays higher prices must rule when active buying begins again. There has been some little activity in the corn market which seems to have stimulated the holders and created a better feeling. It is very unusual for the corn market to gather strength when the tomato market is weak and we think this strength will make itself felt in higher prices as soon as the active season opens again. Peas, particularly the better grades, are in some request. Orders placed are not large yet, but it is evident that there is going to be some active buying shortly. Stocks of this article in the West are very light and in Baltimore it is said that stocks are lighter than they have been at this time of the year in the history of the business. The cheaper grades of peas are in better supply but do not seem to be wanted this season, the demand being almost entirely for the better grades. String beans are steady but quiet just now. A noticeable thing about string beans is that while the standard quality has not been selling, the best grades have gone into consumption. This we think will have a tendency to raise the quality of the goods packed in the future, for if they do not sell well the cheap grades will not be packed to any extent in the future. There is very little buying of peaches at present, but the general feeling is one of confidence, the packers seeming satisfied with the volume of business done the past three months and are now awaiting the opening of the buying season for the spring trade. The steady flow of small orders has about cleaned up the pineapple market and it is safe to say that all the stocks of the different grades will be sold out before the new season opens. There is little to say about this line. The quotations are unchanged, because no one packer has enough to make any higher value an object. The oyster market is slightly weaker, due to the smaller orders for the fresh stock. During the interval between Thanksgiving and Christmas the cove oyster packers are able to get a surplus of good stock at a reasonable price, because the fresh oys-

ter shippers are not in a position to handle all the receipts. Salmon is holding its own very well for this time of the year, particularly in view of the liberal arrivals of the new goods. There is a very general feeling of confidence in the future of salmon. Sardines are steady but quiet.

Dried Fruits—Trade in general is quiet, with the tendency of the market downward. Raisins are inclined to be rather easy, although there is no change in the price. Trade is very light and stocks are large, heavy shipments having been recently received from the Coast. Prunes are fairly steady. Sizes 60-70s are scarce and wanted, with quite a good demand also for 50-60s. Peaches are firm, with but small supplies on the spot. Fancy goods are in fair demand. Fancy apricots are firmer on the Coast, but there is no change here. There is considerably better enquiry for both apricots and peaches. While trading is small, indications are that prices will not remain stationary, but will advance shortly should present buying continue. Currants are easy, but demand continues quite good, although orders are mostly for small lots. Dates are firm and spot supplies are nearly exhausted. The demand is very good and higher prices are expected. Figs are easy and meeting but a very slow sale. Evaporated apples are firm. Spot supplies are almost exhausted and no very large lots are expected to arrive, as stocks in the hands of evaporators are very light.

Rice—The rice market is very firm. A shortage of 25 per cent. in the crop is expected and, should this prove to be the case, together with the usual active demand for export to Puerto Rico, prices will probably show a material advance within a short time.

Tea—There is no improvement in the general situation, but a better feeling prevails among some dealers, who anticipate a more settled market. Prices continue to rule nominally steady for most grades. Stocks are large and conditions are unfavorable for any immediate improvement.

Molasses—Prices remain firm for all grocery grades of New Orleans molasses. Supplies are moderate and a general hardening tendency is noted in prices, reflecting a reported decrease of 25 per cent. in the crop yield. Prices realized for molasses at New Orleans have advanced 3c per gallon. The supply of good grades is limited and indications are that the anticipated lower prices will not materialize, everything pointing to prices being forced up to the level of values which prevailed at the corresponding time last year.

Fish—The mackerel market shows quite an advance in price. Stocks are very light and are very firmly held, although there is but little demand at present. Codfish shows quite an advance in price. Stocks are very light and trade for the past few weeks has been exceptionally good.

Nuts—Brazil nuts show increased strength, owing to the growing scarcity. Supplies on the spot are being rapidly reduced. Should the demand continue as at present, prices must go up further. The supply of walnuts is still small, but the demand is less urgent than it has been. Marbots are very scarce and exceedingly hard to find and Naples and French also are nearly exhausted. Taragona almonds are in good demand and stock is diminishing rapidly. If the demand continues as active as at present, some improvement in price is expected.

Lima Beans—More interest is shown in dry lima beans as the season advances. The fact that a fair percentage of the crop has already been marketed and that no stocks have accumulated in the East makes it possible for shippers to secure their asking prices.

Clerks' Corner.

Some Staggering Questions Which Required an Answer.
Written for the Tradesman.

The most difficult thing that humanity has so far undertaken to carry without spilling is a thought. Heavy or light, the strongest nerves give way to it and if it does not pour it spills. Young Hustleton had for several days been carrying about his increasing burden. He didn't whistle any more. He was just as often at the glass panel in the store door, but he had dropped his thoughtless drumming. The Old Man caught him now and then looking intently at him; but the clerk's eyes were focused upon a point beyond him and he held his peace. It would come in time. There is never anything gained in mental matters by haste. In the meantime he could watch the approaching culmination and lay up material for future unmerciful hectoring, at which he had long been an acknowledged master.

It was plain, however, that the thought-pail was reaching the brimming point and one early December afternoon, "when storms were abroad", and the store had as little chance for a customer as the feudal castle in war time for a visitor, in the middle of the popcorn feast in which they were indulging the boy looked suddenly into the storekeeper's face and asked: "Old Man, did you get drunk very often when you were a young fellow?"

A sudden plunge into ice water could not have disconcerted him more. He was a brave swimmer, however, and after a convulsive gasp for breath he struck boldly for the shore. For an instant the white and the red struggled for mastery in his face and then, catching the ludicrous side of the question, he laughed long and loud.

The boy waited until the merriment was over and not until he saw that there was an intention to evade the question did he follow it up with an emphatic, "Did you?" at the same time drawing his chair close to the storekeeper's and looking him full in the face. "You see, Old Man, I know I'm only a gosling, and there are lots of things I don't know anything about which I suppose I shall have to know some day. Everybody is saying, 'Boys will be boys,' and that 'a fellow has to sow his wild oats sometime,' and I suppose I shall have to begin pretty soon if I expect to get through. That's what I'm afraid of. I guess you know that father never got through, and I've seen enough of that side of it to want to have it all over with soon. I've been thinking this thing over and I've made up my mind that you've been through the mill"—the Old Man changed color again—"and that you can sort o' keep track of me and call a halt when I've gone far enough in one direction and start me off in another and so keep me agoing until I've got all through and come out in such good shape as you have. What do you say?"

The storekeeper adjusted his eyeglasses and looked the young fellow through and through. He saw only a plant that, tended by a mother's loving care, had grown up in the blighting, or what might have been the blighting, shade of a dreadful influence and with unparalleled innocence had come to early manhood without a stain. That conclusion reached, he decided to sound this innocence:

"Has to sow his wild oats?" What do you mean?"

"What makes you talk as if you didn't know? It seems to me that every man I ever took a fancy to has been 'off' sometime in his life. Take Deacon White. He isn't one of that sort, and yet look at him—I'd rather go to the devil right now than be a man like that. Father may be a bad one, but I'd rather stand my chances with him than with Deacon White any day. It looks to me as if there are things that a fellow has to have—a sort of moral whooping cough and measles. I've been wishing it was smallpox and then a fellow could be vaccinated and have 'em light. That's the way I look at it. It seems to me, if I can get you to tell me how far to go and pull me back when I get in where it's over my head, I'll be all right. Were you a bad one when you were at it? How many years did it take you to get through? How old were you when you started in? Don't squirm out of it. Were you a bad one? Tell a fellow!"

The boy, in his earnestness, had placed one hand on the Old Man's knee and was looking straight into his eyes. Should he answer these questions? That second decade of his was probably the average one of the average He. He could evade—that is, he thought he could, although Carl knew better—but that would only confirm the worst the boy might think. He was thinking very kindly of this innocent soul and the worst might as well come straight from his own lips; so, placing his right hand on the boy's shoulder, who was leaning now upon his knee, he said:

"I was bad enough, Carl."

"What did you do?"

"A lot of foolish things I hope you never will. I made myself disgustingly sick trying to chew and smoke. I got to swearing. I got to swaggering. What a precious fool I was! You see, I had it bad and our crowd thought we had to do these things if we wanted to be men."

"Began with smoking, did you? Seems to me that is going to be the easiest."

For a minute the storekeeper couldn't breathe; but, looking tenderly into the boy's face, he answered without a quaver in his voice, "I think so; but a fellow, unless he's a fool, shouldn't think of such a thing until he's got his growth. That's why I didn't give you a cigar Thanksgiving. When the right time comes, Carl, you shall have your first cigar with me—that is, if you'll promise me not to smoke until then. Will you promise?"

"There's my hand, and you can trust me every time."

"And you won't do any other dissipating until after your first cigar with me?"

"Not a bit," and they shook hands again.

"Well, that one's off out of the way. How many years did it take you to get through?"

"M—two or three years, all told, I should guess," but only the speaker knew what a wormy old guess it was! "Let me see. I—I—well, you see, I didn't have anybody to advise me and I began to smoke sooner than I ought. Take it all in all, that was about the limit. I began fooling when I was about twenty-five and got through long before I was thirty. That was all you asked me, I believe. Now, there're one or two things I want to say to you."

"You've forgotten what I asked you

first—did you get drunk very often?"

"Carl, if I should ever see you in that condition, or know of it, I should be sorry I ever knew you."

"You won't; but did you?"

"Oh, you innocent boy! Don't you know that a man never believes he is, or was, drunk? That, with him, is the impossible. The other fellows always get 'pretty well over the bay,' so, as I look back at those times, I am glad to say that I never saw myself in that condition. Now as to the one or two matters I want to wind up with: You want to get over the notion as soon as you can that 'sowing wild oats' is a necessity. I know Deacon White and everybody who knows him believes he is the kind that never would have gotten over it had he started in. You've got to meet temptation in a thousand ways. That's all right; and I wouldn't give a snap for a man who can't look the strongest of them in the face without flinching and a 'What do you take me for?' There isn't a vice burning humanity up that isn't constantly 'stumping' a fellow to stick his finger into that particular flame if he dares to; and almost every fool of us is willing to take the stump. I'd give a good deal to have you one of the wise ones, and every time you are 'stumped' to risk your finger you come to me and I'll tell you if you'd better. The 'oat-sowing' is bad business, bad business—it's the devil's own business—and, as far as the 'Boys will be boys' idea is concerned, that's true enough; but the boy that is a good, wholesome, clean, full-blooded, high-minded, fun-loving, whole-souled fellow, who loves his mother too much to break her heart, is the boy I hope you, Carl, will continue to be. That's what I'm hoping for, anyhow, and as long as I am willing to help just that idea along, I don't see why we can't make it.—Just fill that popper again," and shortly after two mouths were too busy to do any more talking.

Richard Malcolm Strong.

Lambert's Salted Peanuts

New Process



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

The Lambert Nut Food Co.,

Battle Creek, Mich.

To the Musician no

Christmas Present

could be so acceptable as a musical instrument. We have all kinds and the best in each at the very lowest prices. We keep an extensive assortment of

Pianos, Paniolas, Organs, Sheet Music, Music Books, Violins, Mandolins, Guitars, Banjos, Gramophones, Graphophones,



Symphonion Music Boxes, Regina Music Boxes, Cornets, Clarinets, Accordeons, Harmonicas, Piano Scarfs, Piano Stools, Etc.

If you intend purchasing anything in the music line call on or write to

Julius A. J. Friedrich,

30 and 32 Canal St.,

Grand Rapids, Mich.

Window Dressing

Trims Appropriate to the Coming Christmas Season.

Now that the holiday season is approaching, when new goods are constantly arriving and the novelties for the Christmas trade are beginning to pile up in the store, there is a strong temptation to begin to trim the windows with them long before any Christmas trade can reasonably be expected, or expected in such volume as to make it especially necessary to push novelties. The dealer will do well to remember that he should be slow to push these lines of goods before their time. The present season's trade has been delayed and the problem of the merchant is to push his regular lines of goods to the front so that he shall make as much as possible on them before the time comes when he has to cut prices and sell them at a sacrifice in order to get rid of them. Christmas goods will sell themselves, in a sense, and it is extremely unwise to begin pushing them at a time when, solely for the sake of making attractive windows, the merchant is sacrificing his regular trade for the purpose of pushing specials. A man should look to his regular lines of goods for all the profit that there is in them before beginning to push his special lines of fancy goods, and this is especially true at a season of the year when trade has been backward and most dealers have considerable stocks of staple goods on hand that they need to get rid of. Of course, a man must not fall a long distance behind his competitors, but it is as well not to anticipate the demands of trade too much. By keeping a careful tab on the enquiries of customers it will be found possible to tell when to put in trims of holiday goods. In order to let people know that you have not been behind your competitors in providing special lines of goods for the holiday trade it is well to mention the fact in your advertisements and to state specifically the lines of goods that you propose to bring to their attention. By thoroughly advertising the goods that you intend to display before they are put on exhibition they are likely to receive special attention when they go into the windows. We have frequent occasion to mention the advisability of working the window displays of stores in conjunction with the advertisements in the daily papers and this advice is particularly true of holiday time. When fancy goods are displayed the windows should be dressed with special care. At holiday time, if ever, is there occasion for the merchant to spend money on his window trims. And he should call attention to his windows in every way. The sightseer in the holiday season then gets an impression of the nature of the store from the store window that lasts through the year, in a large part. Therefore, the subjects of window trims at this season should be carefully considered and properly advertised.

* * *

Now that the season of the year when furs are articles of comfort has come around again, the merchant who has access to fine skins should not neglect them as accessories to his window trims. A fine bear skin hung across the back of a window will attract attention of itself and furnish an appropriate background for the display of fur-trimmed overcoats on dummies, ulsters or other articles for wear in severe weather. A window with its floor covered with skins of

different kinds on which are displayed such articles as heavy overcoats, fur-lined driving gloves, heavy mittens, heavy woolen stockings for wear in the woods, caps or other articles for use in severe weather, has an attractive look and the general effect is good. One merchant some years ago secured a very large and handsome lion's skin with the enormous head attached to it. The head had been stuffed with the jaws open and the white fangs and glaring eyeballs strikingly displayed. This skin he placed in the window. He then had the dummy of a little girl made and this dummy, with long, loose flowing hair, was placed in the window with its head resting on the lion's head as if it had fallen asleep while playing on the rug. A doll, toys and baby's playthings were scattered about so that the contrast of the innocent child asleep on the terrible glaring head of the beast, who seemed, as it were, her protector, was very striking and effective. A stag's head, or the head of any animal, mounted as a hunting trophy, can be used effectively in a window displaying fur goods for men's use. We once saw a stag's head so mounted, which had its horns used as a rack on which to display stiff bosom white shirts, fancy neckties and other articles of the sort. Anything more ludicrous than a noble, ten-horned stag adorned with a white bosom shirt and lawn ties it would be hard to imagine. Such things are striking examples of the inappropriateness of some trims.

* * *

An appropriate background for a display of fur gloves and heavy mittens could be made by putting in the window a false backing made of weather-beaten boards, put up with cracks between them, like the side of a barn. In the middle of the backing is a hole cut with a sliding shutter, out of which a horse's head projects. Hay can also be stuffed in the cracks between the boards, so that the resemblance to a barn filled with hay is apparent. On the backing are nailed up various skins of small animals, with one or two large skins. Fur gloves are also tacked up against the backing, among the skins, and the foreground is occupied by fur rugs, on which are displayed, on low stands, fur overcoats, fur gloves and other articles made or lined with fur.

* * *

We lately saw a trim that was tasteful and at the same time very simple. It was in the window of a small haberdasher's shop, where the size of the window prevented any elaborate trimming. The window bars were three in number, and at the three points of intersection of the upper bar with the up-rights three large bows of satin ribbon were attached—blue, red and lavender, respectively. The ribbon was very broad and the ends of the bows hung down the full length of the up-rights. Under the blue bow solid body colored shirts in blue were hung by alternate shoulders to the bars, one row up and down and three rows deep. The same plan was followed under the red and lavender ribbons. Between the blue and red shirts gloves were hung on the bars, three deep and well spaced. Between the red and lavender shirts suspenders of fine quality were hung on the bars, knotted to the bar and then hung with a single twist. The goods were well selected as to quality, and hung with regard to color effectiveness, so that they made a very pretty bar trim. The floor of the window was occupied by various articles, which were well spaced.

Crackers and Sweet Goods

The National Biscuit Co. quotes as follows:

Butter	
Seymour.....	6
New York.....	6
Family.....	6
Salted.....	6
Wolverine.....	6 1/2
Soda	
Soda XXX.....	6 1/2
Soda, City.....	8
Long Island Wafers.....	12
Zephyrette.....	10
Oyster	
Faust.....	7 1/2
Farina.....	6
Extra Farina.....	6 1/4
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
Cracknells.....	16
Creams, Iced.....	8
Cream Crisp.....	10
Cubans.....	11 1/2
Curant Fruit.....	12
Frosted Honey.....	12
Frosted Cream.....	12
Ginger Gems, large or small.....	8
Ginger Snaps, N. B. C.....	8
Gladiator.....	10
Grandma Cakes.....	9
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 Picnic.....	11 1/4
Milk Biscuit.....	7 1/2
Molasses Cake.....	8
Molasses Bar.....	9
Moss Jelly Bar.....	12 1/2
Newton.....	12
Oatmeal Crackers.....	8
Oatmeal Wafers.....	12
Orange Crisp.....	9
Orange Gem.....	8
Penny Cake.....	8
Pilot Bread, XXX.....	7 1/4
Pretzettes, hand made.....	8
Pretzels, hand made.....	8
Scotch Cookies.....	9
Sears' Lunch.....	7 1/2
Sugar Cake.....	8
Sugar Cream, XXX.....	8
Sugar Squares.....	8
Sultanas.....	13
Tutti Frutti.....	16
Vanilla Wafers.....	16
Vienna Crimp.....	8

PURE BUCKWHEAT FLOUR

Made by

SPARTA MILLING CO., Sparta, Mich.

Always gives satisfaction.

Their Snowball, Patent and White Lily Flour first in the market. Write for prices.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO., GRAND RAPIDS, MICH.



A SOLID OAK PARLOR TABLE

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

SAMPLE FURNITURE CO:

Lyon, Pearl and Ottawa Streets
GRAND RAPIDS, MICH.

Hurry Orders

are filled in a hurry. Telephone us if you can and we will get your orders off on the next train.

FUR OVERCOATS ROBES BLANKETS

and all other seasonable things. If you do not have our harness catalogue, send for it.

Brown & Sehler,

Grand Rapids, Mich.

WALTER J. GOULD

R. S. GEHLERT

GOULD & GEHLERT

IMPORTERS OF

TEAS AND COFFEES

AND MANUFACTURERS OF

SPICES

59 JEFFERSON AVE., DETROIT, MICH.

We claim to have the most complete, up-to-date and scientifically erected exclusive Coffee and Spice plant in the west and the largest in the State. No expense has been spared in making it so, and we are justly proud of it.



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
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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 12, 1900.

STATE OF MICHIGAN } ss.
County of Kent

John DeBoer, being duly sworn, deposes and says as follows:

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of Dec. 5, 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 eighth day of December, 1900.

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

THE COMING OF THE HOLLY.

No shadow foretells the coming of the event more surely than the holly proclaims the coming of Christmas. There are signs abroad when the Nation rises from the Thanksgiving table—certain indications of uneasiness not attributable to an excessive indulgence at the feast. Agitation is in the atmosphere and in the commercial sky there are more than the first faint streaks of dawn. If the cold comes in with December and the weather is fair, home mysteries begin earlier. The desire to go down town alone is oftener expressed and carried out. There is the frequent seeking after solitude in the recesses of the chamber and the world, old and young, if not actually walking on air, is indulging in certain tip-toe exercises which amount to the same thing. The street itself is astir. Every store is alive with the spirit of preparation and everything is done early that can be and that will in any way forward the grand culmination.

This has been going on now for a fortnight. The country storekeeper, if he is the genuine article, has had his holiday goods uncovered for some time. He has been planning for his holiday opening, having found out from experience that the country desire to buy city goods for Christmas can be checked, provided his own counters at reasonable rates have the needful wherewith. All these activities are, however, under cover until the coming of the holly, an arrival with no fixed date. It reached Grand Rapids last Monday morning; and while there has been something in the air to hint that it was on the way, until it reached the city, the occasional purchase, like Rip Van Winkle's last drink, did not count.

From this time the Christmas trade will go on in earnest. The windows will take to themselves unheard-of glories. Art has already decided that the

window artist stands next to the landscape gardener in the execution of artistic designs that influence the beholder for his good. Color has never been a lacking element and more and more, as the years go by, the beauty of design is seen in the store windows at Christmas. The idea at one time extensively prevailing, that only the large windows of mammoth establishments could be depended on for fine effects, has been found to be a mistake. An unpretending corner of the landscape is often found to make the choicest study. Size is not an essential element of beauty and this fact will be made available in the store window the country over.

Monroe street artists have, now that the holly has come, settled down to serious work. From present indications there are to be some fine window displays. It has been conceded that excess is not beautiful, much less attractive, and that better trade results come from artistic arrangement. It never has been the American idea to practice extensively the common European custom of having the most and the best goods in the window. With us the window is the place for the display of samples, seller and buyer alike understanding that there is a greater variety to select from inside. These samples so arranged as to win favor, the window artist's evident intention, the rest is assured and the result shows that one sure way of reaching the popular heart has been found.

This window display is by no means confined to Monroe street. The Christmas buyer, if he knows a beautiful window when he sees it, will find that the Canal street establishments have been at home with beauty and have had the ability to express it in an artistic way. There, too, the overloading idea has been wholly given up. Of course there is no end of goods inside; and so, with a prevailing background in harmony with the artist's pleasing design, the whole window, simple in its beauty, calls forth as much merited admiration as the finest goods do. One of the delights of the coming Christmastide is going to be these beautiful windows and he who has an artistic eye will have that sense gratified by strolling along the thoroughfares of trade when the carnival of the holly is at its height. It may be the general idea that the spirit of business has little, if anything, to do with Christmas sentiment and that all that belongs to trade is to "render unto Caesar the things which are Caesar's;" but, with even a little of "Good will to men" in the air, it is easy to believe that both buyer and seller have the thought behind the holly in common and that both, in realizing their trade ideals, will be sure to hasten that universal "Peace on earth" which the holly-heralded Christmas was intended to bring.

The wife of a count—whether he is of no account or of some account—must be a countess; and the wife of a prince should be a princess; but it does not follow that the wife of a governor should be a governess.

A child that cries for the moon may be expected to cry for the earth when it has more grasping strength.

Statesmen have commenced to make speeches for the Congressional Record.

To be a good man is much better than to be of a good family.

MINE AND THINE.

It may be a matter of indifference, of thoughtlessness, or the reverse of these, but the fact remains the same, that when it comes down to a question of sidewalk the "mine" in large capitals takes the lead. I will or I won't, you shall or you sha'n't, best expresses the terse idea without any thought or expectation that there can or are going to be any two sides to the question. Down town or up town, business district or residence quarter, illustrates the same fact and season follows season without material change. "This piece of sidewalk fronting my possessions is mine. It is a part of the public street and the public are permitted to make use of it as a thoroughfare. There is no objection to that when it does not interfere with my interests directly or indirectly, but when such interference takes place it should occasion no surprise that the look-out-for-number-one law asserts itself."

The public—and the American public especially—gives way to the despotism "rather than have any fuss," and, summer or winter, rain or shine, readily yields the right of way to the man who takes the law into his own hands utterly regardless of the many whom his selfishness inconveniences. Just now the householder is filling his fuel bins. Not every house opens upon an alley and the fuel is dumped upon the sidewalk. There is no claim made that the proceeding is at all irregular. It is a mere matter of convenience and so for a time both parties consider it. The public go around the heap rather than climb over it and that, too, without complaint in fair weather. The householder soon houses his fuel and the passersby are glad to concede so much to their fellow citizen, known or unknown. When, however, after due time, the obstruction is not removed and it is evident that the householder is making public concession a convenience, the Mine and Thine thought asserts itself, the public strenuously insisting the first pronoun to be its own with the idea implied that it has certain rights which private parties are bound to respect.

In busy districts the same fact is often noticeable. Private convenience is too often secured at public expense. Boxes bar the sidewalks and merchandise in bulk and parcels blocks the way. The daring and the nimble thread the commercial maze while the timid and the deliberate find the longest way around to be the shortest way home. Individual protest is often received with ridicule or impudence, by some sort of legerdemain the public permission to monopolize the sidewalk has crystallized into a right, and permanent conveniences become public nuisances to be suffered because individual selfishness has said, "Thou shalt."

The winter has started in early and indifference to public want and wish is already showing itself. The snow falls and the rain comes or the weather moderates and slush takes possession of the sidewalk. There is an ordinance calling for an early clearing of the walk, but the clearing fails to materialize. The entire block has been cared for save that one single stretch, due wholly to the owner's determined "I won't." If the weather remains warm enough and the nuisance abates itself, well and good. Should cold come and the slush be turned to ice, slush and ice it is and the public, at the risk of life and limb, go and come until passing feet have worn the risk away. As luck

would have it, the snowfall has so far been slight, the almost inevitable slush in this climate has not for that reason been extensive and the ice has not had a chance to assert itself, but the three have never so far failed to make a record where there has been the slightest chance and it is submitted that every exertion should be made to make that record as small as possible.

Living at best is only a matter of give and take, brightest always where there is most concession. There is no intended selfishness in the "mine and thine" idea. With the sign of equality between them they make a fair equation which fairly stands for humanity as we generally find it. It is only when the one side is increased or diminished at the expense of the other that the equality is destroyed and it is not difficult to locate the blame when the matter is one of public and private concern. With us the majority is invincible and that majority when pushed too far is sure to assert itself—a fact which sidewalk infringers would do well to bear in mind.

BLACKMAILING TACTICS.

No association of retail dealers can afford to exist which owes its existence to levying blackmail or involuntary assessments on wholesale dealers and manufacturers. It is a melancholy fact that too many organizations of this character are apparently maintained mainly for the purpose of placing a weapon in the hands of unscrupulous men to sandbag those who cater to the needs and necessities of the retail dealer and who submit to being mulcted rather than subject themselves to the loss of trade which they fear would ensue as a refusal to stand and deliver.

It is a noteworthy fact that the organizations which resort to blackmailing tactics seldom last long and never accomplish anything to speak of for the members, whereas the associations which insist on paying their own way and meeting their obligations in man fashion usually have long and prosperous careers, enjoying the confidence and co-operation of the wholesale trade and enabling their members to retain a measure of self-respect which is not possible where groveling methods prevail.

The sale of adulterated molasses, that is to say, molasses freely mixed with glucose or sorghum, has become almost universal, and it is not claimed that this mixture, where no chemical bleaching process is resorted to, is injurious to health. The glucose is mixed with the molasses mainly to improve its color, and it is a fact that a considerable portion of the molasses produced would scarcely be merchantable unless so mixed. Owing to the modern process of manufacturing sugar, where the highest possible yield of dry sugar is sought, the molasses by-product, to a very large degree, lacks both color and the richness of the old-time sugar-house molasses. Thus, to a very large extent, glucose is used to improve the appearance of the molasses and make it salable. The bleaching process is by no means universally employed, but, where used, is for the purpose of precipitating or removing objectionable coloring matter in the molasses, thus improving the appearance of the article. There are various opinions as to the relative harmfulness of the practice, but it is safe to hold that bleached molasses, where poisonous chemicals have been used, is not wholesome.

THE FORESTRY PROBLEM.

Its Solution from a Business Standpoint.

I am requested to write something of the interest the State has in the forestry problem. There are two classes of these interests, the one embracing those interests which the State has in forestry treated as a cold business proposition and the other class of interests which would be shown when treating upon the subject from the more sentimental view of forestry for the love of the trees or the beauty of the landscape. In this short paper we shall treat only of the interests of the State from a business point of view.

We fear that the mass of people of the State still look upon the forestry agitation with suspicion. The benefits are too vague, the profits seem too much of the air castle brand to cause them to look with much favor upon what seems a doubtful undertaking. In discussing a question in economics we are often forced to consider this question: Can we afford not to do this thing? We must consider what the forests of the State have provided, in the way of industry, what they are still providing, and the figures are of such magnitude as to interest almost any person who is capable of getting out of the area covered by his own business affairs.

Without going into detail, we find, from as careful estimates as can be deduced from any statistics obtainable, that the average annual cut of lumber of all kinds in Michigan is about 2,000,000,000 feet. The capital employed in the manufacture of this lumber runs far into the millions and an army of 75,000 men is engaged in the work in this State. So great has become the area of stripped lands that many of the smaller mills have ceased operations and many of the large ones are seeking new fields in the forests of the West and South. Others, more fortunate, still have tracts of timber that will keep their mills busy for the next few years varying from five to twenty. Can the State of Michigan afford to lose this great industry? Is it not of great interest to this Commonwealth to make such provision as will keep at least a portion of this business for the future? Yet, of all questions of vital importance to the welfare of Michigan, this forestry problem has received the least attention. The interest which the State has shown in the manufacture of sugar is important, and the cause a most laudable one, yet the business that can come to Michigan from this new industry fades from view in the light of the more important one she is allowing to slip from her grasp. The lumbermen themselves are too busy to look out for any future timber for their mills beyond that which they can purchase and hold until wanted for manufacturing, but if the State were to take hold of the project and make a showing these men would aid us in many ways. Many of them have already signified a willingness to deed to the State their cut-over lands, instead of letting them go back for unpaid taxes. It is not necessary for me again to go over the ground to explain how Michigan resorted to extreme means to get rid of her forests, how she gave vast tracts of the finest timber to induce railroads and other enterprises to invade the wooded areas to cut down and destroy the trees, nor at what sacrifice to her wealth she sold her best timbered lands at ridiculously low rates. She but followed the example of her sister states, and in the footsteps of the National Government. We can not, however, pass over the outcome of all

this work. These vast areas given to meritorious enterprises, or sold at almost gift prices to the lumbermen and speculators, have been stripped of their values and are again the property of the State, or at least are claimed by the State for non-payment of taxes. The transfer to the State has not been made by warranty deed, we assure you. When the lumberman had taken what he wanted he ceased paying taxes and by virtue of the existing tax laws of this State the lands were bid in at the tax sales and in this way again came under public control.

Without entering into the discussion of the right or wrong of this procedure on the part of the lumbermen or referring to the right of title to the lands, but working upon the presumption that the State will finally perfect its title in these stripped areas, what is the interest of the State in this proposition? What is Michigan to do with this tract of millions of acres? Let us consider first what she has done. In the General Tax Law of 1893 certain provisions are made by which the Auditor General was to deed to the State certain lands, which then became subject to entry as tax homesteads. There is one clause of this law that has created much comment and no little censure. Without giving more of the Act than is necessary to explain this feature, we find, in Section 127: "It becomes the duty of the Auditor General and Commissioner of the State Land Office, to cause an examination of lands delinquent for taxes in certain townships, and if it shall appear that said lands are barren, swamp or worthless lands and have been abandoned by the owner, then the Auditor General is authorized to make a transfer, by deed to the State," etc. The State, in its desire to settle the northern counties, has offered these lands to actual settlers at ten cents per acre, exempting the settler from taxes, except upon improvements, for the first five years, at the end of which time the State gives a deed. To the people who were looking for homes, cheap homes, this was an alluring bait. To the timber thieves it was a "bonanza." Let us, for a moment, return to one clause of this law as passed, "If it shall appear that said lands are barren, swampy or worthless and have been abandoned by the owner." Then the homesteader can find a home. Ye Gods! what beneficence is this, what charity, what philanthropy does this Great Commonwealth deal out when she takes a man already so poor that he "hath not where to lay his head" and palms off on him "barren, swampy, or worthless land" at \$4 per forty, takes him and his family from friends and kindred, places him on this miserable tract of land which has already, perhaps, starved out some one else and leaves him to eke out a wretched existence and, if he subsists at all, to rear his family in ignorance, for if he pays no taxes he can have no schools or highways! Is it not of more interest to use these lands for the purpose for which they were adapted than for the State to pauperize a portion of its population or to offer such inducements for people to come here from other states? I make the assertion that 90 per cent. of the tax homesteads taken up are complete failures, as homes. The 10 per cent. who are able to stay on their claims have found land that is not "barren" or "worthless" or are enabled to earn a living by work in the woods or mills. More than 50 per cent. are taken by men who never intend to occupy and but for the timber

that may be growing on the land would not make application. Many never erect any sort of building at all, but remove and sell all valuable timber before the time to prove up. Others erect a rough 8x10 log hut, put in an old stove and a table of rough boards and, with this "bluff" as a residence, proceed to cut and remove the timber. Many lumber firms furnish the cash for these entries for the purpose of getting the timber. (Others, original owners, claim that the State's title is not good and boldly proceed to take the timber, second growth, from lands on which they have refused to pay taxes for from ten to twenty years.) By virtue of this Act the State of Michigan is not only alluring a certain class of her population to a state of bankruptcy, but she is also tempting and making it possible for another class to commit crime by perjury and false pretense by entering claims for these lands. Would it not be of more and better interest to the State to use these abandoned lands for the purpose for which they are adapted, the growing of timber, rather than for the questionable purposes stated? Much the larger portion of these lands are springing up to a thick growth of poplar, osiers and other material useless as timber; but hidden among, and protected by, this growth are thousands of seedlings of the pines, spruces and some hardwoods. It is surprising how fast this new growth comes along when not destroyed by fire and at the age of from twenty to forty years we find this second growth ready to yield another harvest. The poplar growth is soon overtopped by the pines and, being shortlived, dies early, after having served the purpose of nurse-trees for the more valuable timber. The pines have been relieved of their lower limbs by the dense shade of the other growth and, being mulched by the leaves and fallen trunks of the dead poplars, shoot forward their clean, straight bodies with a rapidity that means a profit to the future.

The effects which the setting aside of these tracts for forestry would have upon the agriculture of the better lands of the region embraced in the northern portion of the Lower Peninsula are evident, because we are now face to face with the evils which the denuding of the forest areas has produced. In a journey across almost any portion of this district we find deserted farms with the remains of good buildings and fences, abandoned and going to decay. If we trace up the original owners and enquire as to the cause of these apparent failures we find in almost every case that ordinary farm crops and the harder fruits were successfully grown until some large tract of timber was cut that had stood near enough to afford a wind-break. After the cutting, the winds blew all crops out of the ground or became veritable sand-blasts that mowed down the grain and ruined the fruit. It is probable that every member of this Society fully understands the value of a timber wind-break and the chances for success or failure that would be probable on a sand-plain farm, or on farm land in the vicinity of such plains, where no timber growth prevents the sand-laden wind from cutting down everything in its path. We have as good agricultural lands in Northern Michigan as can be found anywhere else in the State, or in any other state, and, with the protection afforded by tracts of timber, the efforts of farmers and fruit growers are generally successful. It is of vast interest to the State

to aid these industries, and it can be done in no better way than by converting these "barren, swampy or worthless" lands into vast forest areas.

During the last ten years the railroads and highways of the northern portion of the State have suffered more damage from washouts caused by freshets than in all their previous history, and culverts for drainage have been increased in capacity, or constructed new, where none were needed before. Why? When these thoroughfares were first constructed, and for some years of their early use, they traversed these great forest tracts and the earth's surface, like a sponge, because of the decaying leaf mold and other forest debris, absorbed the water from the heavy rains and snowfalls and held it in check, allowing it to pass off slowly through the spring brooks and rivers in a clear, limpid flow. The forests have now been cut away, the fires have burned up the spongelike humus of the woods, and when we have a heavy rainfall there is nothing to prevent the water from rushing in torrents to the lower levels, taking with it the fertile upper stratum of the soil. These rivers of a day, or perhaps a week, force great channels through turnpikes and railroad fills, depositing their load of rich soils and other debris in the rivers, which carry it along to make work for the steam dredge, when it is finally left in some harbor at the river's mouth. The first arrangement of Nature was an admirable one. The wood cutters have made sad havoc with this arrangement, but reconstruction is already in progress. The success of this great region depends largely upon the assistance we shall render, and it is of great interest to the State to give aid at once. But, says some one, What good will all this do me? Before these "tall oaks from acorns grow" you and I will be mustered out. What better heritage can we leave future generations—our children and our children's offspring—than to restore these waste lands to their former forest values? To the doubting ones we would say, Michigan will live long after you are mingled with her dust, and you could not erect a more noble or a grander monument than these great forest trees.

Briefly, then, the solving of the forestry problem, from a business view, will show some of the interests of the State to be: The growing of the raw material to keep the vast lumber business of the State from being entirely blotted out; the growing of timber upon "barren, swampy or worthless" lands rather than to induce settlers to eke out a miserable existence where success in agriculture is impossible; the effect of adjacent woodland tracts upon the fields and orchards of cultivated lands by the wind-breaks which they furnish; the holding back of the water after severe rains and heavy snowfalls, thus maintaining the springs and the brooks and streams that have their sources in them, instead of permitting it to run off in torrents, making dangerous and expensive breaks in embankments and impoverishing the land by robbing it of its best soil.

The people of this State are bound to face this proposition in time. Nature has done about all that she can do, unaided, to restore the forests. Should her efforts be unassisted much longer, fire and thieves will destroy all that she has done. The State should start the work in time to use the progress already made.

Fremont E. Skeels.

Village Improvement

Creating and Maintaining Good Roads in Villages.

In a discussion of this subject it seems most advisable to treat it from the standpoint of villages or cities that must rely on other than paved streets. The audience is well aware of the excessive loss annually throughout the country of time and money caused by bad roads. You are also aware of the meager work done to remedy the evil and you each can call to mind instances where this meager work was woefully misdirected. Were the financial loss caused by bad roads used in their improvement, the highways of this country could in a few years be made as readily passable as the paved streets of our cities.

I intend to give a few general rules which must be followed to insure success. The manner of doing the work and the material used will vary according to the needs in each case and the cost of material. In roadbuilding, the object sought is to obtain a roadway with a firm and unyielding surface. This object is accomplished in some cases by an improvement, in others by better maintenance of the surface now existing; sometimes by the addition of a foundation and sometimes by remedying the substrata by tile draining or otherwise.

To obtain the firm and unyielding surface sought the material must be of such a nature that it will stand the wear of passing vehicles without disintegration and it must be of such a nature as to be waterproof, so that the falling rains will be carried into the gutters and not penetrate the surface. The foundation must be of such material and to such depth that the maximum load can be carried without breaking or being depressed into the substrata. The substrata or natural soil must be drained to a sufficient depth, either naturally or artificially, that it may not contain water to an amount that will prevent its holding a road with its accompanying loads.

The quality of the various dirt roads now existing must vary according to the ability of the soil to meet these general rules. Of the dirt roads that exist those composed of gravelly soil are the best and of muck the poorest.

The most valued implement in road-making is a road machine or grader, and if this implement is kept in use on all roads of natural soil so that there is a proper crown free from ruts, many roads can be improved to such an extent that the time saved will many times pay for its use. Where the soil is gravelly, the use of this implement will make a fair road in all seasons of the year except when the frost is going out of the ground. Even at this time, the road can be kept in serviceable condition, as the water drains quickly from the roadway because of the absence of wagon ruts.

Clay roads need attention as to their subdrainage, in addition to more work on their surface. The crown must be of greater height than with gravelly roads to allow the foundation to drain to the gutters unless they are tile drained. It is impossible with any tool to make a permanent roadway of this material. In rainy seasons of the year ruts will appear in spite of any work done with the road machine, and to depend upon this material for a roadway is a makeshift that should be obviated

at the very earliest possible moment.

Artificial roads are those that are composed of material drawn for the purpose of making a roadway. All partake of the nature of Telford or Macadam road. A general specification of their construction will enable any person to use such parts as are necessary. General construction demands that the foundation be made of material sufficiently coarse that water, even from capillary attraction, will not penetrate it, and that its surface be of material of sufficient hardness to withstand the wear and tear without rapid wear and of fineness enough to shed water.

These are the three requirements necessary in the construction of these roads, although the questions of the dryness of the substrata, the crown of the road from the center to the side and the pitch of the roadway, that the water may be carried from the gutters to the outlet, are necessary to success.

The material for the foundation will vary in different localities, the cost being the prime factor in their selection. Brickbats, slag, broken limestone, coarse cobble or small field stone all fill the requirements for this purpose. These need to be placed to a depth of eight inches, the top layer of which should not be coarser than what would pass through a two and one-half inch ring. The lower strata may be composed of coarse material. The surfacing will also vary according to the locality and again the cost of material will be the determining factor. It should be at least three inches in thickness. It may be composed of gravel that will screen through a two and one-half inch ring, but it must be composed of a sufficient amount of clayey substance that will cause it to bind. In many places this will be the cheapest surfacing, but unfortunately the poorest. Nothing can prevent this gravel surfacing from becoming muddy as the frost is leaving the ground. Limestone surfacing answers all requirements except that it is a soft stone and wears quite rapidly, also that the limestone dust is objectionable in windy weather, as well as the glaring whiteness of the roadway. If this limestone surfacing could be covered with granite, taking all that will pass a one inch ring, an ideal roadway would be secured. The limestone forming a binder for the granite, which in itself does not form a waterproof covering, and the granite forming the hardest wearing surface possible, the softer limestone is protected from wear by the passing vehicles. In the making of these roadways each course must be rolled thoroughly as laid. In village streets, outside of the main thoroughfare or the business part of the village, curb stones are not necessary and the appearance of the road is added to by their absence.

The line of demarkation between the roadway and the lawn may be made with field stone, brick or limestone. The gutters, where the grade is not more than 1 per cent., should be of the same material as the roadway, but in steep descents the gutter must be made of cobble, paving block set at right angle to the gutter line, or limestone block set in the same manner.

The crown of a roadway of well-constructed Macadam should be one inch per foot from the center to the gutter line. If gravel is used for surfacing the crown should be increased to one and one-half inches per foot.

In the suburban portions of villages the needs of all travel can be met by

making a roadway of sufficient width to accommodate the travel and leaving the remaining portion of the street to the gutter line of the natural soil, which may be kept more or less as a lawn. This reduces the expense of roadbuilding to a point within the reach of most of the cities and villages in this State, and at the same time allows the widening of the road at any time without the destruction of that already built.

In many portions of the State there are endless quantities of field stone that cumber the fence line and make picturesque spots in fields or still infest the tillable ground. Were these stones brought to the roadway, run through a stone crusher and deposited as a wearing surface for vehicle wheels, instead of being a destructive agent or unsightly object where they now lie, the eternal fitness of things would be subserved.

This undoubtedly will be the solution throughout many portions of the State. The only material needed in roadmaking with this material is something that will form a bond immediately below the wearing surface. As I said before, limestone is the best material for this purpose, but a binder gravel of good

THE NULITE

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



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

They darkness into daylight turn, And air instead of money burn. No smoke, no odor, no noise, absolutely safe. They are portable, hang or stand them anywhere. We also manufacture Table Lamps, Wall Lamps, Pendants, Chandeliers, Street Lamps, etc. The best and only really successful Incandescent Vapor Gas Lamps made. They sell at sight! Good agents wanted. Write for catalogue and prices.

CHICAGO SOLAR LIGHT CO.,

81 L. Fifth Ave.

Chicago, Ill.

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

HOLIDAY CHINA

The season is nearly over. Although we have had a very big trade on holiday goods—in fact the best we ever had—we have still on hand a few packages of very fine German China Cups and Saucers and Plates, nicely decorated, which we are going to sell at a very low price. Can be shipped at once. Package contains:

1 dozen Cups and Saucers.....	\$1.20
1 dozen Cups and Saucers.....	1.25
1 dozen Cups and Saucers.....	1.50
1 dozen Cups and Saucers.....	2.00
1 dozen Cups and Saucers.....	1.90
1 dozen Cups and Saucers.....	1.75
1 dozen 19 centimeter Plates.....	.90
1 dozen 17 centimeter Plates.....	.75
1 dozen 21 centimeter Plates.....	1.25
1 dozen 21 centimeter Plates.....	1.35
1 dozen 19 centimeter Plates.....	1.50
1 dozen 19 centimeter Plates.....	1.85

Total cost of package.....\$17.20
No charge for package.

DEYOUNG & SCHAAFSMA,
CROCKERY, GLASS, LAMPS AND CHINA
112 MONROE ST., 2ND FLOOR,
GRAND RAPIDS, MICH.

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.

Shoes and Rubbers

Origin and Evolution of the Retail Shoe Store.

When we want a pair of shoes we go to the shoe store, tell the dealer what we want, assure him that we are able to pay for them, try on several pairs, making critical comments on their size, shape and price, finally buy a pair and have them sent home; but few of us stop to think that the possibility of so doing is a matter of very recent history.

Who the first shoe dealer was is a matter of great uncertainty. There is nothing in the text to lead us to conclude that Adam and Eve wore shoes. They had aprons of fig leaves and, later in the season, coats of skins and, according to one translator, they wore breeches of fig leaves, but the matter of hats and shoes seems to have been omitted from their inexpensive wardrobes.

When the Hivites visited Joshua with their "clouted shoes," old clothes and dry bread, they declared that their shoes were new when they started, but they did not mention the fact that they had just bought them from the retailer.

In those days shoes were made mostly with an axe, and all the pegs used or required was a single one driven into the upper surface of the sandal furnishing a grip for the first and second toes. Their construction was simple and the wayfaring man could turn out several pairs in the time it would take him to go to the retailer and examine his stock.

Trade was not so early a feature of social existence as production—for instance, Cain and Abel were producers, each in his kind, but there is nothing suggesting that they exchanged cutlets and sausages for roasting ears and asparagus.

By the way, is it not an admissible argument against vegetarianism that Cain was a vegetarian? He lived strictly on fruits and the produce of the field—and yet he was the first murderer.

Here we come across another idea in connection with the vegetable diet theory. Who ever saw a vegetarian, even those who claim it is wrong to take the life of the animal, who does not utilize the product of slaughter for shoes, gloves, etc.?

But this is a digression. It is sufficient that Cain and Abel did not exchange their surplus products, nor yet did they join in making Irish stew or scrapple, so we must look to a later period for the inception of the shoe store.

In some of the cities of the ancient world the sandalmaker had his stall or booth and there the populace came when they wanted new sandals or repairs for the old ones, but the shoe was still in such undeveloped condition that the sandalmaker and sandalcobbler scarcely rose to the dignity of retail shoe dealers.

In the age of chivalry we first find shoes of leather, having some resemblance to the shoes of to-day. It became necessary to have some similarity to the foot in the shoe so as to make it possible to wear the iron, steel or bronze clothing which the gentlemen of that period mostly wore, but still the shoe store was not a necessity. The smiths and armorers made the metallic raiment and the wealthy gentlemen had a villein, whose sole duty was to make shoes for his lord—the horny-handed sons of toil were still content with strips of rawhide fastened to the feet with thongs, or per-

chance they got along very well most of the time without protection of any kind for the feet.

With the use of gunpowder the use of steel or iron clothes went out of style, but the close fitting hose, blouse, shirt and shoes retained their hold upon the public, as being more convenient and comfortable than the toga and sandals, and as standing armies began to be a recognized feature of government the occupation of shoemaking began to assume different proportions and different relations to other trades from what it had before sustained.

Still, in both Europe and America the shoemaker made his round of regular clients, making and repairing the family stock and living with the family so long as his services were required, as is still the practice in the rural portions of continental Europe, and in many a farm house to-day may be found the cobbler's bench and the family lasts that were used by the peripatetic Crispin of the earlier years of the republic.

It was not until shoes were made in "factories," however, that the shoe store had its beginning, and by "factory" a very different plant is indicated from the shoe factory of to-day. Machinery, such as is now in use was wholly unknown—undreamed of—and the work was cut out by hand, and the sewing, nailing and pegging were all done by hand.

When these manufacturing concerns—standing about in the same position in those days as the most maligned syndicates and trusts of to-day—began to make more boots and shoes than were required for the immediate use of the community some means became necessary for the distribution of the surplus stock throughout the length and breadth of the land not blessed—or otherwise—with shoe factories.

It is at this point of time, then, that boots and shoes take their place as an article of commerce in the world of trade. At first they, like all other articles, were kept for sale in the general store, the prototype of the department store of to-day. The merchant sold ploughs, flour, watches, pins, muslins, hats, molasses, rum, broadcloth, boots and shoes and other articles too numerous to mention, and he would buy anything his customers had to sell, or barter for it if each wanted something the other had in stock.

The old general store is reduced mostly to a memory now, except in the more thinly settled sections, except in so far as its place is taken, as suggested above, by the department store.

But as a community grows and requires more mercantile accommodations the different branches seem to separate from each other by some natural process, and one deals in groceries, another in dry goods and a third in hardware. The shoe store as such is on one of the very modern divisions of merchandise, just as the hat store is.

Modern practices seem to make everything advance on the line of specialization. While in the early days a single operative could and did make a shoe, from cutting the leather to polishing the finished product, the present practice is for each individual to make only his part, however small that part may be in proportion to the whole. So also in the matter of presenting the goods to the public the tendency has been, and still is, to segregate different articles of merchandise, each in its own place and with its vendor who handles only the one line.

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.

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.

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Rindge, Kalmbach, Logie & Co.,

*Manufacturers and
Jobbers of*

Boots and Shoes

Grand Rapids, - Michigan.

Agents Boston Rubber Shoe Co.

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.

What the future influence or effect of the department store may be it is now impossible to state with any degree of certainty. Probably, having lighter expenses proportionately, the department store will, by its ability to undersell, put many shoe stores out of business, but the world's population is increasing, the wealth is increasing and the demand for high grade shoes is increasing. Although a much smaller proportion of the population have their shoes made to order now than a hundred years ago, the number of custom-made shoes is vastly greater, and the demand for fine custom work will always afford employment for those who produce and handle high grade goods, so the department store is not yet a bogie man to be feared and, if possible, destroyed until it has made greater inroads than at present upon the field of the retail shoe store.—Boot and Shoe Recorder.

How to Revolutionize the Interior of the Store.

There has never been enough attention paid to interiors by shoe dealers. There are generally a few benches and foot rests, a little desk at the far end and a base shelf for the salesman to lean against when idle. That's as far as the average interior goes towards decoration. Reform is needed in this line and badly needed. The general run of stores look absolutely barren and cheerless on the inside. Blank walls of shelves with the ends of cartons, floors covered with matting or linoleum, plain, hard benches, cold, uninviting places to make you shiver.

Let us get away from that class and get into the "cozy class."

First of all let's take up these old mats and cold looking linoleums. Replace them with a good warm colored rug or carpet. Remember we are going into winter now. Take the benches to the upholsterer and get some work done on them. Cover them with some bright, warm stuff, not necessarily stuffed or cushioned.

When they come back arrange them in a different plan. Try to get away from that straight lined scheme where the benches run up and down the room next to the end facing the shelving. Put the ladies' and children's departments in the rear removed from the street and in a measure secure a sense of privacy by a judicious use of screens. These screens are to be of cloth, on folding frames, harmonizing in color with the rugs or carpet.

Make this corner the cosiest one in the store. Bright pictures and flowers should be brought into play. Get a nice gold fish aquarium and place in the center. This will amuse the children and keep them quiet while the mother is trying on shoes. Several dealers have found music boxes a strong feature for entertaining the customer.

The men's department should be in front because, as a rule, men are in a hurry to get their shoes and get out. Put a fine large palm in the center and turn the benches with the backs to the shelves facing the palm. Four benches placed thus will form a square and give the department an air of seclusion, still affording easy egress at the four corners of the square. In the front on either side of the door will be a space left, which we will utilize for the cashier's desk and the wrapping counter. Let these be as inviting as possible and don't spare a few little extras to do so. Get a nice mat of sea grass and place it at the door. Few people will carry

mud into a place on their feet if there is a mat handy. This protects your carpet and rugs. Don't overlook this, especially if you live in a country of rainy weather.

Keep the store warm and bright and your windows full of light. The outward appearance of the store will invite people to come inside.

But suppose we are willing to furnish the interior with entirely new furniture. We don't balk at a little expense. We want an interior that will be better than any other in town. Or suppose we are just opening a new store and have to buy everything new.

Let's look around a little before we make our purchases. For seats let us get something especially nice. There are some beautiful quarter-sawn oak settees with ornamental carved backs, veneer seat, cushions of patent elastic felt (removable), elegant thing for \$2.85 per foot. Those upholstered in leather will cost somewhat higher, but will last longer and give greater comfort. Either one will be attractive. Now for screens. We may get a screen fifty-four inches wide and forty-four inches high, ash frame, light and easily handled, covered with silk-alene or any other material desired for something like \$7. We may need four and we get a little discount, you know. A few velvet hassocks will be required, in variegated colors and shapes, 75 cents each. If we think we want to use foot rests we can get the very best article with mirror attachment for \$3.50. We can get all sorts of little rugs which will be good to live up the floor for \$1.75 each.

Palms are almost a necessity in a thoroughly modern store. We can get a splendid artificial palm, exactly like the genuine tropical product, for \$6. This palm is eight feet tall and has sixteen wide leaves. Artificial flowers, ivy, roses, smilax and many other beautifiers, may be had for nominal cost, say \$2 per dozen.

We may arrange our interior on the lines already laid out and give it a home-like, cheery look, which is decidedly better for our trade than the ordinary commercial mart the customer has been seeing.—Shoe and Leather Gazette.

All Wear Shoes.

One of the results of the cityward tendency of population is the almost universal wearing of shoes. Previous to the seventies all gentlemen wore boots made of the finest calfskin with tops twelve inches or more in height. Usually those boots were made to "fit like a glove," and as a consequence boothooks and bootjacks were an indispensable part of every gentleman's wardrobe. Sometimes in the case of the wealthy these were made of silver and mahogany and were artistic affairs. While exquisites and city gentlemen wore boots of fine-grained calfskin the farmer wore heavy, big and comfortable oxbite boots, very serviceable for tramping about in the snow or mud. Occasionally there is to be found a bootmaker yet who has some middle-aged or aged customers who will wear only boots. In those days, also, there was little factory work of a high character, consequently it was the palmy era of the bootmaker, who usually charged from \$10 to \$20 per pair. Sometimes a wealthy customer would order a dozen pairs at once, for although the boots would usually wear out four or five half soles, the gentleman of those days usually contented himself with wearing his boots until they needed half-soleing and then gave them to his servants. The cheap shoe of to-day represents a decadent stage of the shoemaker's art compared to the high average twenty or twenty-five years ago.—Chicago News.

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.

"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.

The Pine as a Factor in Reforesting Cut-Over Lands.

In considering the availability of any particular species of timber tree for reforesting the cut-over lands of Michigan, we are under the necessity of studying not only the tree and its value as regards rapidity of growth and quality of timber, but also the external conditions to which it must of necessity adapt itself. If it were merely a question of selecting species good in themselves nothing could be simpler; as it is, however, nothing could be more complicated than the aggregate of factors that determines whether a tree can thrive in a certain region. A tree is a sensitive organism and its survival and growth to maturity are conditioned by light, temperature, precipitation, character of soil and various other determining factors. So many and so complex are the relations sustained for perhaps fifty or say a hundred and fifty or two hundred years by a growing tree to external conditions, and so exquisitely has it become adjusted to them, that it would probably be an utter impossibility for any scientific man to predict, from a study of conditions on the one hand and of a tree on the other, whether the two are entirely compatible. Such a scientific study is indispensable in its place, but it should supplement, not supplant, observation and experience. We must, therefore, in taking up this question, appeal first to matters of direct observation and common knowledge.

We know, in the first place, that pine trees and the closely related spruces and firs are in general plants of fairly high latitudes. The white pine, for example, flourishes far beyond the latitude of the Michigan pine belt, being at home from beyond Lake Superior to Newfoundland. There is, then, as far as natural geographical distribution is concerned, no reason why the pine should not be chosen to succeed itself on the cut-over lands of Michigan.

In the second place, trustworthy authorities give us to understand that general climatic conditions over this part of the continent have continued substantially unchanged for at least half a century. Presumably this is true for a much longer period. The heat of summer and the cold of winter, rainfall, snow and summer drouth are as they have been and as we believe they will continue to be. Our pines for centuries have borne the climate of Michigan, why should they not bear it for centuries to come? I am, of course, speaking of general, not local, climatic conditions. Local conditions certainly have changed, and as far as tree growth is concerned have changed for the worse, and this fact must be given the most careful consideration. But the fact that, where these local conditions still remain favorable, as they do in numerous places in our State, pine trees are still coming up from seed, and are found in all stages of development, is abundant proof of their continued fitness for the ground they have so long occupied.

Again, there is no mysterious "succession of forests" which, according to a still prevalent popular belief, precludes the pine from again occupying land upon which it has once stood. True, after it has been cut and the ground burned over, birch and aspen and pin cherry and numerous smaller growths come in; but these are forerunners of something better, and if Nature has only half a chance something better is sure to come in time, and among

these better sorts the pine is reasonably sure to find a place. This is its own chosen habitat, it has lived here for centuries and here it should live for centuries to come; and here, too, it will live unless, by continued and persistent burning, it is fairly driven and burned out of its ancient home.

If what has been stated is correct, why has the question been raised, why are we face to face with such a problem? That we have one of the most difficult problems of practical forestry, and that it is as yet unsolved, every intelligent person knows. What, then, is the actual situation in which we find ourselves, and what shall we do about it? The answer is not far to seek:

Among the factors determining what shall be the forest covering of the State man has held and still holds the balance of power. Were he to move out Michigan would soon, speaking relatively, be clothed again with forests as rich and deep and damp as were those through which our Red Brother wandered. But the citizen of Michigan has no intention of moving out, and unless he is much less of a man than I think he is, he is going to fairly and squarely meet the obligation under which the present generation is placed. When we proceed, as we must, actually to take in hand the great task of beginning the work of reforestation—I say beginning, for those who come after us will have an experience, and by so much an easier problem—we shall find, I think, that the pine will be the most valuable and the most tractable of trees.

I have thus far spoken of the pine in a generic sense; but there are various sorts of pines, and it is time to state which of these are meant. We are not concerned with the pines of the Southern Atlantic States—Michigan is out of their range—nor need we at present take into account the Scotch pine and other pines of European forestry. Quite likely these will find a place in experimental plantations, and may later become a factor of some importance, but they must be planted or sowed, and we are not yet ready to undertake this on any large scale. This is also true of the Rocky Mountain conifers, and in fact of all others not indigenous to our own State.

We have three species of pine indigenous to Michigan, the so-called jack pine, Norway and white pine, very different from each other in quality of timber, in habits of seeding and in ability to withstand the vicissitudes to which they are subjected in regions where lumbering is carried on.

The relatively worthless jack pine (*Pinus banksiana*) is, as might be expected, the one that reproduces itself most easily and is the hardest to kill. The persistence with which it springs up after a fire and covers the ground is very striking, and on the poorest of the plains where hardly any other species grow to any size it not infrequently attains a height of fifty or sixty feet. Its wood, although of poor quality, is capable of being employed in the manufacture of box boards and other cheap stuff. All told, it is certainly a tree that ought to be encouraged where it naturally grows, for, as said, in its capacity for growth on the very poorest of soil, in its remarkable reproductive powers, and in its ability to bear frequent fires, it is unequaled by any other tree indigenous to the plains of Michigan. It requires no care and, however inferior in quality, may well be left to cover the ground disdained by more valuable species. It can hardly

be possible that some tracts of jack pine that have escaped the ravages of fire should not at least prove of sufficient value to justify such protection as a State fire service ought to give. As a covering of the poorest ground in the State, and as a source of timber of at least some value, the jack pine deserves to count as a factor in the reforestation of the pine belt.

The Norway pine (*Pinus resinosa*) is a far more valuable species and in former times its beautiful straight boles covered many square miles of ground on which there can be little hope that it will ever regain a foothold. It is so far inferior to the jack pine in its capacity for reproduction that, although crops of seeds are occasionally produced, it is a rare thing to see any considerable number of seedlings. The relatively few that come up here and there on old

Young Men and Women

It pays to attend "The Best"

The McLACHLAN

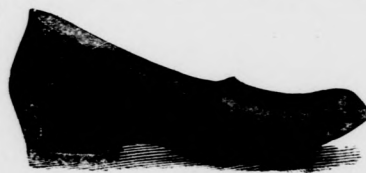
BUSINESS UNIVERSITY.

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

D. M. McLACHLAN & CO.

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



Princess

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

AMERICANS, PARAS, WOONSOCKETS, RHODE ISLANDS, COLONIALS, CANDEES, FEDERALS

Write for prices

A. H. KRUM & CO.

Detroit, Mich.



Sensible Over

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.

clearings should by all means be furnished whatever protection is practicable, as they are manifestly well adapted to a light soil scarcely better than that on which the jack pine grows. It may well be hoped that in later times, after forestry has been long established as a branch of the public service, the Norway pine again may become an important constituent of Michigan forests; but that day is far distant, and it is hardly possible at present to form even an imaginary picture of the intervening history.

We come lastly to the white pine (*Pinus strobus*), the greatest single source of the forest wealth of Michigan. No citizen of the State needs to be told of its majestic size, its beautiful texture, its rapid growth and all other characteristics that have made it unrivaled in yield and quality of timber. We are now chiefly concerned with the question whether this species ever again can become an important constituent of Michigan forests.

Let us call to mind the fact that the northern part of this peninsula lies in the very midst of the natural area of distribution of the white pine; that within that area, and within the boundaries of the State are hundreds of thousands of acres of land varying in quality from the light sands of the jack pine plain to the alluvial soils of the river bottoms, and yet in great part unavailable for agriculture, fitted by Nature and position for forestry rather than anything else and upon which the white pine grows vigorously as of old. Further than this recall the fact that it is a good bearer of seeds and that one good seed tree is capable of stocking a wide area, and also that, even in the very midst of the utter desolation wrought by ax and fire, young pines of all ages may still be seen making a healthy growth and only giving up the unequal struggle when fire after fire has destroyed the humus of the soil and removed the seed trees. There is not the slightest doubt that the white pine is still perfectly capable of reproducing itself to an indefinite extent on the cut-over lands of Michigan. Two things, however, are absolutely indispensable to the accomplishment of this end: first, the presence of seed trees; second, protection from fire. The second really includes the first, for, when adequate protection is given, the seed tree will be forthcoming. The question, therefore, is narrowed down to this: Shall we, the people of Michigan, through our Legislature, undertake to inaugurate a system of protection against forest fires? It is no light task, but other states have entered upon it and already have made more than progress enough to justify the expense and the arduous task they have set themselves to accomplish.

V. M. Spalding.

Still in the Lead.

"Is it true, auntie, that you have refused Blakem every year for the last twenty years?"

"Yes, my dear."

"Do you mind telling me why?"

"Not at all. The first time I refused him I told him that he was not good enough for me, and I'm not the woman to admit that he has grown better any faster than I have."

Not Accustomed to China.

Mrs. Housewife—Bridget, that is the seventh piece of china that you have broken within the last two days.

Bridget—I know, mum. At the last place where I worked the folks never ate off anything but gold an' silver.

How a Thousand One Dollar Bills Conquered the Old Man.

From the New Orleans Times-Democrat.

"A professional compromiser who understands his business is a most valuable man on the staff of any big railroad," said a New Orleans lawyer, apropos of nothing in particular. "It is a great art," he continued, "and I had the fact impressed on me by something rather unusual that happened early in my career. I had been in practice only a year or so, as I remember, when I was engaged by a certain railroad company to represent it in a damage suit brought by an old fellow who had been hurt at a crossing. I got the job because the regular attorney and regular assistant attorney were out of town on bigger affairs, and I threw myself into it with unlimited enthusiasm. A little investigation convinced me, however, that the company didn't have a leg to stand on, and neither, for that matter, did the claimant, both of 'em having been broken above the knee. So I advised a compromise, and was told to settle it, if I could, for \$1,000. That fixed limit discouraged me, because the suit had been brought for \$20,000, and I knew the opposition lawyers had been filling their client with rosy hopes; but I thought up a scheme that seemed promising. The claimant was an ignorant old fellow, who had been a laborer for years, and I took it for granted that he had never had as much as \$100 at any one time in his life. 'I'll just hypnotize him,' I said to myself, and, going to a bank, I got a brand new \$1,000 bill. Then I hurried off to his boarding house, found him in a dirty little back room, and made my proposition for settlement. Just as I anticipated, he declined it indignantly. 'Very well,' said I, pulling out the bill with a studied carelessness; 'in that case I'll have to return this money. But, by the way,' I added, 'did you ever happen to see a thousand dollar bill?' It's quite a handsome bit of paper! To be candid, I was rather awed by the thing myself, and expected him to finger it like a piece of the true cross, but to my amazement he took it indifferently, glanced at it with no apparent interest, and handed it back. 'It's very pretty,' he said stolidly, and went on smoking his pipe.

"A few days after this discouraging experience," the lawyer went on, "Mr. Andrews, the claim agent of the line, happened to be in town and dropped in to enquire about the case. He was a veteran in the business, but he always impressed me as being a man totally destitute of tact, and I never could understand how he held his job. He chuckled when he heard my story. 'My dear boy,' he said, 'you simply overplayed yourself. You expected that old man to drop dead at the sight of a thousand-dollar bill. Why, bless your soul! he didn't know what it meant! It was beyond the outposts of his imagination. He was like you, yourself, when you hear an astronomer talk about ten billion miles. The figure conveys no idea to your mind. It is too big. But come with me,' he added, 'and I'll give you an object lesson.' I was surprised and piqued, but I went along, and the first thing Andrews did was to get 1,000 one-dollar bills at the bank. He cut the slips that held them together, stacked them up in a loose heap and wrapped them in a newspaper. Then he went to the boarding house and found the old man sitting in his little back room, still smoking his pipe. He didn't seem to have moved since I was there before. 'Well, Connally,' said the claim agent, after a few general remarks, 'I've brought around that thousand and dollars, and want you to sign a receipt in full.' The old man got angry immediately. 'I'll not do it!' he yelled; 'I'll take what I sued for and not a cent less!' 'You're foolish,' said Andrews, calmly; 'no jury will give you over a thousand, and your lawyers will get half of that. You'd better do business with me.' He had been holding the package of bills on his knee while he was talking, and just then he made an awkward gesture and knocked it off. He grabbed at it wildly as it fell, and with

one swoop scattered the money all over the squalid little room. It covered everything—floor, chairs, table, bed, and some of it even went into the washbowl. 'Doggone the luck!' he shouted. 'Here, Connally! lend a hand, will you, and help me gather up this stuff!' The old man made no reply, but sat speechless and transfixed, while his pipe slowly slid out of his mouth and fell into his lap. Meanwhile Andrews seized a broom and began sweeping up the bills like dry leaves. 'Saints preserve us!' whispered Connally at last, still glaring stupidly at the litter, 'how much is there?' 'The thousand you don't want,' snapped the claim agent, and kept on sweeping. In ten minutes he had collected the money in a big heap on the newspaper. 'Well, I guess I'd better be going,' he remarked, as he bundled it up. 'Hold on a bit,' said the old man, and, before I fully realize what had happened, Andrews had his autograph on the receipt. The whole thing had been done so rapidly and

passed off so much like some well-rehearsed scene at a play that I was simply dumbfounded and lacked language to express my admiration. Andrews was very modest about it, though, and insisted there was nothing remarkable in what he had done. 'When you undertake to spellbind a man with money,' he said, 'you must use denominations that he can comprehend.'"

Have Tastes in Common.

Penelope—And you say they are engaged.

Patrice—Yes.

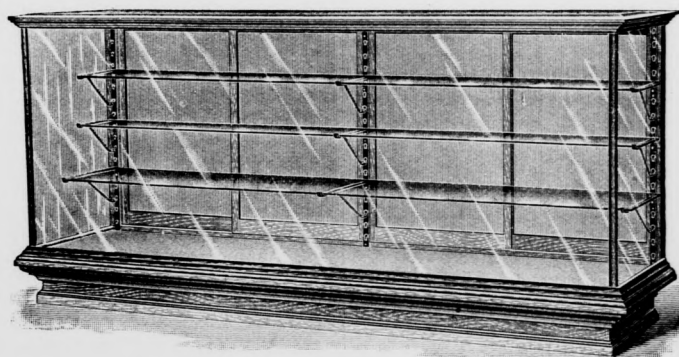
"Have they any tastes in common?"

"Well, yes; they chew the same kind of gum."

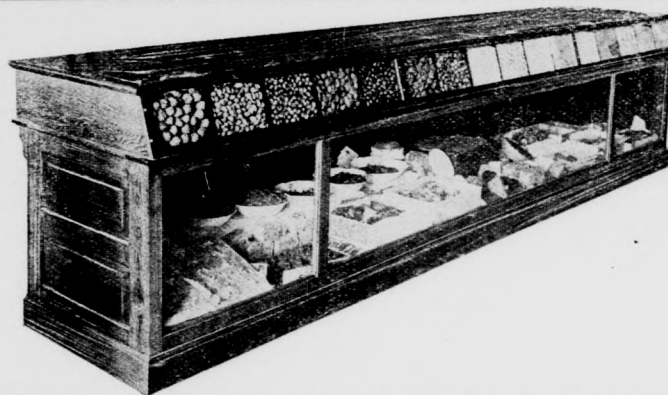
The Mistakes of the Sex.

After a recent election out in Colorado, where they have woman suffrage, the tellers found a dozen cookery recipes in a ballot box, voted by mistake. There is no case on record, it is believed, where a man has voted a pool check or a poker chip.

OUR BUSY SALESMAN NO. 250



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



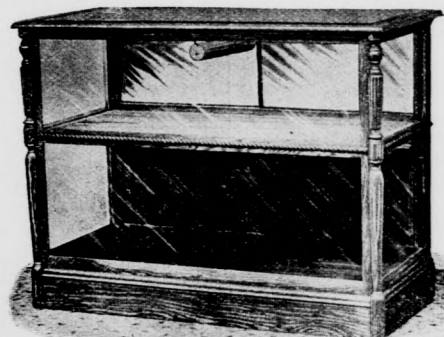
The above cut represents our grocery display counter. These counters should be seen to be appreciated. We build them in three different ways, all having a similarity in design.

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

McGRAFT LUMBER CO., Muskegon, Mich.

GRAND RAPIDS FIXTURES CO.

Cigar Case. One of our leaders.



Shipped knocked down. First class freight.

No. 52.

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

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

Butter and Eggs

Loss Off—Use of Frozen Eggs Growing.

During the past few years there has been a gradual change in the custom of selling eggs in this market, the method of selling at mark or with a fixed loss allowance having become much more general than formerly. The old method was to sell buyers loss off; that is, the buyer would take the goods with the understanding that he was to pay a certain price for the good eggs and make such deductions for bad and half loss eggs as his own candling warranted. The first breaking away from this method of egg sales occurred in the cheaper qualities—such as were sold to a cheap class of trade—usually for cash. Then there were certain brands of selected egg, for which receivers generally settled prices on a case count basis. Of late more and more of the egg receipts have been sold at mark, or with a fixed loss allowance (which amounts to the same thing), and I think that now the majority of the receipts are disposed of on this basis. But more or less business is done upon all sorts of terms. There are still some goods sold strictly buyer's loss off, and a quotation of values on this basis is still made which is often used as a basis for judging the value of such as are sold at mark. Thus, if Western eggs are worth 27c, loss off, the net value at mark is less by the amount of loss indicated by an examination of the goods. In stock found to shrink about three dozen to the case, the case count price would be settled at about 25c, or the sale might be made at 27c, "three dozen off." Receivers, as a rule, try to settle the loss question when the sale is made, either by agreeing upon an average shrinkage and charging the top loss off price, or by fixing upon an equivalent price at mark. Most of the egg sales are now made in this way, although, as before mentioned, there are still some sales made on the old basis of buyer's loss off, upon which the buyer makes claim for loss after taking the goods out. In the sale of certain qualities of eggs to certain buyers, there is no doubt that fully as much net return is obtained by a sale buyer's loss off as where the loss is agreed upon when sale is made or when sales are made at mark; but the mark system gives better satisfaction, encourages the packing of better stock in the West, and is rapidly growing in general favor.

* * *

The use of frozen eggs by the larger bakers seems to be growing every year, on the actual merits of the goods. The stock is put up in the spring from checked and cracked eggs thrown out of storage packings, and when care is taken to keep out all but sweet, sound-flavored eggs, the product comes out in very satisfactory condition. Some important points in connection with this method of holding have been learned by experience. The eggs must be thoroughly broken up and the yolks and whites mixed together before freezing. If the mass is frozen when the yolks are unbroken, the latter come out lumpy, and can not be used to advantage. In practice, this mixing is gained by the best method of abstracting the egg meat from the shells; a centrifugal machine is used, in which the eggs are thrown, and the force generated by revolution is so great that the white and yolk will be thrown out from even a small hole in the shell. The cen-

trifugal method is also very economical as to time and perfection of abstraction, the shells being left practically free from adhering matter. Bakers have learned that in using the frozen egg meat, it is best to thaw out only such quantity as can be immediately used up; in this way excellent results are obtained, while if the thawed eggs be kept any length of time they become sour.—N. Y. Produce Review.

Marketing Russian Geese.

The domestic goose holds about the same honored place in the nutritive economy of Germany that the more delicately flavored and patrician turkey does in that of the United States, according to Consul-General Frank Mason, at Berlin, in a recent communication to the Department of State. It is the standard luxury of the German people, he says, and during nine months of the year forms the principal feature of the table at festive as well as every-day entertainments. Notwithstanding the fact that great numbers of the birds are bred and fattened on German farms, and that every German village has its flock of geese, the home-grown supply falls far short of the constant demand, and leaves a large deficit to be filled by importations, mainly from Russia. The season for that traffic is now at its height, and a special goose train of from fifteen to forty cars brings an average of 15,000 birds from the Russian frontier each day and drops them at Rummelsburg station, Berlin. Immediately after their arrival, the whole trainload undergoes an exceedingly rigid inspection. If a single goose has died en route, or is found sick with a contagious ailment, the whole carload is placed under quarantine for eight days. Another death or discovery of disease during that period means eight days more of detainment, at a cost of about \$476. The obvious object and the effect of this system is to render the introduction of diseased birds such a costly venture as to make it absolutely ruinous to the perpetrators.

The aggregate wholesale traffic in geese at Berlin is placed at nearly \$2,000,000 annually.

"To the ordinary observer," says Consul-General Mason, "all geese are very much alike, but the expert dealers here divide the Russian birds, which now command the Berlin market, into twenty-one different breeds and categories, according to species, age, size and condition, wholesale prices varying from 43 to 60 cents each, although these prices advance with those of other poultry as the season lengthens from autumn into winter, the grand climax of the trade being just before and during the Christmas holidays, when goose in every form, from plain 'gaensebraten' of the laboring classes to the pate de foie gras of the epicure, dominates the tables of the festive season."—Washington Star.

Annual Goose Sale.

At Warsaw, Poland, they hold a goose market every year in October. The geese, about three million in number, are driven to Warsaw from all parts of the country. Many of them come from distant provinces, and as a consequence have to travel many miles over roads that would wear out their feet unless some means were taken to protect them. This is done by driving them through tar poured upon the ground and then through sand. The operation is repeated several times, and by the time they are ready to start their feet are completely covered with a hard crust which effectually protects them from all injury.

WHOLESALE

OYSTERS

In can or bulk. Your orders wanted.

F. J. DETTENTHALER, Grand Rapids, Mich.

BEANS===BEANS

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

MOSELEY BROS.

Jobbers of Fruits, Seeds, Beans and Potatoes
26, 28, 30, 32 Ottawa Street Grand Rapids, Michigan

BEANS

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

ALFRED J. BROWN SEED CO.,
BEAN GROWERS AND DEALERS
GRAND RAPIDS, MICH.

W. C. REA

28 YEARS' EXPERIENCE

A. J. WITZIG

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

180 PERRY STREET, BUFFALO, N. Y.

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

POULTRY 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.

If you have never shipped us, we ask you to look up our responsibility carefully through Dun's, Bradstreet's, Metropolitan Bank, all Express Companies, Mich. Tradesman. For further references write us for names of shippers in your section who are sending us their poultry regularly. If you find us worthy of your trade, let us keep you posted, and when our market justifies try us with light shipments. We know we can hold your steady business if we can only get started with you. Our quotations you will always find conservative. Send us your name and we will mail you printed instructions in full how to dress, pack and ship poultry for market to obtain best prices. If advancement is any accommodation, make draft for reasonable amount. WRITE US.

HARLOW BROS.

Commission Merchants

141 and 143 Michigan Street,

BUFFALO, N. Y.

THE EGG TRADE.

Remarkable Increase and Development of the Business.

From the New York Sun.

The egg business has been revolutionized in very recent years and its development has been marvelous. A comparatively short time ago, the market depended upon local farmers and upon Michigan, Illinois, Indiana and Iowa for its egg supply, and the great Southwest had no finger in the pie; but the improvements in railroad facilities and refrigeration have changed all that, and now Kansas, Nebraska and Missouri are sending out enormous quantities of eggs. The South, too, has taken up the industry, although the tendency in that region is to go into the business in a small way rather than with the breezy, all-embracing sweep of the Western farmer. Iowa is still, perhaps, the heaviest producer, but Michigan eggs are said by experts to have the finest flavor, the difference being, doubtless, the effect of the sand and lime in the soil.

Poultry farmers to-day are showing a tendency to confine themselves to some one breed of hens, but the merit of this measure lies not in superior flavor but in the uniform size and color of the eggs. Those questions of size and color cut an important figure in the egg trade, and although the dealers say scornfully that their concessions to public idiosyncrasies are all foolishness, they make the concessions just the same. The ordinary buyer absolutely refuses to put aside a prejudice in favor of eggs uniform in size and color. The grocer can not sell mixed eggs, however fresh they may be, at a fancy price; so the wholesale dealers sort out the eggs, tack an extra price to those that are uniform, and everybody is happy. There are local prejudices in this regard as well as universal ones. Every dealer the country over knows that fancy sorted eggs, to find favor in Boston, must be of a warm brown color, and he knows equally well that New Yorkers will not pay a fancy price for brown eggs, but demand assorted whites.

This sorting and classifying of eggs is a complicated performance. Sometimes it is done before shipping. More often it is done in the wholesale houses or storage warehouses. First the eggs are candled and sorted according to their degree of freshness. In the old days this was done by passing the eggs before a candle flame in a dark room; but candling is now a misnomer, for the eggs are held before a powerful electric light hooded in tin, so that the light escapes only through one small aperture. An expert candler needs long training, and the work is tedious and trying, although old candlers who have been at the trade for many years pooh-pooh the idea that the work is disastrous to the eyes. The candling room is a picturesque place with its inky gloom, its high lights on the faces of the workers and the glowing little ovals of warm color that are swiftly passed before the ray of light and laid aside. The incidental smells are more than picturesque, but a disinfectant thrown into the air quickly kills the odor of the bad eggs, and the workers say that they are so used to the odor that they really do not mind it.

The candlers in one of New York's largest wholesale egg houses get \$14 a week the year around, but their work is comparatively light during the spring and early summer months, when almost all eggs are fresh. It is during the hot weather that their troubles begin. That season eggs must be handled quickly and a large percentage of them are not strictly fresh. The candler must be able to grade the varying degrees of staleness unerringly, separating blood eggs, spotted eggs, heated eggs and thoroughly bad eggs into classes. After they leave the candling room, they are again sorted, this time with reference to color and size. The strictly fresh eggs, all of one size and color, are packed for fancy trade; mixed fresh eggs go together; eggs of varying degrees of staleness are divided into

classes. The cracked eggs and dirty eggs are put aside.

Not an egg of any sort is wasted. The hopelessly bad eggs not bought up for campaigning purposes are sold for use in tanning processes. The dirties and the cracked eggs go to the bakers, as do many of the stale eggs. Dirty and stale eggs are also sold to the small dealers in the poor quarters of the city, where the trade can not afford high prices. The best retail dealers of the city buy only the best selected or mixed eggs. One New York grocery firm has bought \$18,000 worth of first-grade eggs this month and doesn't consider it a big month either.

The country is practically cleared of fresh eggs now; and the supply will be small from this time until March or April, but millions of eggs are packed away in the storage houses, and it would be indeed a long winter that could exhaust the supply. Of course an egg does lose its flavor with storage, but it doesn't spoil, in the ordinary acceptance of that word, and eggs are frequently kept ten months without being unfit for use. At the time of New York's last blizzard, when entrance to the city was absolutely blocked, the storage egg supply was fairly cleaned out, and ten-months-old eggs sold for a price higher than that ordinarily brought by fancy fresh eggs.

It is an established fact that storage houses for eggs should be away from the salt air, as the salt seems to affect the eggs unfavorably. Nothing, in fact, is more easily tainted than an egg, although one might suppose that its shell would protect it. A Buffalo dealer last season stored 2,000 cases of eggs, 360 in a case, in the same house with a consignment of pears, and the eggs took on such a distinct pear flavor that they were sold for a very small price in the New York market.

There is money in the egg business, even for farmers who go into it in a small way; and almost every first-class city grocery has on its books a few local farmers who furnish small supplies of eggs superior in appearance and stamped strictly fresh. Very often these eggs are all the buyer's fancy paints them. Sometimes they are fakes pure and simple. The wholesale dealers all know one small downtown firm that buys ordinary eggs of them at a fair price, stamps each one with a Long Island address and date and sells them at a fancy price as strictly fresh Long Island eggs.

Even the farmers themselves occasionally yield to temptation. When a man is accustomed to providing sixty dozen eggs a week at a big price for a New York dealer and, on account of cold weather or natural cussedness, his hens fail him for a week or two and furnish him only ten dozen a week, his integrity is sadly strained. It would be so exceedingly easy to run up to New York, buy fifty dozen fresh eggs at a fair price, stamp them with his stamp and send them off. No one would be hurt, the eggs would be good and his profits would be intact. Presumably the ordinary farmer groans, "Retro, Satan, and stands his loss, but there are others. That is why wholesale dealers grin jovially when one asks them about 'strictly fresh eggs.'"

The United States exports large quantities of eggs to the West Indies and South America, and even sends them as far afield as South Africa, but France, Russia, Belgium and Denmark practically supply the European market. England, oddly enough, produces few eggs and imports yearly more than 1,300,000,000 from the Continent.

Marketing Ducks and Geese.

Ducks and geese can be, and often are, dry picked in the same manner as chickens and turkeys. They should be scaled in the same temperature of water as for other kinds of poultry, but it requires more time for the water to penetrate and loosen the feathers. Some parties advise, after scalding, to wrap them in a blanket for the purpose of steaming, but they must not be left in this

condition long enough to cook the flesh. Do not undertake to dry pick geese and ducks just before killing for the purpose of saving the feathers, as it causes the skin to become very much inflamed, and is a great injury to the sale. Do not singe the bodies for the purpose of removing any down or hair, as the heat from the flame will give them an oily and unsightly appearance. After they are picked clean they should be held in scalding water about ten seconds for the purpose of plumping, and then rinsed off in clean, cold water. Fat, heavy stock is always preferred.

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

The Belgian Hare.

In reference to the matter of the Belgian hare becoming a plague in this country, the Secretary of Agriculture in his annual report says:

Much interest in the Belgian hare has been developed during the last three years, especially in California, Colorado, and other Western States. But however valuable Belgian hares may be for meat or fur, their introduction in large numbers is accompanied by a certain element of danger which should not be overlooked. Some are sure to escape, and the State Board of Horticulture of California has estimated that several thousand of the animals are already at large in the State. If they increase as rapidly when at large as they

do in captivity, they will undoubtedly become a source of danger, and stringent measures may be required to keep them under control. Still more dangerous would be the introduction of the Belgian hare into Puerto Rico, where the question of its acclimatization has already excited interest.

A lamp was dropped, deluging the office carpet with kerosene. Oatmeal was sprinkled quickly and liberally over the place and left until the next morning. When at that time the office was swept the oil was found to be completely absorbed and the carpet rather the fresher for its treatment.

We want

POTATOES

Are you open to a

PROPOSITION TO BUY

or can you

QUOTE US PRICES?

It will pay you to

WRITE US

ALBERT MILLER & CO.,

8 S. CLARK ST., CHICAGO

Ask this paper about us.

WHEN YOU WANT

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

F. J. SCHAFFER & CO.,

Leading Produce House on the Eastern Market.

DETROIT, MICH.

R. Hirt, Jr.

Wholesale Produce Merchant

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

34 and 36 Market Street.

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

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

We want

BEANS

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

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

ESTABLISHED 1890.

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

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

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

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

The Meat Market

Application of an Old Saying to the Meat Business.

An American butcher might have a market as neat and attractive as that. One's regard for his own nationality compels him to say as much; but, after all, from the man with the cleaver to the bologna sausage on the counter there was an agreeable reminder of "die Wacht am Rhein." In addition to the dainty way in which the meats were exposed there were abundant evidences of something more than a man who has learned his business thoroughly. There was something of the artist in him who saw beauty in the meat he handled and so arranged it as to make its presence felt. The butcher had been hardly long enough in this country to get a fair mastery of its idioms and, with his strong German voice and accent and earnestness, gave to what he had to say an effect that was little less than charming.

When it was seen that he had no customer, he did not refuse in the pauses of business to lay aside a certain reserve that is sometimes noticeable in his countrymen, and the weather in its beastliness made a topic common to both of us and so a good starting point.

"It seems to make but little difference to your business whether it rains or shines."

"That is because we eat whether it rains or shines. The longer the day the hungrier we get and no day is too short for at least three meals. That is one bad thing about eating—it doesn't depend on the price and we get just as hungry when meat is 25 cents a pound as when it is only a shilling. That is no fair, ain't it?"

M—hm! Here were signs of German philosophy. Who knew what a little discriminating manipulation might bring out?

"You have a pretty fair chance to find out what the people you trade with are. Do you ever find two customers alike?"

"Not even when they are twins. The face, the voice, sometimes are alike, but one likes no fat and the other eats not the lean. The seal skin not always covers a rich heart. My clerk says, 'A clean gown may hang in a dirty ice box,' and if you stay here long and watch you will see that a new rubber often hides an old shoe. It is true here as it is in Germany—we can not tell what a customer is by what he has on."

There is more where that came from and the day is a good one for sounding for it: "That is true enough and it isn't confined to what a man wears, I believe."

"That is right. There is many a jolly looking butcher who works with a sad heart, and I have not spent so much of my life in this business as not to know that a nice looking ham has sometimes a bone taint. You like the looks of my shop? I do my best. I learned my business in the old country. We work slow there, but we are sure. When I got through. I did not have to go back and do it all over again. My old master had for everything a sprichwort, that is what you call a—a—"

"Maxim?"

"That is it, a maxim; and a good many times they come back to me now. Often he said to me when he thought my head was too large for my hat because I was knowing too much: 'Heinrich, because a man knows how to play tricks with a cleaver it does not make

him a butcher,' and one day when the band went by he said: 'The drum major, who struts in the front of the band, may not know a note of music.' These come back to me now and when my customers come in and do funny things I laugh to myself and remember what my old master said. I heard one not long ago that I shall not forget: 'We can not tell by the looks of a frog how far he jumps.' I think of that often. So many come in. I know them not. They pay me—then they may jump as far as they can. It makes me no difference."

A hearty laugh ended the conversation and more than once since then the idea has come back to me: If they pay me they may jump as far as they can. It makes me no difference!

Horse-Meat Cannery Scheme Did Not Succeed.

For more than two years the industry of converting horse flesh into canned meat has been carried on at Linnton, seven miles north of Portland, Ore., not very successfully, however, and the present season's shipment will terminate the enterprise. The industry was started by a man who thought that he had found a way to make practical use of the hitherto worthless bands of wild ponies which roam over Eastern Oregon ranges destroying the pasturage for other stock. Knowledge of the fondness Parisians acquired for horse flesh through having to eat it during the siege of their city in the Prussian war led him to believe that it might yet find acceptance as a food. An extensive correspondence with foreign dealers finally secured him a market in the Scandinavian countries and the enterprise was started. Government inspection was invited and the company's labels now read "Prime Range Horse Meat, Linnton, Ore., for Export. Abattoir 165, Inspected under Act of Congress, Approved March 2, 1898." No effort has been made to induce Americans to learn to eat this meat where occasionally one has sampled it he has usually regretted it. Probably the respect people feel for the horse and their fondness for it as a domestic animal has something to do with their prejudice against eating its flesh. Yet such frugal methods have not availed to offset the heavy cost of shipment to foreign countries and the suspension now at hand of this enterprise has been foreseen by many from the start.

Sturgeon Eggs as Food.

Caviare, which is now eaten by thousands of persons in this country and is to be found in most delicatessen stores, is made of the roes of sturgeon. A good sized cow sturgeon will give three or four bucketfuls of roe, the process of treating which consists in passing the eggs through a coarse sieve repeatedly so that they may become separated from each other, then adding a quantity of a certain kind of salt which comes from Luneberg, Germany, and mixing the mass carefully with the hands.

Butchers Go Into Fat and Skin Business.

The Columbus Retail Butchers' Association has started a movement for the construction of a fat melting and calf skin plant. It is proposed to have this plant operated and controlled by the organization. A member of one will be a stockholder in the other. All hides and fat belonging to any meat dealer who is a member of the Association will be carted to the plant where they will be rendered at cost price. This the butchers say will enable them to reap a reasonable fee from these products.

Decision in Bankruptcy.

Judge Lowell in the United States District Court at Boston, Mass., last week rendered a decision in a bankruptcy case, holding that that court had not jurisdiction under the bankruptcy law to enjoin the transfer or disposition of funds claimed to belong to the alleged bankrupt by a third party in whose hands they are.

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.

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Dec. 8.—The general situation among the grocery jobbers here is satisfactory. The year has been a good one and promises to go out as a money-maker.

It was rumored on Tuesday that the Wholesale Grocers' Association had abandoned the system so long in use in selling sugar and that hereafter it would be every one for himself. This rumor, however, proved to be false, and, so far as can be learned, the usual harmony prevails among the wholesalers.

Coffee is easier. European markets are cabled as unsteady and the receipts at Rio and Santos are daily reported as very large—items which, taken in connection with moderate enquiry, appear to account for the present dullness. At the close No. 7 is quoted at 7½c. Orders are seemingly only for stocks sufficient to repair broken assortments and there is a decided absence of speculative buying. In store and afloat the amount aggregates 1,300,738 bags, against 1,225,174 bags at the same time last year. The market for mild grades is precious quiet and good Cucuta is selling at 9¼c—when it sells at all, which is not as frequently as sellers wish. A little trading has been done in East India sorts and quotations are quite firmly maintained.

There has been a pretty active demand on old contracts for sugar, but new business is rather quiet, although probably as much trading is going on as is usual at this time of year. Independents are said to be from 5 to 10 days behind in filling orders, but the trust is about up to date. Jobbers generally report light stocks on hand. Raw sugars are without change.

There is a moderate volume of trade in teas and the outlook is not discouraging for the seller. Quite a good many orders have come to hand and, although not for large lots, they have come with frequency. Quotations are well sustained and no concessions are granted unless for a quantity "worth talking about."

The rice market is firm. The situation seems to favor the seller and, with the new year, dealers anticipate a good healthy run of trade for some time. Quotations are practically without change and this is true as well of foreign as of domestic sorts.

Spices are practically without change, although there is a shade firmer feeling on several articles, especially pepper and cloves. The demand is fair and the outlook rather cheerful than otherwise.

There is a rising storm of protest here over the question of adulterated molasses and investigations show that pure molasses in this town is the exception rather than the rule. It does not appear that the public especially want the adulterated stuff, but the general explanation is that the retailer can make more money. The market is fairly active and the demand for holidays is setting in with force. Good to prime centrifugal, 17@26c.

The syrup market is steady and quotations are without change. The supply, while not excessive, is still sufficient to meet all requirements.

The quietude in canned goods peculiar to the past few weeks still prevails and some concessions have been made on sales of both corn and tomatoes. It is said that packers generally have most of their stocks still on hand. The pack in Indiana has been very light, but as there was a good quantity carried over the market is not affected and the supply is generally ample. New Jersey tomatoes are worth on

paper from 80@85c; but it would be really hard to sell them for over 77½c.

Fancy dried fruits from the Pacific coast are selling with a good degree of firmness and the current market is also well sustained. While much of the business is evidently of a holiday character there is a pretty healthy market in a regular way and dealers profess to be quite content.

The butter market is firm and the quotation of 26c is generally made on best Western creamery. The supply seems to be sufficient but there is not an overabundance and the chances are that for the remainder of the year we shall have about present rates all around. Extra June creameries are worth 23½c and common to firsts 18@22c; finest imitation creamery 19@19½c; June factory 15½@16c; July 15½@16c.

There has been a fair demand from the home trade for cheese of small size and the market is generally in good shape. Full creams are worth 11¼c for large and ¼c more for small size. Fancy stock is well sold up, but there seems to be an accumulation of what may be called "average" goods. Not much doing in an export way.

The egg market remains exceptionally firm and Western stock is quotable at 27@28c for selected and 25@26c for regular packing; fair to good 23@24c.

The bean market is firm. Choice pea \$2.10; marrow \$2.40; medium \$2.22½@2.25.

Lemons are rather dull and sales are of small lots to meet the necessity of the present moment. Quotations range from \$2 through almost every fraction up to \$3 for extra fancy 300s. Orders for oranges have come with great frequency from all points and quotations are firm. California navels range from \$3@4.50 per box; Jamaicas \$3@3.50 and Florida brights \$3.20@4; russets \$2.75@3.20.

The Boy For Business.

The merchant had arrived at his office rather early in the morning, and five minutes after he got down to his desk a foxy-looking, bright-faced boy came in. The merchant was reading, and the boy, with his hat off, stood there expectantly, but said nothing.

At the end of two minutes he coughed slightly, and spoke.

"Excuse me, sir," he said, "but I'm in a hurry."

The merchant looked up. "What do you want?" he asked.

"I want a job, if you've got one for me."

"Oh, do you?" snorted the merchant. "Well, what are you in such a hurry about?"

"I've got to be, that's why," was the sharp response. "I left school yesterday afternoon to go to work, and I haven't got a place yet, and I can't afford to be wasting time. If you can't do anything for me, say so and I'll go. The only place where I can stop long is the place where they pay me for it."

The merchant looked at the clock. "When can you come?" he asked.

"I don't have to come," replied the youngster; "I'm here now, and I'd been to work before this if you'd said so."

Half an hour later he was at it, and he's likely to have a job as long as he wants one.

Why She Sighed.

He—For goodness sake, what are you sighing about?

She (behind the paper)—Oh, there are such lovely bargains in Jones & Jones' advertisement, and I can't take advantage of them.

He—Bonnets, I suppose.

She—No, a complete line of patent medicines reduced one-half and there's not a blessed thing the matter with any of us.

The Universal Rule of Business.

I once had two clerks. Eames was getting \$12 a week and Roberts \$15. Eames asked for a raise. I told him that his services would not, as yet, justify it, and that the business could not afford it. He was not satisfied, even after I told him I would do better by him just as soon as I could.

A few days afterward Roberts had occasion to criticize his associate for a very apparent lack of interest in the work in hand. Eames answered: "Well, I guess I do it well enough for \$12 a week."

It was in that spirit his work was done. He was getting only \$12 and was determined to earn no more until paid more. Roberts, on the other hand, put in his best efforts and tried to make himself more valuable every day that passed.

I am to-day paying Roberts \$2,100 per year, while I was compelled to discharge Eames at the end of his first year.—A. N. Oldman in Hardware.

She Told Her Age.

"What is your age?" asked the lawyer.

"Must I answer that?" enquired the feminine witness.

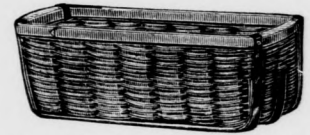
"You must," said the judge.

"Truthfully?"

"Yes, truthfully."

"Oh, well, if I must, I must," she said, resignedly. "My age is—a secret."

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.

BALLOO BASKET WORKS, Belding, Mich.

Crushed Cereal Coffee Cake.

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

Crushed Cereal Coffee Cake Co.

Marshall, Mich.

J. B. HAMMER & CO.,

WHOLESALE

FRUIT AND PRODUCE DEALERS

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

125 E. Front Street, Cincinnati, O.

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



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

We Are Direct Carload Receivers

of California and Florida ORANGES and jobbers of the best of everything in seasonable fruits, nuts, figs, dates, etc., for holiday trade.

Your mail orders will receive careful attention. Wanted—Beans, Onions, Apples, Potatoes, Honey. Write us what you have to offer.

Vinkemulder Company,

14 Ottawa St., Grand Rapids, Mich.

Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

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

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.

We can use your SMALL SHIPMENTS as well as the larger ones.

L. O. SNEDECOR Egg Receiver

36 Harrison Street, New York

REFERENCE:—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

We want Fresh EGGS. We are candling for our retail trade all the time.

Woman's World

The Promised Land of Woman's Freedom and Opportunity.

When the Gibbon or the Macaulay of the future sits down to write the history of the nineteenth century he will record as one of its most significant features the development of the woman's club. Beginning so quietly and so humbly—one scarce may say when or where it had its birth—it leaped from land to land and continent to continent until the sound of its gavel, calling meetings to order, echoed around the world and the sun never set on its empire.

Broad and beneficent as this movement has been, it has had its perfect flower in America. To the woman's club more than any other influence will the student of coming ages attribute the changing of a great commercial nation into a nation as great in its culture as it is in its trade. To it will be ascribed the beautifying of our cities, the cultivation of art and architecture, the establishment of libraries in every town and hamlet and the fostering of a thousand of the gracious tastes and impulses that make for the higher civilization.

That this is no idle prophecy is abundantly proven by the different attitude the world has already taken towards the woman's club. The time was, and not so long ago, when the woman's club was a target for the satirist and a theme for the jester alone. Caricaturists never wearied of picturing the woes of Mr. Henpeck wrestling with the baby with the colic, while Mrs. Henpeck put on her bonnet and sallied forth to her club. Moralists held up their hands in horror over the mere thought of woman's sharing man's sacred right to the latch-key. Old-fashioned and conservative people were convinced that the woman who could make a good speech could never be trusted to make good bread and grimly predicted the downfall of the home.

How is it now? None are so ignorant and none so dull as to sneer at the woman's club. It is no longer the butt of the cheap wit and the subject of the gibes of fools. Everywhere it is an important factor in social and intellectual life, and when you put your finger on the pulse of the woman's club in any community, you may count the heart-throbs of its aspirations, its culture and its ambitions. Everywhere now the woman's club is taken with a seriousness that befits its mission.

I confess that I am one of those who believe that if the millennium ever arrives it will come by way of the woman's club. They are the prophets of sweetness and light, who have kindled a beacon on every hilltop and lighted a fire in every valley to guide mankind on to higher and better things. Just how immeasurable is this power we have not yet even begun to realize; we can only realize it when we stop to think that in all this vast country, from Maine to California, from the lakes to the gulf, from the frozen St. Lawrence to the yellow Rio Grande, there is not a city nor a town nor a hamlet—scarcely even a country neighborhood—that has not its woman's club banded together for the study of some subject, the reform of some abuse and the carrying out of some philanthropy that will uplift and benefit humanity.

These women make a vast standing army—an army that is standing for better education, better art, better government, better homes. They have enlisted

for a campaign against ignorance and vice and slavery to old ideas and they are going to fight it out on that line if it takes all summer.

The old Latin proverb has it that the voice of the people is the voice of God. We have amended that now until it reads, the voice of the woman is the voice of destiny, for what a woman wills some man does. In every home in the land where there is a wife or mother or sister who is a club woman, there is a ceaseless campaign going on and the men of the family are being converted or cajoled or intimidated—as circumstances require—into doing whatever women's clubs want done. In political affairs we are still classed by our country with the irresponsible and the criminal, but we could vote the brains and the money of the nation—by proxy—to-morrow if we wanted to.

Be sure that when the women of any community determine on having better schools, the men will start erecting universities. When the women of any city get stirred up on the subject of municipal improvement, they will get a sewerage and a drainage tax voted, and when they make up their minds to beautify their town there will be a cleaning of streets, a pulling down of disfiguring billboards, a removing of eyesores and a painting of houses that will put a woman's spring cleaning to shame. For a man may be deaf as the adder of the scriptures to the voice of the reformer, he may shut his ears to the argument of the orator of progress, he may refuse to hear the appeals of the educator, but—heaven help him!—no man can escape listening to his wife.

To recount the work that the women's clubs of the country are engaged in is to call the roll of the altruistic and philanthropic efforts of the day. They are studying everything, from cooking pancakes to ancient Greek frescoes; they are interested in everything, from yellow journalism to the hieroglyphics on the pyramids. They are running lunch houses for working girls and kindergartens where the children of the poor and degraded are taken for an hour or two every day out of squalid homes and given a glimpse into the sunshine of childhood. They are beautifying parks and building monuments to heroes and founding schools and starting libraries and laying out playgrounds in the overcrowded tenement districts of cities. They are getting laws passed to protect the woman worker and to save the child slave of the factory and give him the opportunity for an education and to grow into the manhood that is the birthright of every American citizen. In California they are trying to save their great trees from the ax of the destroyer, and in other states they are making an effort to protect the beauties of nature from the ruthless hand of the vandal and the patent medicine advertisement. Their scope is as broad as the world, their charity is as deep as the needs of humanity, their aspirations are as high as the blue canopy of God. Wherever there is ignorance or want or oppression, wherever there is culture or art or happiness, there the woman's club finds its mission, to comfort those who weep, to rejoice with those who rejoice. For the club woman is not a bilious pessimist or an ascetic saint; she is a woman who is healthy in mind and body, who can enjoy a good dinner just as much as she can a good epigram and who believes in getting the best out of this good old world and passing its sunshine on to others.

"PERFECTION"

We are doing a splendid business in our Perfection Brand Spices because the merchants who handle them find they are as represented—pure and unadulterated. If you are not handling them you should for they are quick sellers and profit earners. Manufactured and sold only by us.

NORTHROP, ROBERTSON & CARRIER,
LANSING, MICHIGAN



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

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

National Biscuit Co.

Grand Rapids, Mich.

Fleischmann & Co.'s Compressed Yeast



Strongest Yeast
Largest Profit
Greatest Satisfaction

to both dealer and consumer.

Fleischmann & Co.,

419 Plum Street, Cincinnati, Ohio.

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

After all, the chief mission of the woman's club is to the woman herself. It provides an escape valve, and has done more to subserve peace in the community than every other invention in the world. Personal gossip has died under its withering influence. Women have taken to discussing the scandals of literature instead of the scandals of their neighbors. The perpetually curious who were always poking their noses into other people's affairs now utilize their energy in investigating national issues, and the rest of us enjoy great and exceeding peace in consequence. Even the dreaded old maid, who, having no business of her own, had time to attend to everybody else's, has been abolished by the woman's club. We have elected her President of a Mothers' Congress, and she's so busy telling women with children how they ought to bring up their offspring, she hasn't time

What shall the mission of the woman's club be in the future? To my mind it can only be one thing—a reaching out toward the women who stand in the shadows and need help and drawing them into a great sisterhood that shall not only mean hands across the sea, but

companionship and friendship. The woman's club should make these their peculiar care. Gather them into its club rooms and there give them music and conversation and books and friendliness—something to sweeten and brighten their lives. This is being done. It must be done more still, and the woman's club can ask nor fulfill no higher mission than being the refuge of the working woman.

Dorothy Dix.

“Take back the heart you gave me,”
The angry maiden cried;
So the butcher gave her liver, and
The maid was satisfied.

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

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

Hardware

Difficulties of Selling Hardware at a Profit.

The above heading brings to my mind so forcibly an actual experience in this line that I have recently passed through, meeting the difficulty face to face as a problem, and having solved this problem, I feel as if my (or rather our) experience would be of great benefit to the retail hardware trade, if it is worth publishing. Here goes:

The first thought is, always strive to get as many women customers as possible, as they are the greatest advertisers of a new price in the universe; a newspaper is not in it a minute.

A little over two years ago we bought out an old-established hardware firm, who had been in the business forty-six years under the credit system. (By the way, the writer clerked for this old concern eight or nine years prior to the purchase, hence is in a position to talk intelligently on this question as it affected this one concern.) We, under the old concern, made big profits on everything sold, but during the last few years their trade kept growing less and less, yet they were rated over \$100,000, discounting all bills and buying goods very low. But the proprietors were old-liners, and, like the old school, thought they must have big margins. I constantly urged them to go into a strictly cash system and have a certain fixed percentage to mark their goods, and finally got one of the concern to consent, but the other one would not, and, by the way, his argument was: "What would we do with such customers as B. & K., who buy so many goods of us? We would lose all their trade." And he decided not to make any change in their methods of running the store. Then one day this big concern, B. & K., failed and owed the concern \$120. This was only one example out of many of the trust system. Many were just like it and worse.

Then customers kept coming in and quoting prices from the different catalogue houses, and the firm would not deviate from a price after it was marked on the goods. Hence we lost some customers. Other customers would go to the 5 and 10 cent stores, of which we were blessed with two in the town. Then hardware dealers in adjoining towns, knowing our customers would not ask credit, would quote them cash prices on goods, and got more of our customers away from us, until our total amount of sales had dwindled to \$5,000 per year.

At this stage of the business both members of the firm died, and we purchased the business, retaining the old firm name. We issued circulars notifying the community that in one week we would open up under a strictly cash system, which we did. We have a regular system, and coupon books which we sell to big customers who have several hands working for them and can not send the money. We mark all goods at a universal profit of 25 per cent., with the exception of a few smaller articles, which we mark from 30 to 35 per cent., and at the end of the year we can divide the total amount of our sales by four and we have our profits. We make a great point on getting all our goods delivered, but of course do not always succeed. We discount all bills, which is easy, as we have the cash to do it with, and where we can possibly work it we take off 3 per cent. instead of 2, and we find the

spot cash does a whole lot of it. We sell nails by the keg at nearly cost. We have two sales days, in the spring and fall.

By all means have these sales days. Below find a brief history of our last two sales days: One week in advance we got out 2,500 circulars, distributing them within a radius of eight miles to every farmer. Our circular was headed, "April 2 and 3. We Celebrate our 48th Anniversary and our Second Anniversary Under the Cash System." We made a cut price on everything in our store. Say, for example, a 9 cent article for 8 cents, etc., and on numerous other articles which we had been lucky enough to secure prior to the recent advances, such as copper boilers, 5 gallon galvanized cans, steel wire carpet tacks, nails and wire, and numerous other smaller articles, we made the prices extremely low. Bear in mind as you read the figures below that it commenced to rain two or three days before the sale and the roads were practically impassible. Hundreds could not get here, and a great many could not carry the goods home after they purchased them, yet our store was crowded, and our sale was so successful, and the fact that so many who were here to the other and so many that could not get here first asked us to have another that we decided to hold another sale about September 1. Below find a synopsis of our first sale: April 2, \$547.32; April 3, \$388.80 (rain); total sale for both days, \$935.12. Now to show our gain over the old system (credit) we give a synopsis of the past three years' sales: 1897 (credit), \$5,006; 1898 (cash), \$9,383.36; 1899 (cash), \$13,384.50, and we are making a fine gain so far this year. We mark our goods up and down with the market; buy sparingly when goods are high, and load up when they are low.

Sometimes when we make an exceptionally good purchase, we give our customers the benefit, getting as much advertising out of the same as possible. Sale days are winners, as it brings into your store many new faces and you naturally get acquainted with most of them, and they also get in the habit of coming into your store to do their business, and will always tell some one else. Our advice: Go into the cash system and the whole problem is solved.—Fred M. Harrington in American Artisan.

Value of the Teacher's Recommendation.

From the New York Sun.

"What general principle do you go on in hiring boys?" the reporter asked. "Appearance goes a great way in deciding whether a boy's application is accepted or not. If a boy is neat-looking, has a keen, bright eye, is quick in his movements and polite, not having a reference will not stand in his way of getting a trial. The trouble with New York boys is that they don't stick; they don't get down to business and work with an eye to the future. They are a restless set and are impatient for promotion, which comes as slowly in the career of the working child as it does in the career of a man. But when we get a boy who does knuckle down as if he wanted to own the store in the end, he goes right ahead.

"When a boy who intends to go to work leaves school he should get a recommendation from his teacher. My experience has been that a teacher's reference is worth more than all other references put together. Teachers are honest and just, as a rule, in recommending a boy. I have in mind now one of the very best cash boys in this store, who came here with a letter from his teacher, who said, after giving him an excellent character, that, while not as bright as some others, when told to do

a thing he always did it to the very best of his ability. She lowered that boy's standard in one way, but she raised it in another, and her honesty enabled me to place him in a situation that he was fitted to fill, and he is filling it admirably. When he is told to do a thing we think no more about it, for we know that boy will do his work well."

"Do you want a solemn, serious youngster or a lad full of life and pranks?"

"One of the solemn, serious kind seldom pans out well. There's something wrong about the average boy if the boyish spirit is absent. We don't expect boys to be saints, and so if they are somewhat mischievous, that does not necessarily hurt their standing. Indeed, the very boys who are up to the most pranks are, as a rule, the quickest and most accurate about their work. I'd rather have a thief in the shape of a boy than a liar. You can detect a thief and get rid of him; you can have him locked up or send him home to his parents. But when a boy lies once you never know when to believe him again. A boy who will do a thing and lie about it is the very worst sort of a boy. These boys who own up to their mischievous, annoying jokes and tricks always come out all right, but the liar never."

The accuracy of the mail service of the United States is remarkable. Last year, although over 18,000,000 pieces were handled by the registry department, only 7,165 complaints were made of missing mail. Of these only 355 pieces were finally lost. The honesty of the service is also remarkable. During the last fiscal year the loss in money from all causes was only about one-hundredth of 1 per cent. That is, in handling \$102,354,579, the Government, from dishonesty, carelessness, accidents, burglaries and from every other cause, lost only about 1 cent for every \$100. Out of 76,688 postmasters and 152,069 clerks and employees, only 831 were reported for delinquencies or informalities.

ALABASTINE

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

Plasticon

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

N. P. Brand of Stucco

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

Bug Finish

The effective Potato Bug Exterminator.

Land Plaster

Finely ground and of superior quality.

For lowest prices address

Alabastine Company,
Plaster Sales Department
Grand Rapids, Mich.



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

Foster, Stevens & Co.,

31, 33, 35, 37, 39 Louis St.

10 & 12 Monroe St.

Grand Rapids, Mich.

THE **Keeley**
Cure
Long Distance
Phone 634.

GRAND RAPIDS, MICH.

Alcohol,
Opium,
Tobacco,
Neurasthenia

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

The Credit Man and the Traveling Man's Contract.

We have before us the copy of a contract made by a certain traveling man with a customer to whom he had just sold a bill of goods, upon which the traveler, while the ink was still wet, doubtless looked with admiration as expressing in the briefest possible form exactly what he intended to say; but when it reached the credit man of his house, and particularly when the account became, as the credit man understood the contract, due, there did not seem to be so much reason for gratulation.

The clause of the contract relating to the time of payment read as follows:

The goods ordered herein to be settled by note due in two months from date of invoice; all on hand at end of two months to be credited on note given and new note given for like amount due in four months without interest.

Naturally enough, the purchaser, at the end of two months from the date on invoice, claimed four months more time on the goods remaining unsold; but this was not what the traveler had intended; he claimed that the note was to be due four months from the date of the invoice.

The question naturally arises, if that was what he meant, why did he not say so? The man who draws up a contract must cultivate the ability to detect, in forms of expressions which he is tempted to employ, other meanings than those which he intended to put into them. If he makes an agreement providing for "payment in four months," he certainly ought to know that unless he is careful to state the beginning of the period very clearly, the other party to the contract will claim the interpretation which is most favorable to his own interests.

It may be said that this is a question for the schoolmaster rather than for the credit man; that what is required is the ability to write good, plain, unmistakable English. That is exactly the point. The traveling man must cultivate that ability. If he missed the training while a school boy, he must make it up by extra care now.

A young Kansas lawyer has convinced himself that the decrease of business for lawyers is due to the increase in general culture; that men carefully trained in the schools are less likely to find themselves in a position where the advice or assistance of a lawyer is necessary than one who has not availed himself of such advantages. We think he is right. Certainly, the traveling man whose "mind's eye" is keen to detect the various constructions that may be placed upon an ambiguous sentence will find that the contracts made by him involve his house in less differences of opinion with the customers than will he who is content to write what he thinks will express his intention, and leave the credit man to fight it out.—Credit Man.

Difficulties of Selling Hardware at a Profit.

P. McCartney in American Artisan.

First work in harmony with your competitors. Have a scale of prices and do not sacrifice your word for a dollar. Mark goods high and keep a good stock of goods that are not carried by every store, such as guns, revolvers and cutlery. Learn to talk them. Fall in love with your goods; be married to your business, and I will venture to say you will treat your customers right. Know what goods you have in the house, where they are and what they are worth, and you will be able to handle more business than two men who do not. You should know every night what your day's business has been and it will be

the means of your stimulating prices. Do not work on the pitfall scheme of big sales and small profits, as the experienced help it requires to do that kind of business eats up the small profits. Push the accounts of slow-paying customers, and give your personal attention to each and every one. Never buy a bill of goods you do not wish; but only the goods your experience teaches you to have.

As the management of a store a good deal could be said, but if we look after the small things, it is safe to say we will not neglect the big ones. I think all I have said here will overcome the catalogue and cut throat competition. The less catalogues we have around the store and the less we say and know about their prices, the better off we are. As legislating will not stop that kind of business the best small dealer can do is to make the most out of what stock he carries and be careful, and with the Hardware Association we will be able to overcome some of the drawbacks to the retail hardware business. Under present keen competition do not try and undersell your competitor, but trust to your business ability to hold trade and make money. Keep your bills under cover and never advertise goods at a given price. That will make you competitor feel like cutting a little under. The best way is to say good goods at prices that are right.

Wire Nail Industry Founded By a Priest.

Correspondence Chicago Record.

It was in Covington, Ky., that the first wire nails were made in America. In 1875 Father Goebel was pastor in charge of St. Augustine's Catholic church in that city.

Before he came to this country from Germany he had seen Frenchmen and Germans hammering nails out of wire. When he had established himself in the ministry at Covington he opened a forge in an old outbuilding standing in a brickyard. He started the making of wire nails first by hand, and gradually one improvement after another came to his mind and was carried out, until the nails made were more useful and could be made more cheaply. Soon after he began he improved upon the old nail by cutting barbs in its sides, and by this they were made to hold more firmly. Then to accelerate his work he made a die, into which he slipped the wire, that had been cut to proper lengths, and while resting on these dies the head was pounded on the nail. On an anvil he hammered on the point, and the barbs were cut in the sides by hand. It was the nail that is made to-day, but the production was so expensive that it was impracticable for ordinary use.

It was about this time that the French introduced a machine that would do what Goebel was doing by hand, and as soon as the latter heard of it he imported one of these machines. The introduction of this machine was the real beginning of the wire nail industry in this country on a large scale. And this same machine is now in this city, stacked in the attic at the large local plant of the American Steel and Wire Company. Covered with dust as it is, and stored where it is never seen, it is nevertheless one of the epoch markers of this industrial age, and from this comparatively crude device sprung within a few years an industrial plant that is capitalized at \$24,000,000, and that is making a good percentage on that large amount of stock. It was a queer machine when it was received, but the principle was right, and the great machines that to-day turn out hundreds of thousands of nails a day are constructed on identically the same plan. It was operated by hand, and the speed was sixty nails a minute. Goebel attached a flywheel, geared it to steam, and by other improvements increased the machine's speed to double this capacity, which was as many as twenty or thirty men working by hand could produce. This was the "single header" machine, making one nail at each stroke, and this machine produces, with its present improvements, as high as 415 nails a minute, while the double

headers, producing two nails at a stroke, turn out from 550 to 600 a minute or a total of 30,000 an hour.

In a Bad Fix.

It was a discouraging answer that was made to the doting parents of a country boy who had gone to New York under the patronage of a prosperous grocer.

After he had been away for a fortnight the mother wrote to the boy's employer saying that her son was "no hand to write letters," and she was anxious to know how he was getting on. "And do tell us where he sleep nights!" she pleaded, earnestly, at the end of the letter.

To this the grocer made answer within a few days:

"Your son sleeps in the store in the daytime. I don't know where he sleeps nights."

Hardware Price Current

Augurs and Bits

Snell's	60
Jennings genuine	25
Jennings' imitation	50
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. S. 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
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Butts, Cast

Cast Loose Pin, figured	65
Wrought Narrow	60

Cartridges

Rim Fire	40&10
Central Fire	20

Chain

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

Crowbars

Cast Steel, per lb.	6
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Caps

Ely's 1-10, per m.	65
Hick's C. F., per m.	55
G. D., per m.	45
Musket, per m.	75

Chisels

Socket Firmer	65
Socket Framing	65
Socket Corner	65
Socket Slicks	65

Elbows

Com. 4 piece, 6 in., per doz.	net 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
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Glass

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

Hammers

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

Hinges

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

Pots	50&10
Kettlet Corner	50&10
Spiders	50&10

Horse Nails

Au Sable	dis 40&10
Putnam	dis 5

House Furnishing Goods

Stamped Tinware, new list	70
Japanned Tinware	20&10

Iron

Bar Iron	2 25 c rates
Light Band	3 c rates

Knobs—New List

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

Lanterns

Regular 0 Tubular, Doz.	5 00
Warren, Galvanized Fount.	6 00

Levels

Stanley Rule and Level Co.'s	dis 70
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Mattocks

Adze Eye	\$17 00. dis 70-10
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Metals—Zinc

600 pound casks	7 1/2
Per pound	8

Miscellaneous

Bird Cages	40
Pumps, Cistern	75
Screws, New List	80
Casters, Bed and Plate	50&10&10
Dampers, American	50

Molasses Gates

Stebbins' Pattern	60&10
Enterprise, self-measuring	30

Pans

Fry, Acme	60&10&10
Common, polished	70&5

Patent Planished Iron

"A" Wood's patent planished, Nos. 24 to 27	10 75
"B" Wood's patent planished, Nos. 25 to 27	9 75

Broken packages 1/4c per pound extra.

Planes

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

Nails

Advance over base, on both Steel and Wire.

Steel nails, base	2 55
Wire nails, base	2 15
20 to 60 advance	Base
10 to 15 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, 1/2 inch and larger	8 1/2
Manilla	12

Sand Paper

List acct. 19, '86	dis 50
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Sash Weights

Solid Eyes, per ton	25 00
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Sheet Iron

com. smooth	com.
Nos. 10 to 14	\$3 20
Nos. 15 to 17	3 30
Nos. 18 to 21	3 20
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@%	21
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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
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Tin—Melyn Grade

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

Tin—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	dis 75
Onelda Community, Newhouse's	40&10
Onelda Community, Hawley & Norton's	65
Mouse, choker per doz.	15
Mouse, delusion, per doz.	1 25

Wire

Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 20
Barbed Fence, Painted	2 90

Wire Goods

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

Wrenches

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

WHERE THE PROFIT GOES.

Percentage of Holiday Gifts Which Are Stolen.
Written for the Tradesman.

The manager of the notion store was busy over a long column of figures.

"Reckoning the profits?" I asked.

"Yes; profits to our left-handed customers."

"You have such, then?"

"Thieves? Yes, by far too many. I feel disgusted with the whole human family sometimes."

"Do you lose much during the year?"

"If I had in cold cash the value of every article stolen from this store during the past ten years, I would have a sum equal to all my savings."

"It doesn't seem possible."

"Almost any merchant dealing in notions will tell you the same thing, and the losses are increasing every year, in spite of all we can do."

"Have you ever employed detectives?"

"We employed one two years ago," replied the merchant, with a smile, "and we found him out just in time to save our holiday stock. He was carrying it off in bulk."

"And you sent him over the road?"

"No. He was well connected in the city and his people settled and begged him out of the scrape."

"You ought to lose your whole store," I said. "A few prosecutions would do a lot of good here."

"The people who steal from us are well-to-do people," was the reply, "and a prosecution would kick up an awful row in the town."

"They count on their alleged respectability to keep them out of trouble if caught, eh?"

"That's just about it."

"Just the people who ought to receive a lesson."

"But we are not just the sort of people who ought to stand an expensive and worrying lawsuit for damages and defamation of character, and all that."

"Ever try it?"

"No, but it was tried in this town. You see, a druggist over the way set out a holiday counter one year, and loaded it down with expensive perfumery, toilet sets and all that. He hired a special clerk to attend to it, one of these beautiful young ladies who are always to the fore in church fairs and the like. When he figured up at the end of the holidays, he found that he had sold quite a lot of goods, but was out of pocket on the deal all the same. About half his stock had been stolen."

"The next year he got up the same kind of a lay-out and hired a young man to attend to it, not one of your sweet young men, but a rough-and-ready chap who had been educated in a grocery store. The new clerk had had experience watching fruit baskets and cracker barrels and he declared that no one should steal from him."

"Just before Christmas, he began to miss expensive perfumery. He watched that end of the counter to no purpose. Every night from one to half a dozen bottles would be missed. I told him one night when we were walking home together that he had better chain the bottles down, and he said he had a better scheme than that. His idea was to put asafetida, or some equally pleasing perfume in some of the bottles and let the customers steal them!"

"And it worked?"

"Worked? You shall hear. He put the stuff into bottles which had contained the most expensive perfumery

and waited. The break came on the night of Jinson's great opening. It was a great event in the city. Jinson's opening was the whole thing for that night. All the pretty girls and all the pretty gowns in town were there. Early in the evening the clerk discovered that two bottles of asafetida were missing.

"They have gone to the opening," he said, and laughed over what might take place there.

"Well, about 9 o'clock there was a rush out of that store, Jinson's, I mean. Two beautiful girls, living on the very best street in the town, and having the best people in town for their friends, came out from the toilet room with horrified faces. Their exquisite gowns had been in some strange manner saturated with the most awful smelling stuff! They didn't know what to make of it, they told the people who asked them about it, holding their noses the while, and they were so anxious to get out of the store that they bumped through the crowd and perfumed a lot of their friends."

"Can you handle asafetida and not pollute the air? I should say not! The incense crept through the store like a waft of summer breeze from the slaughter house. No mixture of fragrant gums and spices ever held a candle to it for staying power and in a short time the 'opening' was over and Jinson was threatening all sorts of damage suits against the druggist."

"Against the druggist?"

"Certainly. One of the girls was the fair young creature who had managed the holiday counter at the drug store the previous year. She was 'next to her job,' as the boys say. She declared she had bought the stuff that had broken up the 'opening' at the holiday counter and paid for it. She said she had come down late and had used the perfume after reaching the store, giving her friend some."

"And what came of it?"

"It cost the druggist a thousand dollars."

"Explain."

"The clerk swore on the trial that the girls had been in the store and had looked over the goods, but had bought nothing. He had not sold a bottle of perfumery that night. Even if he had, it is not likely that he would have sold a doctored bottle."

"Hardly."

"Well, the families were away up and the girls were pretty and the results of conviction would be great, so the jury said 'not guilty' to the criminal charge brought against them, and the jury that tried the civil damage suit gave them a verdict for \$500 and costs."

"And thieves have been living in clover here ever since?" I asked.

"Oh, I can't say about that. I reckon most of the people understand the case, but they have sense enough to keep their mouths shut, as the druggist and his clerk should have done."

"But where would that have left the clerk?"

"Nowhere, my friend. This is a business world we are now talking about and the druggist was not obliged to defend his clerk."

"But it would have been unfair—"

"Of course, of course, but, well, you see, one of the girls was the daughter of a man who beat the druggist for county clerk once, and so—"

"I never could get at the bottom of motives in country towns without wanting to get back to a big city again, although I have heard that human nature is the same the world over."

Alfred B. Tozer.

A Great Many of the Best Hotels

Throughout the United States are now using our Williams Canadian Maple Syrup. Are you? If not, why not? Quality and purity guaranteed.

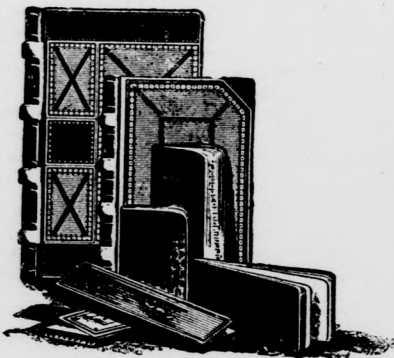
1 gallon cans, 1/2 dozen in case, per case	- - -	\$5.40
5 and 10 gallon cans, per gallon	- - -	.80
20 and 30 gallon barrels, per gallon	- - -	.75
46 and 50 gallon barrels, per gallon	- - -	.70

These prices are net, f. o. b. Detroit. Send us your order and if not entirely satisfactory return the goods at our expense. To the grocers—our package goods put up in attractive shape for the fine retail trade are quoted in price current. If your jobber cannot supply you send your order direct to us.

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Office and Salesroom 78 West Woodbridge St., DETROIT, MICH.

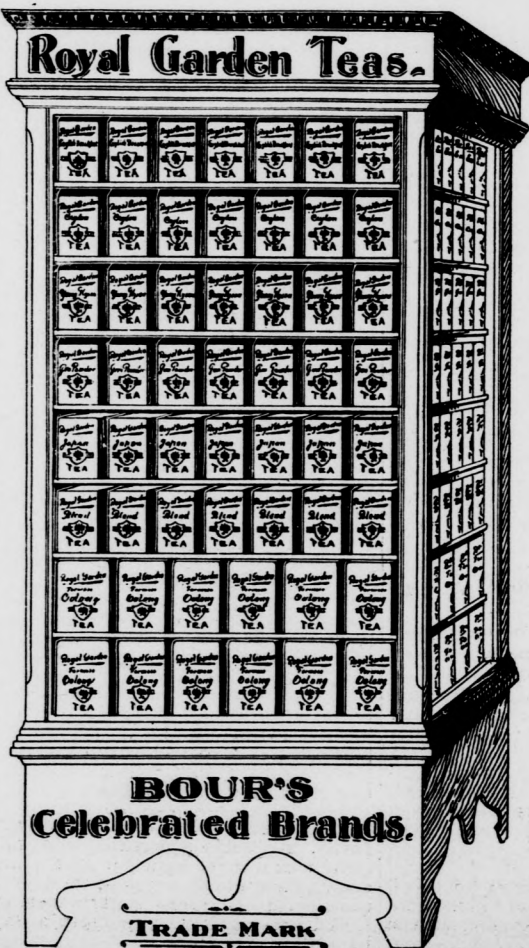
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Also everything else a business man needs in his office. Mail orders given prompt attention.

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49 Pearl St., 2 & 4 Arcade
Both Phones 529



Bour's Cabinet of Royal Garden Teas

In pounds, halves and quarters.

JAPAN
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YOUNG HYSON
GUNPOWDER
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BLEND

Retailed at 50c, 75c, and \$1 per lb.

The best business proposition ever offered the grocer. Absolutely the choicest teas grown. Write for particulars.

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Toledo, Ohio

Commercial Travelers

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

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

The Passing of the Cue.

It was just the day for billiards. It was stormy and the snow was flying and the cold a regular nose-nipper. The wind was lurking at the street corners and making itself generally disagreeable, so that the traveling man several times duplicated had gathered in the billiard room at the Morton House. One of the tables was the center of attraction and a couple of knights of the cue were showing themselves masters of the stick to the admiration of the assembled guests of the house.

"My! That was a clipper!" exclaimed a looker-on as the ball, making a double dash around the table, hit the intended ivory. "If that fellow can sell goods as well as he can play billiards, he's a way-upper."

"That's the devil of it," was the reply. "He isn't. As near as I can figure it out, the better the billiardist, the poorer the salesman. I'm not betting on it. I'm simply watching things. I've been on the road for a number of years and can play a pretty fair game of billiards myself and my observation convinces me that I prefer a man to do my business who is an indifferent handler of the cue. I suppose the genuine player, like the poet, is born not made and once born he has to work out his destiny with the cue in one hand and his order book in the other. He begins to play at first because almost always he thinks he has to. A country town, a stormy day, a long wait, a cheap table and a lonesome Jack are the requirements and when they all come in together there is but one result. Once the thing is started the born player surprises himself and keeps at it. Like the astronomer, the undevout billiard player is mad, and I've noticed that madness isn't a common disease among that class of scientists. One gift especially developed in them is that of continuance. 'I rather play billiards than eat' is not a mere form but a simple fact and the man who says it is ready to make his vaunting true twenty-four hours out of the twenty-four. He is in it for keeps and all the time. He is the 'fiendishness' of fiends and that, in my opinion, is what is doing the business for the game. It is carried to excess and excess kills who ever carries it. Traveling men will continue to play—there is no doubt about that—but, in my opinion, the passing of the cue is a question of time. Take that young fellow there. He'll keep it up until he loses his place and after a while he'll come to his senses. Then he'll be old enough to see the folly of his foolishness, make business a primary instead of a secondary matter and the cue's occupation, so far as he is concerned, is gone. It and business never did get along any too well to-

gether and time is not strengthening their regard for each other.

"From first to last it is an idler's game, and it has remained his always. Who started it? That's easy. It's one of those instances where the name tells the whole story. It started in a pawn shop. William Kew, a London pawnbroker of fifteen hundred and something, found time hanging heavily on his hands and, to put a stop to that, got into the habit of taking the three balls that did service for a sign and with a yardstick amused himself in pushing them about, billiard fashion, from counter to counter into the stalls. That suggested something better and the idea of a board with side pockets became a reality. It took with the young Londoners at once and strange to say the young clergymen at St. Paul's were specially attracted by it. In their devotion to it one of the strokes was named a 'canon,' having been invented by that churchly dignitary, and spelled with an extra n. Moderns have made 'carom' out of the word and that's all there is to that. The game is called billiards because William, or Bill, Kew played the game at first with a yardstick. Put Bill and the yard together and you have it—billyards, the s being a sort of verbal flourish, I suppose. The name of the stick is a mere matter of spelling, starting with Kew, which was as often spelled Kue. They probably flipped up to decide whether it should be spelled with a K or a C and the C had it. It's easy as falling off a log. Let's have a game."

They had it and the man who predicted the passing of the cue beat four to one.

Farewell to Menominee and Marinette.
[One of the popular Lake Superior travelers who has been in the habit of making Marinette and Menominee has somehow made a poor impression, at least as far as orders go, has become disgusted and hereafter will discontinue making those towns. The enclosed jingle explains the situation.
A. F. Wixson.]

Farewell! Farewell! Menominee.
Farewell! O, Marinette!
I shake your dust from off my feet
Without the least regret.
The days will come, the days will go,
But this resolve is set,
No more I'll make Menominee,
Nor go to Marinette.

Farewell! Farewell, Menominee.
Farewell! O, Marinette!
Had you but listened to my price,
You would be buying yet.
But too late now, you'll never know
The snap you failed to get.
I've cut you out, Menominee;
And you, too, Marinette.

Farewell! Farewell! Menominee.
Farewell! O, Marinette!
The little house I travel for
Can live awhile, you bet.
Without the large and juley trade
That I did fail to get.
I'm through with you, Menominee,
And you, too, Marinette.

Farewell! Farewell! Menominee.
Farewell! O, Marinette!
I have more love for Seney town
Than you in me beget.
I've cut you out, I've cut you off.
My curse is on you set.
To h— with you, Menominee,
To h— with Marinette.

The Wise Man and the Fly Paper.

There was a man in our town
And he was wondrous wise;
He got some sticky paper which
He spread out for the flies—
He spread it on a chair and then
Forgot that it was there,
And, being weary, sat him down
Upon that self-same chair.

And when, at last, he rose to go
He wildly reached around
And danced in frenzy to and fro
And made a wicked sound:
"Of all the fools the one who first
Did think of catching flies
On sticky paper was the worst!"
He said—and he was wise.

The money spent in buying a golf outfit is not entirely wasted. The golf sticks are of the right size for stirring clothes in the wash boiler in the days to come, and the sack to carry them in will be just right for a clothespin bag or a slipper holder.

WE REAP WHAT WE SOW.

It sounds incongruous but it is true that the list is a black one and that White heads it. They are all modern instances—too modern, indeed, to make their contemplation pleasant. They are men whom misplaced confidence supposed to be worthy of trust, put them into responsible places and left them without restraint to give full bent to the crime that was in them. They have made the most of their advantages and developed early and rapidly into as precious a lot of rascals as the country can furnish. The principal fault to find with them is that they followed the usual monotonous lines, painfully suggesting the fact that detection just as common and just as monotonous might have earlier followed an earlier hunting of the thieves.

Another surprising fact is their number. There seems to be no end of them. The precious jewel that gems the Governor's crown had hardly come back to gladden that official's heart when another recreant to his trust, an acknowledged thief, owned up to the theft of thousands. In commendable haste another follows and then another and yet another until the community of Grand Rapids that has been complacently considering herself a model municipality finds to her consternation that, while the model idea still stands, the kind is hardly one to be commended. Instead of being a "house of prayer," it turns out a veritable "den of thieves." Instead of the one notorious instance whose disgrace she hoped to live down, the woods are full of them. Still they come and the end is not yet; and the startled city in anxious wonder asks: "What and when is to be the end?"

It may be harping on the same old string, but Grand Rapids has been too indifferent to the matter of public morality. She is not alone. The wide sisterhood of cities is suffering from the same evil for the same cause. New York joins hands with Chicago in putting a stop to crime; and there is not a city, large or small, anywhere that is not considering the same momentous question. Without asking what has brought this about the popular thought is, "What will stop it soonest?" and the earliest answer is the oldest one: Make the criminal amenable to punishment and see that the punishment is inflicted to the last letter of the law. We talk of leniency as if it were another word for mercy. There can be no greater mistake. City after city and state after state have been following that policy until crime has ceased to be a disgrace. The woman who grieved because her husband stole thousands when it might have been millions gave expression to the thought in too many minds. "Put money in thy purse" is as popular to-day as it was when Iago said it and these thieves that are now coming to the front in Grand Rapids have for years been putting that villain's instructions into practice. The city, the country, are carrying the Prodigal Son theory to the extreme. They kill the fatted calf and get the ring and the shoes ready before the young rascal has any idea of being sorry for his villainy and, without waiting for him to get husk-hungry, they hurry him all the way from the Orient to Grand Rapids, force a long-signed pardon into his hands, and after a few tears of repentance which only the foolish old father sheds, the unrepentant thief is turned loose on the society that he has plundered and with a swagger walks down

the street, the envy of less fortunate law-breakers and a living example of the punishment meted out to the scoundrel that dares!

There is no use in mincing matters. Every cause has its effect. Crime winked at begets crime as surely as it goes unpunished; and whether it is New York, or Chicago, or Grand Rapids, it will be found ten times out of ten that there is no surer way to foster crime than to allow it to go unpunished. There have been instances where it has even been rewarded, a condition of things which leads to but one result, and that result which Grand Rapids, with other cities, is trying to counteract. We reap what we sow; and this city will find it to her advantage to be guided by the precept.

Gripsack Brigade.

D. G. McFadyen, formerly engaged in the retail grocery business in Gaylord, is covering the Mackinaw division of the Michigan Central and the "Thumb" for F. F. Jacquis Tea Co., of Chicago.

Chas. B. Fear, for the past seven years Michigan representative for Carson, Pirie, Scott & Co., of Chicago, severs his connection with that house Jan. 1. He has not yet fully decided as to his future connection.

F. B. Wakefield, formerly on the road for the American Importing Co., but for the past few months in the employ of the John A. Tolman Co., of Chicago, has engaged to cover Western Michigan for the Leavenine Co., of Dayton, Ohio. The engagement takes effect Jan. 1.

E. E. Wooley, for many years Michigan representative for the Root & McBride Co., of Cleveland, has engaged to travel in Ohio for H. Black & Co., of Cleveland, which will necessitate a change of residence from Grand Rapids to Cleveland. The engagement dates from Jan. 1.

Cadillac News: John McBurney's death has not only taken an affectionate, loyal husband from a devoted wife, and a loving father from his daughter and only child, but it has taken a man from our city and from this section of the State who could ill be spared. He had persistently sought to lighten the gloom of life, to say the cheery words, to make the kindly and helpful efforts which lessen many heartaches and sometimes gladden lives, and days which would otherwise be sad. His absence will be mourned, but the influence of John McBurney's life will not depart.

The Tireless Traveler.

Only a drummer,
A wholesale runner,
Jolly, lighthearted and free,
A man of the road,
With a grip-sack load,
And a smile that's pleasant to see.

A word of greeting,
A hand at meeting,
The voice of preference still,
Patience bestowing
In samples showing
Or waiting the merchant's will.

A rush for a train
An order to gain,
Scarcely a moment to stay,
Meals served cold or hot
'Tis the drummers lot
In traveling his onward way.

Through sunshine or rain
It is just the same,
While the fleeting years go by,
Yet sometimes 'tis queer,
His life seemeth drear,
And thoughts of home bring a sigh.
Mabel E. Kerr.

Carsonville, Mich.

Sentiment in Circulation.

"Never propose to a girl by letter."
"Why not?"
"I did it once, and she stuck the letter in a book she was reading and lent it to my other girl."

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.

How to Buy and How to Sell Holiday Goods.

In smaller places where there is less opposition in the holiday business, the druggist can make himself the leader in this line. The people look to him to supply them with the greatest array of Christmas goods from which to choose their presents; but in the larger towns and cities this condition of affairs is very different. You must compete with the gigantic department stores, dry goods stores, bazaars, and variety stores, where capital, space, and assortment are much larger than you can possibly muster. Hence you must become a specialist in your own line of business. This is easier and better than you will, at first thought, fancy it is. Of course, perfume is what you will put in the largest stock of. You can buy a good many different makes or brands of perfumes. It will be necessary in order to make your assortment complete to buy American, English and French brands. Select the most popular and best selling odors of each manufacturer. You should have these popular odors in bulk to sell by the ounce as well as having them in small fancy glass bottles packed in handsome paper boxes. With the investment of a small amount of money you can select a liberal and beautiful collection of perfumes of all the best known makes and odors, and their sale will net you a handsome profit. No gift at Christmas time is more acceptable to a woman than a bottle of good quality perfume. It is quite frequently a correct inference that a person may not be willing to spend \$1.50 of his own money for a bottle of perfume for his own use, while he will be very much gratified, and will appreciate the gift very much, if some other person will spend the \$1.50 and present him with the bottle. This is one reason why gifts of perfume are so much appreciated.

Remember that of late years people have become much more practical in their giving of presents, and that necessities, even more than luxuries, are now considered as appropriate Christmas gifts. I once sold a hot-water bottle to be given for a Christmas present; indeed, it was a most practical and useful present to make, and possibly gave the recipient more pleasure and comfort than any other gift could have done. This simply goes to prove that by increasing your stock of staple druggists' sundries you can do an extra business during the holiday season. Perfumes may not be considered as necessities generally, but in a great many circumstances in life they are almost necessary, for they make life under some conditions much more comfortable and enjoyable.

Just think what you can do in obtain-

ing a fine stock of brushes. There is a wide range here for you to exercise your choice on—hair brushes, clothes brushes, military brushes, tooth brushes, and many other kinds of brushes. You can get them made up in backs of different kinds of woods. Brushes with solid ebony backs, set with a sterling silver plate, on which name or initials may be engraved, have proved themselves handsome and acceptable Christmas gifts for some time, and I have no doubt they will be considered such for some time to come. And besides perfumes and brushes, there are many other things in a druggist's stock which are usually classed as sundries, and which can be pushed at the holiday time; such, for instance, as fancy soaps, rubber goods, shaving outfits, purses, hand mirrors, toilet preparations, etc.

At the holiday time many people frequently treat themselves to some necessary article that they may have been wanting for a long time, and if they do it at this time of the year they are nearly always willing to spend a little extra money on it and get a good article. I do not mean by this that you should stick on a large margin of profit at Christmas time, but that you should have in stock articles so good in quality that you can gratify the desires of such customers.

In selling necessities for Christmas presents, remember that you have this advantage: you can tell the people that if they give such articles the receivers will thank the givers twice, first for the good-will of the present, and second for the value and usefulness of it.

If you will endeavor to do a holiday business similar to what I have just outlined, you will have no losses in dead stock left over. If you do not sell all that you bought for your Christmas trade, it is not dead stock; for the style of it will not change in a year, and it is good salable material, likely to be called for any day in the drug store. If you can sell it all out at holiday time, it certainly will be better, of course, for then you will make more money. Still, if you have much of this stock left over, you need not worry, for what there is left is all good and likely to be sold any day. This is why this kind of business is safer in large towns and cities than handling an assortment of fancy goods, and having a lot left over on your hands which, in all probability, you will have to carry over until next Christmas, and then, perhaps, sell at greatly reduced prices.

The holiday season is drawing nearer day by day, and you have all your goods bought. It is therefore now time for you to be planning and arranging for your campaign of selling. You can think out just what you will do and how you will do it. This is the best plan to follow. Do a lot of thinking and planning before you act. The doing will be easier. And when it is done it will be better done.

Now is the time for you to make plans for the arrangement and decoration of your store and window, and to draft out a system of advertising for the holiday season. You can do all this planning ahead of time, and when the rush comes—and it is always sure to come during the last week—you will be well prepared for it. If you leave it until you get busy you will not do it so well. There is nothing that will help you so much when the rush comes as a thorough preparation. Be prepared to handle all the business that comes your way. Christmas business requires long

and thorough preparation, and is all transacted in a very short space of time.

The holiday store should be bright and cheerful, and there should be a Christmas appearance in everything. Your store should be scrupulously clean and neat and tidy. Try and arrange your goods in an artistic and tasteful manner. Place them in such positions and in such places that they will always make a favorable impression on the visitor to your store.

Considerable time should be spent in dressing and changing your window displays. The window displays should be changed frequently. On each article in the window put a small ticket with the price on it in plain figures. People often buy things that they see displayed in the windows, and when the price is attached they know all about it and know whether the price suits them, and if it does they may go in and buy it at once, or come back another day and get it. If the price is not attached they may think that the article is too expensive, or they may hesitate about going into the store and making enquiries about the cost of it, for fear it may be too high, and then they could not buy it.

Tell the people what you have to sell them for Christmas presents. Do not put them to all the trouble and labor of hunting you up and asking you what you have to sell them suitable for Christmas gifts. With Christmas shopping comes the annual perplexing question, "What shall I buy?" and if you, by your advertising, can answer this yearly conundrum, you will please and help a multitude of people and make money for yourself by its solution. Everybody is thinking about giving, and looking everywhere for helps and hints. Use your daily paper and let your advertisements consist of helps and hints. Advertise a suggestion every day. Try to make your advertisements really guides to Christmas buying. Present each article in its holiday light and tell why it will be appreciated. Advertise necessities in your stock that will make appropriate Christmas gifts, and give the reasons why.

You will find it helpful to have a nicely worded circular printed on good paper, containing a list of articles in your stock that would make suitable presents for father, mother, sister, and brother, and other men and women. The preparation of this list alone will help you in selling, for often people come into the store with no particular article in mind which they want to buy, and ask: "What have you that would make a suitable present for father, mother, sister, and brother?" or "Have you anything suitable for a present for a man or a woman?" If you have compiled a list of this kind you are prepared for the question, and will be able to do both yourself and your stock justice by making a good display of what you have.—J. T. Pepper in Bulletin of Pharmacy.

The Drug Market.

Opium—Very firm under conditions previously reported.

Morphine—Is unchanged.

Quinine—Extremely large bark shipments in November made low prices at the auction at Amsterdam on Thursday. The article has declined 5c per ounce.

Cocaine—Continues very firm. Stocks are small and manufacturers cut orders down.

Glycerine—The market is very firm and the demand is large. Prices are unchanged.

Salol—Manufacturers have reduced the price 50c per pound. Another decline is looked for.

Sassafras Bark—Prime quality is very scarce and there is little offered from the country.

Oil Sassafras—Stocks are large and the price has been reduced.

Asafoetida—Is still tending higher, on account of scarcity.

Gum Camphor—Is firm. Higher prices are looked for after the first of the year.

Grains of Paradise—Are scarce and have advanced.

Linseed Oil—Owing to competition, has declined.

Filling Collapsible Tubes.

These can be quickly and nicely filled with ointments by placing the ointment on a piece of parchment paper, which has been wet, and from which the adhering water has been wiped. A long, thin package should be made, as near the shape of the tube as possible, but smaller; the usual wrapping-fold should be made in the paper. One open end of this package should be introduced into the tube to the shoulder. The exposed end of the package should now be constricted and the ointment "stripped" out between the thumb and finger, filling the tube from the shoulder; meanwhile the paper should be drawn out as the tube fills. When the tubes are used for ointments of mercurial or silver salts, they should be coated with a resin varnish. An ethereal solution of tolu will be found very satisfactory and convenient for this purpose.

Sell Only the Best.

Does it pay dealers to buy unadvertised and unknown goods, simply for the reason that they are offered at a cheap price? Does it pay to endorse untried and unknown goods, as a dealer must do when he sells them to his trade? Does it pay to take chances on remnants of stocks and loss from pushing the product of some irresponsible firm, liable to be out of business at any time? Is it not a fact that in all cases unadvertised goods purchased cheap must be sold cheap, that all sales must be made by a special effort on the part of the dealer, that in short the dealer must do the work legitimately belonging to the manufacturer, in the way of creating demand?

Repeal the Stamp Tax.

Efforts are being made to get this oppressive nuisance repealed this winter, and if the trade unite with others interested, and all make a strong pull together, much can be accomplished.

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

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

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

KASKOLA THE BEST
DYSPEPSIA
CURE

Manufactured by
THE P. L. ABBEY CO., Kalamazoo, Mich.
 Your orders solicited.

WHOLESALE DRUG PRICE CURRENT

Advanced—Gum Opium.
Declined—Oil Sassafras, Quinine, Linseed Oil.

Acidum		Conium Mac.		Sella Co.		Menthol		Selditz Mixture		Linseed, pure raw	
Aceticum	\$ 60 75	Copalba	1 15 15	Tolutan	1 15 15	Morphia, S. P. & W.	2 25 25	Sinapis	1 15 15	Linseed, boiled	61 64
Benzoleum, German	70 75	Cubebae	1 20 15	Prunus virg.	1 20 15	Morphia, S. N. Y. Q.	2 15 25	Sinapis, opt.	1 15 15	Neatsfoot, winter str	62 65
Boricum	17 17	Erigeron	1 00 10			& C. Co.	2 15 25	Snuff, Maccaboy, De	1 15 15	Spirits Turpentine	50 55
Carbolicum	30 42	Gaultheria	1 10 10	Tinctures		Moschus Canton.	1 15 15	Voes	1 15 15	Paints	
Citricum	45 48	Geranium, ounce	2 20 20	Aconitum Napellis R	1 15 15	Myristica, No. 1	65 80	Soda, Boras	1 15 15	Red Venetian	1 15 15
Hydrochlor.	30 35	Hedeoma	1 40 15	Aconitum Napellis F	1 15 15	Nux Vomica, po. 15	10 10	Soda, Carb.	1 15 15	Ochre, yellow Mars	1 15 15
Nitrosum	8 10	Junipera	1 50 20	Aloes	1 15 15	Ox Sepia	35 37	Soda, Bi-Carb.	1 15 15	Ochre, yellow Ber	1 15 15
Oxalicum	12 14	Lavandula	90 20	Aloes and Myrrh	1 15 15	Pepsin Saac, H. & P.	1 15 15	Soda et Potass Tart.	1 15 15	Putty, commercial	2 15 25
Phosphoricum, dil.	12 15	Limonia	1 50 10	Arnica	1 15 15	Piols Liq. N.N. 1/2 gal.	1 15 15	Soda, Carb.	1 15 15	Putty, strictly pure	2 15 25
Salicylicum	55 60	Mentha Piper	1 40 20	Assafoetida	1 15 15	doz.	1 15 15	Soda, Ash	1 15 15	Vermilion, Prime	1 15 15
Sulphuricum	1 10 15	Mentha Verid.	1 50 10	Aurant Cortex	1 15 15	Piols Liq., quarts	1 15 15	Soda, Sulphas	1 15 15	American	1 15 15
Tannicum	1 10 15	Morhuac, gal.	4 00 40	Benzoin	1 15 15	Piols Liq., pints	1 15 15	Spts. Cologne	1 15 15	Vermilion, English	1 15 15
Tartaricum	38 40	Myrica	75 30	Benzoin Co.	1 15 15	Pil Hydrarg. po. 80	1 15 15	Spts. Ether Co.	1 15 15	Green, Paris	1 15 15
Ammonia		Olive	10 12	Barosma	1 15 15	Pilp Albu. po. 35	1 15 15	Spts. Myrcia Dom.	1 15 15	Green, Peninsular	1 15 15
Aqua, 16 deg.	40 6	Piols Liquida	10 12	Castor	1 15 15	Pilp Burgun.	1 15 15	Spts. Vini Rect. bbl.	1 15 15	Lead, red	6 15 65
Aqua, 20 deg.	60 8	Ricina	1 00 10	Catechu	1 15 15	Pulvis Ipecac et Opli	1 15 15	Spts. Vini Rect. 10gal	1 15 15	Lead, white	6 15 65
Carbonas	13 15	Rosmarini	6 00 60	Cinchona	1 15 15	Pyrethrum, boxes H.	1 15 15	Spts. Vini Rect. 5 gal	1 15 15	Whiting, white Span	1 15 15
Chloridum	12 14	Rose, ounce	40 45	Cinchona Co.	1 15 15	& P. D. Co. doz.	1 15 15	Strychnia, Crystal	1 15 15	Whiting, gliders	1 15 15
Aniline		Succinl	40 45	Columba	1 15 15	Pyrethrum, pv.	1 15 15	Sulphur, Subl.	1 15 15	White, Paris, Amer	1 15 15
Black	2 00 2 25	Sabina	90 20	Cubebae	1 15 15	Quassia	1 15 15	Sulphur, Roll	1 15 15	Whiting, Paris, Eng	1 15 15
Brown	80 1 00	Santal	2 75 70	Cassia Acutifol	1 15 15	Quinia, S. P. & W.	1 15 15	Tamarinds	1 15 15	Universal Prepared	1 10 1 20
Red	45 50	Sassafras	55 45	Cassia Acutifol Co.	1 15 15	Quinia, S. German	1 15 15	Terebenth Venice	1 15 15		
Yellow	2 50 3 00	Sinapis, ess., ounce	1 50 1 60	Digitalis	1 15 15	Quinia, N. Y.	1 15 15	Theobroma	1 15 15		
Baccae		Thyme, opt.	40 50	Ergot	1 15 15	Rubia Tinctorum	1 15 15	Vanilla	9 00 16 00		
Cubebae, po. 25	22 24	Theobromas	15 20	Ferri Chloridum	1 15 15	Saccharum Lactis pv	1 15 15	Zinci Sulph.	7 8		
Juniperus	60 8	Potassium		Gentian	1 15 15	Salicin	4 50 4 75	Oils			
Xanthoxylum	90 1 00	Bi-Carb.	15 18	Gentian Co.	1 15 15	Sanguis Draconis	4 50 4 75	Whale, winter	BRL. GAL.	No. 1 Turp Coach	1 10 1 20
Balsamum		Bichromate	13 15	Gulaca	1 15 15	Sapo M.	10 12	Lard, extra	60 70	Extra Turp	1 60 1 70
Copalba	50 55	Bromide	52 57	Gulaca ammon	1 15 15	Sapo W.	12 14	Lard, No. 1	45 50	Coach Body	2 75 3 00
Peru	1 85	Carb	12 15	Hyoeyamus	1 15 15	Sapo G.	10 12			No. 1 Turp Furr	1 00 1 10
Terabin, Canada	55 60	Chlorate, po. 17 19	16 18	Iodine	1 15 15					Extra Turk Damar	1 50 1 60
Tolutan	40 45	Cyanide	2 60 2 65	Iodine, colorless	1 15 15					Jap. Dryer, No. 1 Turp	70 75
Cortex		Iodide	2 60 2 65	Kino	1 15 15						
Abies, Canadian	18	Potassa, Bitart. pure	28 30	Lobelia	1 15 15						
Cassia	12	Potassa, Bitart. com.	28 30	Myrrh	1 15 15						
Cinchona Flava	18	Potass Nitras, opt.	70 10	Nux Vomica	1 15 15						
Euonymus atropurp.	30	Potass Nitras	60 8	Opli	1 15 15						
Myrica Cerifera, po.	20	Prussiate	23 26	Opli, comphorated	1 15 15						
Prunus Virgini	12	Sulphate po.	15 18	Opli, deodorized	1 15 15						
Quillaja, gr'd	15	Radix		Rhatany	1 15 15						
Sassafras, po. 20	15	Aconitum	20 25	Rubia	1 15 15						
Ulmus, po. 15, gr'd	15	Althea	22 25	Rubia Tinctorum	1 15 15						
Extractum		Anchusa	10 12	Sanguinaria	1 15 15						
Glycyrrhiza Glabra	24 25	Arum po.	20 25	Serpentaria	1 15 15						
Glycyrrhiza, po.	28 30	Calamus	20 25	Stromonium	1 15 15						
Hamatox, 15 lb. box	11 12	Gentiana, po. 15	12 15	Tolutan	1 15 15						
Hamatox, 15	13 14	Glycyrrhiza, pv. 15	16 18	Valerian	1 15 15						
Hamatox, 1/4s	14 15	Hydrastis Canad.	75 80	Veratrum Veride	1 15 15						
Hamatox, 1/4s	16 17	Hydrastis Can. po.	75 80	Zingiber	20 25						
Ferru		Hellebore, Albu, po.	12 15	Miscellaneous							
Carbonate Precip.	15	Inula, po.	15 20	Ether, Spts. Nit. 2 F	30 35						
Citrate and Quina	2 25	Ipecac, po.	4 25 4 35	Ether, Spts. Nit. 4 F	34 38						
Citrate Soluble	75	Iris plox, po. 35 38	35 40	Alumen	2 15 25						
Ferrocyanidum Sol.	40	Jalapa, pr	25 30	Alumen, gro'd, po. 7	30 4						
Solut. Chloride	15	Maranta, 1/4s	25 30	Annatto	40 50						
Sulphate, com'l	80	Podophyllum, po.	22 25	Antimon, po.	40 50						
Sulphate, com'l, by	80	Rhei	75 100	Antimoniet Potass T	40 50						
bbl, per cwt.	7	Rhei, cut.	75 100	Antipyrin	25 30						
Sulphate, pure	7	Rhei, pv.	75 100	Antifebrin	20 25						
Flora		Spigelia	35 38	Argenti Nitras, oz.	51						
Arnica	15 18	Sanguinaria, po. 15	35 38	Arsenicum	10 12						
Anthemis	22 25	Serpentaria	40 45	Balm Gilead Buds.	38 40						
Matricaria	30 35	Senega	60 65	Bismuth S. N.	1 90 2 00						
Folia		Smilax, officinalis H.	60 65	Calcium Chlor., 1s.	9						
Barosma	35 38	Smilax, M., po. 35	60 65	Calcium Chlor., 1/4s.	12						
Cassia Acutifol, Tin-	20 25	Sella	10 12	Cantharides, Rus. po	10						
nevelly	20 25	Symplocarpus, Fosti-	25 30	Capsiel Fructus, af.	15						
Cassia, Acutifol, Alx.	25 30	us, po.	25 30	Capsiel Fructus B. po	15						
Salvia officinalis, 1/4s	12 20	Valeriana, Eng. po. 30	25 30	Caryophyllus, po. 15	12 14						
and 1/4s	12 20	Valeriana, German.	15 20	Carmine, No. 40	12 14						
Uva Ursi	8 10	Zingiber a	14 16	Cera Alba	50 55						
Gummi		Zingiber j.	25 27	Cera Flava	40 42						
Acacia, 1st picked	6 45	Semen		Coccus	40 42						
Acacia, 2d picked	6 45	Anisum, po. 15	12 15	Cassia Fructus	35 40						
Acacia, 3d picked	6 45	Apium (graveleons).	13 15	Centraria	10 15						
Acacia, sifted sorts.	28 35	Bird, 1s.	4 6	Cetaceum	45 45						
Acacia, po.	45 65	Carul.	12 13	Chloroform	55 60						
Aloe, Barb. po. 18 20	12 14	Cardamom	1 25 1 75	Chloroform, squibbs	1 10						
Aloe, Cape, po. 15	12 14	Coriandrum	8 10	Chloral Hyd Crst.	1 65 1 80						
Aloe, Socotri, po. 40	12 14	Cannabis Sativa	4 15 5	Chondrus	20 25						
Ammoniac	55 60	Cydonium	75 1 00	Cinchonidine, P. & W	38 48						
Assafoetida, po. 45	45 50	Chenopodium	10 12	Cinchonidine, Germ.	38 48						
Benzolium	50 55	Dipterix Odorata	1 00 1 10	Cocaine	7 05 7 25						
Catechu, 1s	13 14	Foeniculum	7 9	Corks, list, dis. pr. et	70 75						
Catechu, 1/4s	13 14	Foenugreek, po.	7 9	Cresotum	40 42						
Catechu, 1/4s	13 14	Lini, grd.	4 15 5	Creta, bbl. 75	2 5						
Camphora	69 73	Lobelia	35 40	Creta, prep.	9 11						
Euphorbium, po. 35	60 65	Pharlaris Canarian.	4 15 5	Creta, rubra	9 11						
Galbanum	65 70	Rapa	4 15 5	Crocus	15 18						
Gamboge	65 70	Sinapis Alba	9 10	Cudbear	24 28						
Guaiaacum, po. 25	60 65	Sinapis Nigra	11 12	Cupri Sulph.	6 15 6 25						
Kino, po. 30 75	60 65	Spiritus		Dextrine	7 10 7 15						
Mastic	60 65	Frument, W. D. Co.	2 00 2 50	Ethyl Sulph.	75 90						
Myrrh, po. 45	60 65	Frument, D. F. R.	2 00 2 25	Emery, all numbe.s.	8 8						
Opli, po. 5.10 5.30	3 70 3 75	Frument, 1	1 25 1 50	Emery, po.	8 8						
Shellac	25 35	Juniperis Co. O. T.	1 65 2 00	Ergota	85 90						
Shellac, bleached	40 45	Juniperis Co.	1 75 3 50	Galla	12 15						
Tragacanth	60 65	Saacharum N. E.	1 90 2 10	Gambler	8 9						
Herba		Spt. Vini Galli.	1 75 6 50	Gelatine, Cooper	60 60						
Absinthium, oz. pkg	25 25	Vini Oporto.	1 25 2 00	Gelatine, French							

GROCERY PRICE CURRENT

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

ADVANCED

Swiss Cheese
Navy Beans
Flake Hominy

DECLINED

Willow Clothes Baskets
Paraffine Candles
Carbon Oils
Manila Papers
Rye Flour

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

AXLE GREASE
Aurora..... doz. gross
Castor Oil..... 50 6 00
Diamond..... 50 4 25
Frazier's..... 75 9 00
IXL Golden, tin boxes 75 9 00



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

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

BAKING POWDER
Acme
1/4 lb. cans 3 doz..... 45
1/4 lb. cans 1 doz..... 75
1 lb. cans 1 doz..... 1 00
Bulk..... 10
Aretic
6 oz. Eng. Tumblers..... 90

Egg
6 oz. Eng. Tumblers..... 90

PEARL
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

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..... 90
1/4 lb. cans 1 35
6 oz. cans 1 90
1/4 lb. cans 2 50
1/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

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

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

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

CANDLES
Electric Light, 8s..... 12
Electric Light, 16s..... 12 1/2
Paraffine, 6s..... 10 1/2
Paraffine, 12s..... 11 1/2
Wickless..... 20

CANNED GOODS

Apples
3 lb. Standards..... 80
Gallons, standards..... 2 30
Standards..... 75

Beans
Baked..... 1 00@1 30
Red Kidney..... 75@85
String..... 80
Wax..... 85

Blueberries
Standard..... 85

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

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

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

Gooseberries
Standard..... 90

Hominy
Standard..... 85

Lobster
Star, 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 00
Early June Sifted..... 1 60

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

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

Raspberries
Standard..... 90

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

Shrimps
Standard..... 1 50

Sardines
Domestic, 1/4s..... 4
Domestic, 1/2s..... 8
Domestic, Mustard..... 8
California, 1/4s..... 17
French, 1/4s..... 22
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..... @12 1/2
Amboy..... @12 1/2
Carson City..... @12
Elsie..... @13
Emblem..... @12 1/2
Gem..... @12 1/2
Gold Medal..... @11 1/2
Ideal..... @12
Jersey..... @12
Riverside..... @12 1/2
Brick..... 14@15
Edam..... @17
Lelden..... @19
Limburger..... 13@14
Pineapple..... 50@75
Sap Sago..... 19@20

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

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

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

COCOA

Webb..... 30
Cleveland..... 41
Epps..... 42
Van Houten, 1/4s..... 12
Van Houten, 1/2s..... 20
Van Houten, 1s..... 38
Colonial, 1/4s..... 70
Colonial, 1/2s..... 35
Huyler..... 33
Wilbur, 1/4s..... 45
Wilbur, 1/2s..... 41

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

S. C. W.
Cigar Clippings, per lb..... 25
Lubetsky Bros. Brands..... 33 00
Gold Star..... 35 00
Phelps, Brace & Co.'s Brands..... 35 00
Royal Tigers..... 55@80 00
Royal Tigerettes..... 35
Vicente Portuondo..... 35@70 00
Rube Bros. Co..... 25@70 00
Hilson Co..... 35@110 00
T. J. Dunn & Co..... 35@70 00
McCoy & Co..... 35@70 00
The Collins Cigar Co..... 10@35 00
Brown Bros..... 15@70 00
Bernard Stahl Co..... 35@90 00
Banner Cigar Co..... 10@35 00
Seidenberg & Co..... 55@125 00
Fulton Cigar Co..... 10@35 00
A. B. Ballard & Co..... 35@175 00
E. M. Schwarz & Co..... 35@110 00
San Telmo..... 35@70 00
Havana Cigar Co..... 18@35 00
C. Costello & Co..... 35@70 00
LaGora-Fee Co..... 35@70 00
S. I. Davis & Co..... 35@185 00
Bene & Co..... 35@90 00
Benedict & Co..... 75@70 00
Hemmeter Cigar Co..... 35@70 00
G. J. Johnson Cigar Co..... 35@175 00
Maurice Sanborn..... 50@175 00
Bock & Co..... 65@300 00
Manuel Garcia..... 80@375 00
Neuva Mundo..... 85@175 00
Henry Clay..... 85@550 00
La Carolina..... 96@200 00
Standard T. & C. Co..... 35@70 00
H. Van Tongeren's Brand..... 35 00
Star Green..... 35 00

COFFEE
Roasted
A.C. HIGH GRADE COFFEES

Special Combination..... 20
French Breakfast..... 25
Lenox..... 30
Vienna..... 35
Private Estate..... 38
Supreme..... 40
Less 33 1/2 per cent.

Rio
Common..... 10 1/2
Fair..... 11
Choice..... 13
Fancy..... 15

Santos
Common..... 11
Fair..... 14
Choice..... 15
Fancy..... 17
Peaberry..... 13

Maracaibo
Fair..... 12
Choice..... 16

Mexican
Choice..... 16
Fancy..... 17

Guatemala
Choice..... 16

Java
African..... 12 1/2
Fancy African..... 17
O. G..... 25
P. G..... 29

Mocha
Arabian..... 21

Package

New York Basis.
Arbuckle..... 12 00
Dillworth..... 12 00
Jersey..... 12 00
Lion..... 11 00
McLaughlin's XXXX
McLaughlin's XXXX sold to
retailers only. Mail all orders
direct to W. F. McLaughlin &
Co., Chicago.

Extract
Valley City 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 1/2
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..... 6 75
Champion..... 6 25
Magnolia..... 4 25
Challenge..... 4 00
Dime..... 3 35

COUPON BOOKS
50 books, any denom..... 1 50
100 books, any denom..... 2 50
500 books, any denom..... 11 50
1,000 books, any denom..... 20 00
Above quotations are for either
Tradesman, Superior, Economic
or Universal grades. Where
1,000 books are ordered at a time
customer receives specially
printed cover without extra
charge.

Coupon Pass Books
Can be made to represent any
denomination from \$10 down.
50 books..... 1 50
100 books..... 2 50
500 books..... 11 50
1,000 books..... 20 00

Credit Checks
500, any one denom..... 2 00
1,000, any one denom..... 3 00
2,000, any one denom..... 5 00
Steel punch..... 75

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

DRIED FRUITS
Apples
Sundried..... @4 1/2
Evaporated, 50 lb. boxes..... @5 1/2

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

California Prunes
100-120 25 lb. boxes..... @
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
1/4 cent less in 50 lb. cases

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

Currants
Cleaned, bulk..... 13
Cleaned, 16 oz. package..... 13 1/2
Cleaned, 12 oz. package..... 11

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@10
Sultanas, bulk..... 11 1/2
Sultanas, package..... 12

FARINACEOUS GOODS
Beans
Dried Lima..... 6 1/2
Medium Hard Picked..... 1 85
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. bbl..... 2 40
Pearl, 100 lb. sack..... 1 17
Maccaroni and Vermicelli
Domestic, 10 lb. box..... 60
Imported, 25 lb. box..... 2 50

Pearl Barley

Common..... 2 50
Chester..... 3 10
Empire..... 3 10
Walsh-DeRoo Co.'s Brand.

Grits
Walsh-DeRoo Co.'s Brand.

Wheat
Wheat, 100 lb. sacks..... 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'
JAXON
Highest Grade Extracts

Vanilla..... 1 20
Lemon..... 1 20
1 oz full m 1 20 2 oz full m 1 25
2 oz full m 2 10 2 oz full m 1 35
No. 3 fan'y 3 15 No. 3 fan'y 1 75

COLEMAN'S
HIGH FOOTE & JENKS' CLASS
EXTRACTS

Vanilla..... 1 20
Lemon..... 1 20
1 oz panel 1 20 2 oz panel 1 75
3 oz taper 2 00 4 oz taper 1 50

Jennings
Jennings' Arctic
2 oz. full meas. pure Lemon..... 75
2 oz. full meas. pure Vanilla..... 1 20

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

JENNINGS
Jennings' Concentrated
FLAVORING EXTRACTS

Reg. 2 oz. D. C. Lemon..... 75
No. 4 Taper D. C. Lemon..... 1 52
Reg. 2 oz. D. C. Vanilla..... 1 24
No. 3 Taper D. C. Vanilla..... 2 08

Standard
2 oz. Vanilla Tonka..... 70
2 oz. flat Pure Lemon..... 70

Northrop Brand
Lem. Van.
2 oz. Taper Panel..... 75 1 20
2 oz. Oval..... 75 1 20
3 oz. Taper Panel..... 1 35 2 00
4 oz. Taper Panel..... 1 60 2 25

Perrigo's
Van. Lem.
XXX, 2 oz. obert..... 1 25 75
XXX, 4 oz. taper..... 2 25 1 25
XX, 2 oz. obert..... 1 00
XXX D D ptehr, 6 oz..... 2 25
XXX D D ptehr, 4 oz..... 1 75
K. P. ptehr, 6 oz..... 2 25

FLY PAPER
Perrigo's Lightning, gro..... 2 50
Petrolatum, per doz..... 75

HERBS
Sage..... 15
Hops..... 15

INDIGO
Madras, 5 lb. boxes..... 55
S. F., 2, 3 and 5 lb. boxes..... 50

JELLY
5 lb. pails, per doz..... 1 85
15 lb. pails..... 35
30 lb. pails..... 62

LICORICE
Pure..... 30
Calabria..... 23
Sicily..... 14
Rooft..... 10

MAPLE SYRUP
The Canadian Maple Syrup
Co. quotes as follows:
1/2 pint bottles, 2 doz..... 1 80
Pint jars or bottle, 2 doz..... 3 75
Quart jar, bottle, can, 1 doz..... 3 50
1/2 gal. jars or cans, 1 doz..... 5 80
1 gal. cans, 1/2 doz..... 5 40

LYE
Condensed, 2 doz..... 1 20
Condensed, 4 doz..... 2 25

MATCHES
Diamond Match Co.'s brands.
No. 9 sulphur..... 1 65
Anchor Parlor..... 1 60
No. 2 Home..... 1 30
Export Parlor..... 4 00
Wolverine..... 1 50

MOLASSES
New Orleans
Black..... 12 1/2
Fair..... 16
Good..... 20
Fancy..... 25
Open Kettle..... 25@34
Half-barrels 2c extra

MUSTARD
Horse Radish, 1 doz..... 1 75
Horse Radish, 2 doz..... 3 50
Bayle's Celery, 1 doz..... 1 75

OYSTER PAILS
Victor, pints..... 10 00
Victor, quarts..... 15 00
Victor, 2 quarts..... 20 00

PAPER BAGS
Satchel Bottom Union Square
1/4..... 28 50
1/2..... 34 60
1..... 44 80
2..... 54 1 00
3..... 66 1 25
4..... 76 1 45
5..... 90 1 70
6..... 1 06 2 00
8..... 1 28 2 40
10..... 1 38 2 60
12..... 1 60 3 15
14..... 2 24 4 15
16..... 2 34 4 50
20..... 2 52 5 00
25..... 5 50

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

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

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

POTASH
48 cans in case.
Babbitt's..... 4 00
Penna Salt Co..... 3 00

RICE
Domestic
Carolina head..... 7
Carolina No. 1..... 5 1/2
Carolina No. 2..... 4 1/2
Broken..... 4 1/2

Imported.
Japan, No. 1..... 5 1/2@6
Japan, No. 2..... 4 1/2@5
Java, fancy head..... 5 1/2@5 1/2
Java, No. 1..... 5 @
Table..... @

SALERATUS
Packed 60 lbs. in box.
Church's Arm and Hammer..... 3 00
Deland's..... 3 00
Dwight's Cow..... 3 00
Emblem..... 2 10
L. P..... 3 00
Sodio..... 3 00
Wyandotte, 100 lbs..... 3 00

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

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

Common Grades
100 3 lb. sacks..... 2 15
60 5 lb. sacks..... 2 05
20 10 lb. sacks..... 1 95
56 lb. sacks..... 40
28 lb. sacks..... 22

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

Ashton
56 lb. dairy in linen sacks..... 60

Higgins
56 lb. dairy in linen sacks..... 60

SOAP

Rub-No-More
100 12 oz bars..... 3 00

SILVER

Single box..... 3 00
Five boxes, delivered..... 2 95

Bell & Bogart brands—
Coal Oil Johnny..... 3 90
Peelkin..... 4 00

Lautz Bros. brands—
Big Acme..... 4 00
Acme 5c..... 3 25

Marselles..... 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..... 3 95
Fairly..... 3 95

Detroit Soap Co. brands—
Queen Anne..... 3 15
Big Bargain..... 1 75

Umpire..... 2 15
German Family..... 2 45

A. B. Wrisley brands—
Good Cheer..... 3 80
Old Country..... 3 20

Johnson Soap Co. brands—
Silver King..... 3 60
Calumet Family..... 2 70

Scotch Family..... 2 50
Cuba..... 2 40

Gowans & Sons brands—
Oak Leaf, big 5..... 4 00
Oak Leaf, big 5..... 4 00

Beaver Soap Co. brands—
Grandpa Wonder, large..... 3 25
Grandpa Wonder, small..... 3 85

50 cakes..... 1 95
Ricker's Magnetic..... 3 90

Dingman Soap Co. brand—
Dingman..... 3 85

Schultz & Co. brand—
Star..... 3 00

B. F. Babbit brand—
Rabbit'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..... @ 5
Georges genuine..... @ 5 1/2

Georges selected..... @ 5 1/2
Grand Bank..... @ 4 1/2

Strips or brks..... 6 @ 9
Pollock..... @ 3 1/4

Halibut.

Strips..... 14
Chunks..... 15

Herring

Holland white hoops, bbl. 11 00
Holland white hoops, 4 bbl. 6 00

Holland white hoop mchs. 80
Norwegian..... 85

Round 100 lbs. 3 15
Round 40 lbs. 1 55

Sealed..... 16
Bloaters..... 1 60

Mackerel

Mess 100 lbs. 12 00
Mess 40 lbs. 5 10

Mess 10 lbs. 1 35
Mess 8 lbs. 1 10

No. 1 100 lbs. 10 50
No. 1 40 lbs. 4 50

No. 1 10 lbs. 1 20
No. 1 8 lbs. 1 00

No. 2 100 lbs. 8 50
No. 2 40 lbs. 3 70

No. 2 10 lbs. 1 00
No. 2 8 lbs. 82

Trout

No. 1 100 lbs. 5 50
No. 1 40 lbs. 2 50

No. 1 10 lbs. 70
No. 1 8 lbs. 60

Whitefish

No. 1 No. 2 Fam..... 7 25 7 00 2 75

100 lbs. 7 25 7 00 2 75
40 lbs. 3 20 3 10 1 40

10 lbs. 88 85 43
8 lbs. 73 71 37

SPICES

Whole Spices

Allspice..... 12
Cassia, China in mats..... 12

Cassia, Batavia, in buns..... 28
Cassia, Saigon, broken..... 38

Cassia, Saigon, in rolls..... 55
Cloves, Amboyra..... 17

Cloves, Zanzibar..... 14
Mace..... 55

Nutmegs, 75-80..... 50
Nutmegs, 105-10..... 40

Pepper, Singapore, black..... 23
Pepper, Singapore, white..... 23

Pepper, shot..... 17
Pure Ground in Bulk

Allspice..... 16
Cassia, Batavia..... 28

Cassia, Saigon..... 48
Cloves, Zanzibar..... 17

Ginger, African..... 15
Ginger, Cochlin..... 18

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

40 1-lb. packages..... 6 1/4
20 1-lb. packages..... 6 1/4

6 lb. packages..... 7 1/2
Kingsford's Silver Gloss

40 1-lb. packages..... 7
6 lb. boxes..... 7 1/4

Common Corn

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

Common Gloss

1-lb. packages..... 4 1/4
3-lb. packages..... 4 1/4

6-lb. packages..... 5
40 and 50-lb. boxes..... 3 1/4

arrels..... 3 1/4

STOVE POLISH

Enameline..... 3 1/4

Enameline..... 3 1/4

Enameline..... 3 1/4

Enameline..... 3 1/4

Enameline..... 3 1/4

Enameline..... 3 1/4

Enameline..... 3 1/4

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Enameline..... 3 1/4

Enameline..... 3 1/4

Enameline..... 3 1/4

TEA

Japan

Sundried, medium..... 28
Sundried, fancy..... 30

Regular, medium..... 28
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

Pingsuey, medium..... 30
Pingsuey, choice..... 30

Pingsuey, fancy..... 40
Choice..... 30

Young Hyson

Fancy..... 36
Formosa, fancy..... 42

Amoy, medium..... 25
Amoy, choice..... 32

Oolong

Medium..... 27
Choice..... 34

Fancy..... 42
Ceylon, choice..... 32

India

Fancy..... 42
Scotten Tobacco Co.'s Brands.

Sweet Chunk plug..... 34
Cadillac fine cut..... 57

Sweet Loma fine cut..... 38
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

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
WICKING

No. 4, per gross..... 20
No. 1, per gross..... 25

No. 2, per gross..... 35
No. 3, per gross..... 55

WOODENWARE

Baskets

Bushels..... 1 10
Bushels, wide band..... 1 20

Market..... 30
Splint, large..... 4 00

Splint, medium..... 3 75
Splint, small..... 3 50

Willow Clothes, large..... 7 00
Willow Clothes, medium..... 6 25

Willow Clothes, small..... 5 50
Butter Plates

No. 1 Oval, 250 in crate..... 1 80
No. 2 Oval, 250 in crate..... 2 00

No. 3 Oval, 250 in crate..... 2 20
No. 5 Oval, 250 in crate..... 2 60

Clothes Pins

Round head, 5 gross box..... 45
Round head, cartons..... 62

Egg Crates

Humpty Dumpty..... 2 25
No. 1, complete..... 30

No. 2, complete..... 25
Mop Sticks

Trojan spring..... 85
Eclipse patent spring..... 85

No. 1 cotton mop holder..... 75
No. 2 patent mop holder..... 75

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 25
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 75
Assorted 12-17..... 1 75

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..... 74
Winter Wheat Flour

Local Brands
Patents..... 4 35

Second Patent..... 3 85
Straight..... 3 65

Clear..... 3 25
Graham..... 3 30

Buckwheat..... 4 50
Rye..... 3 25

Subject to usual cash dis-
count.
Flour in bbls., 25c per bbl. ad-

ditional.
Ball-Barnhart-Putman's Brand

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-Wellis 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

Pillsbury's Best 1/8s 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 50
Wingold 1/4s..... 4 40

Wingold 1/8s..... 4 30
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.



Prices always right.
Write or wire Mussel-

man Grocer Co. for
special quotations.

Meal

Bolton..... 2 00
Granulated..... 2 10

Feed and Millstuffs

St. Car Feed, screened..... 16 50
No. 1 Corn and Oats..... 16 00

Unbolted Corn Meal..... 16 50
Winter Wheat Bran..... 15 00

Winter Wheat Middlings..... 16 00
Screenings..... 15 00

Corn

Corn, ear lots..... 33
Oats

Car lots..... 27 1/2
Car lots, clipped..... 30

Dry Goods

The Dry Goods Market.

Staple Cottons—Bleached cottons are showing only a light business, largely on account of the late advances which have had the effect of checking buying in the line of representative tickets. Heavyweight sheetings and drills are quite dull and irregular for goods on hand, but goods to arrive are firm; 4-yard sheetings and lighter are all strongly held. Denims continue to be one of the strongest features of the market, while all other coarse colored cottons, ticks, checks, stripes, plaids, etc., are firm and the conditions are entirely against buyers, several advances having been made. This applies to both near and distant deliveries, and to a considerable extent to what stocks may be found on hand.

Prints—In the lower grades there has been a fair amount of business transacted. Staple lines, including indigo blues, turkey reds, mourning, shirtings, etc., show no change, the demand being steady, and prices firm. Blacks and whites and grays are strong for stocks on hand, and for the future, agents do not care to do business.

Ginghams—Show no change. The market is well cleaned up in both staple and dress styles, and prices are very firm.

Dress Goods—The primary market continues dull. Some few belated orders of modest proportions have come forward. The jobber has done little as yet with his spring lines, and is not likely to add much to his purchases until he sees that retailers are ready to take hold well. At the present time the retailer appears to have made up his mind to act cautiously in making his spring purchases. Some months ago when the dress goods market was working under a full head of steam, retailers bought largely at high prices. The weather has not been at all favorable to the moving of these goods. Stocks in hand are sizable and the retailer, seeing that the prices on spring lines are on a relatively lower basis than that which he paid for the goods he is now endeavoring to sell, is inclined to limit the purchases of spring goods until he is able to cut down the stock of heavy-weight goods now on his shelves. Manufacturers of sheer wool fabrics, such as grenadines, batistes, nun's veilings and bareges believe that they are going to be popular for spring wear in exclusive circles. Little has been done towards bringing out the spring cloaking lines. Some agents have been showing new goods, but there has been no concerted action toward this end. Buyers appear to show little interest in what agents have to show and it is therefore thought best to delay a little longer.

Underwear—Heavyweight underwear has had and is having a fitful life this season. In the West and some parts of the North and East, it has been cold, and sales good; in all other sections it has been very dead. Around New York City there has not been enough doing to keep the clerks awake if they devoted their time to this alone.

Hosiery—Importers and manufacturers of hosiery have had a breathing spell during the past week, which is the first to be recorded for two or three months. In addition to the lively business which they have done, enquiries and demands have come forward in regard to the goods under contract. Buyers

are in a hurry to get them, even considerably ahead of the date specified when the order was placed. Buyers are not in the market to any extent now and the mail orders have dropped off to a considerable degree. Domestic fancies, however, are still keeping up to a much better business than staples or imported goods. The latter are quiet now, more because the stocks of desirable styles are closed out than for any other reason. In some quarters it is reported that spring lines have been advanced a trifle, but very quietly, so as not to alarm the trade. In spring fancies, bright colors promise to be an important feature in men's and women's wear, and, in fact, a number of importers say that they are calling for all the bright reds that they can lay their hands on, especially for women's hosiery. In men's wear solid reds will not be quite as popular, at least the well-dressed men will not care for them as much as the women. But red in combination with black or blue or other colors in tones that are suitable to each other will be very good.

Carpets—Some Philadelphia manufacturers of tapestry and velvet carpets, who made some advance on their goods at opening of the present season, are running their mills at full capacity and expect to make a further advance the first of the year. Velvets are commanding the most attention of any of the three-quarter goods at this time. They have steadily increased in demand for the past few years, and will in all probability retain their popularity as well as increase it each succeeding season. Tapestries come next in line, and are selling quite freely, although there was a slight advance at the opening of the season. The retail trade is not at all brisk, and cut order jobbers state that they are fairly well satisfied with trade, although the retailers are complaining of slow business. While some agents were early in the field, and obtained a number of orders at old prices of last season for standard extra supers, the cutting of prices later checked the placing of further orders to a large extent until buyers were sure how low the goods would be offered. The raising again of the price of Eastern goods was not made until large orders had been booked. The trade is disposed to look upon this as helpful in the end, as it has turned the buyers' attention again to ingrain, and the increased demand is expected later to permit of other manufacturers advancing prices, as many of the ingrain mills, when they found how the market was opening, have refrained from pushing for business, having confidence in the general situation to such an extent that they expected an improvement after the most eager buyers were satisfied. Recent developments appear to justify their ideas, and later the ingrain mills are expected to be running at full capacity.

Got Dollars Without Selling Shirt Waists.

That there is no end to the ways of imposing upon the suffering New York public was illustrated by the failure of a small store recently. The newly appointed receiver was surprised by having many women come to his office with credit checks. These checks were for small amounts, ranging from \$1 to \$10. At first the receiver couldn't understand it, but upon investigation he learned the details of a pretty system of fleecing.

The firm, it seems, had made a specialty of silk and cotton shirt waists.

These were, with few exceptions, shapeless, ill-fitting garments, and when the unfortunate women shoppers got home with their purchases and put them on they were disgusted to find that the bargain sale waists were baggy and puckery and altogether so poorly fashioned that it would be next to impossible to make them fit even by a complete ripping up and remaking. Such being the conditions they invariably took the goods back and demanded other waists or their money. It was contrary to the principles of the firm to refund money, and as they seldom had waists more becoming either in style or shape than the ones returned they were driven to the extremity of credit checks.

"We will get in a new supply of waists in a few days," was the suave assurance of the manager and his well-trained assistants. "Your check will be good at any time, and when we replenish our stock you can select a waist that suits you."

But the new stock never arrived, and in spite of the good dollars received from deluded customers without decreasing their capital of waists, the firm became insolvent and then the women began to come with credit checks. So far the receiver has been unable to compensate them for their loss through the swindle which, in its way, was rather neat.—N. Y. Sun.

Too Eloquent.

"That man Wixford, who was injured in a railway accident, sued the company for \$20,000 damages, and pleaded his own case so ably and powerfully that he lost it."

"How was that?"

"The injury for which he wanted damages was a broken jaw."

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

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.

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Just Arrived

A big line of Silk, Linon and Cotton Handkerchiefs for ladies and gents.

Silk Handkerchiefs ranging in price from \$1 to \$4.50 per doz.

Linon Handkerchiefs from \$1.25 to \$3 doz.

Cotton Handkerchiefs from 12c to \$1.25 doz.

Now is the time to make your selection for Xmas trade. Come in and inspect our line.

P. STEKETEE & SONS,

WHOLESALE DRY GOODS,

GRAND RAPIDS, MICH.



CHILDREN'S CAPS

Make appropriate Christmas presents. We have just received a lot of them, and they are really pretty—we think by far the best ever offered for the

money. Let's have your order soon as they are going rapidly. Prices, \$4.50, \$7.50, \$9.00 and \$12.00 per dozen. Colors assorted.

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods

Grand Rapids, Michigan

Clothing

What the Future Has in Store for Raglan Overcoats.

The extreme Raglan overcoat has been a prevailing raging fad this season and with no particular merits to have rightfully accorded it this distinction unless it be that other styles spring up suddenly rage furiously and die as quickly and as untimely as they sprang up.

It is always wise to keep a sharp eye on fads. Push them to the limit while the season is on but exercise sound judgment about carrying any over. It is very much the wisest policy to be caught "short" at the end of the season and find at the opening of the next season that you made a mistake than to be "long" at the close of the season and have the fad die out before the next one opens.

At the outset bear in mind that this warning is not sounded against the truly genteel Raglan nor against the interests of the high-class manufacturers, who will no doubt now be all the more eager to keep up the standard of gentility and make the true Raglan as staple as the Chesterfield.

The fad and rage has not been for the original Raglan but for the American distortions of the real article—garments which have been so exaggerated in body amplitude and skirt length that the overcoats have lost all semblance to a Raglan except in the treatment of the sleeve and shoulder.

The popularity of the real Raglan has been a source of surprise ever since it was brought into prominent notice two years ago. It instantly caught the dressy fellows and the multitude followed.

This popularity and preference for the Raglan was the incentive which spurred the usual run of seekers for something different—for an improvement (?) on the original—to design and bring out all sorts of distortions and label them Raglans. These departures from the true Raglans have been brought out in inferior fabrics and a low average workmanship in order to put upon the retail counters a garment that could be masked under a name which meant a profitable conservative price for a really genteel coat and sell it at a popular price. This was done and the masses are buying them.

What is the result? The real Raglans will suffer on account of them. Genteel dressers will drop the genuine Raglan unless the higher class manufacturers strictly preserve their standard of excellence and even better the garment and increase its price, both of which will maintain its popularity among the better class buyers.

Retailers are greatly to blame for often killing a good thing by substituting a meritless departure for the genuine article which is having a call.

It is an established fact that the instant a good thing appears on the market the very houses handling it begin to shift around for something to take its place. They are not content to let well enough alone and direct their energy and skill toward making it an even greater success but want something to take its place. Why? They don't know—but they want it just the same.

It is this spirit that has brought into prominence the extreme unsightly coats—called Raglans—now being sold and constituting the fad which retailers will do well to keep a sharp eye on.

That the Raglan has come to stay

there is no doubt in the minds of retailers of good judgment. It remains for the manufacturers of high-class clothing to make it as staple as the Chesterfield.

The characterizing feature of the Raglan—the sleeve and shoulder treatment—is universally liked and will remain a favorite with men who indulge in a good grade of clothing. It requires more than a fair quality in fabric and a high standard of workmanship to make a Raglan that will maintain its shape, and these are features not found in the cheap so-called Raglans which are popping up here and there to stir up discontent and the possible waning of a really good thing.

If retailers will see this in the proper light and patronize manufacturers who are capable of making the better grades of clothing they can perpetuate the Raglan or they can most effectually kill it by seeking this "something else" and by so doing disgust the better class of dressers to such an extent that they will drop their reigning favorite.

It is up to the retailer. —Apparel Gazette.

No Such Boys Alive.

The boy had applied for a job. "We don't like lazy boys around here," said the foreman. "Are you fond of work?" "No, sir," responded the boy, looking the man straight in the face.

"Oh, you're not, aren't you? Well, we want a boy that is."

"There aren't any," said the boy, doggedly.

"Oh, yes, there are. We have had a half dozen of that kind here this morning to take the place we have."

"How do you know they are?" asked the boy.

"They told me so."

"So could I if I was like them, but I'm different. I ain't telling lies."

And the boy said it with such an air of convincing energy that he got the place.

W. Buhl & Co's. Editorial Notice.

Our representative, while going his rounds, has learned that many retail merchants throughout the State have the impression that the old reliable wholesale hat, cap and fur house of Walter Buhl & Co., of Detroit, which for many years has occupied such a prominent position in the jobbing trade of the Middle West, had retired from business. We are pleased to say that this is erroneous, as they have simply disposed of their fur department and are now devoting all their energy and attention to wholesale hats, caps, gloves, umbrellas.

Some of the Comforts of Living.

From the Kalamazoo Gazette.

"Yes," said the man who was sitting out in front of a log house, "there is some malaria around here."

"Do you suffer much from it?"

"I don't suffer as much as I uster. When I'm havin' a chill, I think about how good an' warm I'll be when the fever comes, an' when I have the fever I think how cool the chill will be, an' that way I manage to git right smart o' comfort."

Not According to Scripture.

A prominent citizen, in whom the greatest confidence was reposed, failed in business, defrauding several of his friends and relatives. Two of the neighbors were heard taking the matter over:

First Neighbor—Wall, Jim couldn't expect ter prosper, fur he didn't go 'cordin' ter Scripter.

Second Neighbor—How so?

First Neighbor—'Cause the Good Book tells ye ter take in strangers, an' he's ben an' took in his friends.

True to Life.

Road Agent—Your money or your life! Goldstein (from interior of coach)—How much off for cash?

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 chevrons, 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. DETROIT MICH.

GAS AND GASOLINE MANTLES

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

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

A. BOMERS, ..Commercial Broker..

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

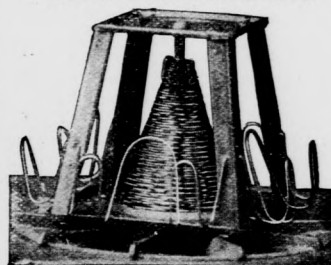


BRILLIANT Self-Making GAS LAMPS

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

JIM'S TOASTER

TOASTS BREAD ON A GAS OR GASOLINE STOVE



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

HARKINS & WILLIS, Manufacturers ANN ARBOR, MICH.



The Up-to-Date Business Man

Always has a handsome Calendar for each one of his customers at the beginning of each new year. He considers a calendar the best advertisement for his business.

Are you an up-to-date business man?

We are the largest calendar manufacturers in the Middle West. Order now.

TRADESMAN COMPANY, Grand Rapids.

A PRACTICAL TURN.

A commendable combination of theory and practice in matters educational has just been made in Chicago. On "college day" at the international live stock exposition, twenty-three students, representing the Agricultural colleges with exhibits in the various departments, inspected and passed on the merits of the animals that had not been passed upon by the regular judges. Prizes in cash and a silver cup were offered to the students showing the best judgment. An examining committee made up of experienced judges among live stock men after examining the papers decided upon their merits and the awards were made accordingly.

The point to be especially commended lies in the looking over of those papers by men in business who judged them by the standards that prevail in business life. Between the college and the office there has too long been a great gulf fixed with no desire to pass from one side to the other by either party. The college is a world by itself and not until that is done, does the office want anything to do with its inmates. Recognizing this fact the student lives in a world of his own creating and makes the most of it. He accepts the verdict of the business office that there is nothing practical about it and governs himself accordingly. He makes believe study because there is nothing practical in book or recitation. He dreams over the one and cuts the other for the same reason and exults if he succeed in both without being called to account. The classics are so much stuff without an ounce of use in them. Mathematics is tough and unless a fellow's going to be a civil engineer doesn't amount to a row of pins. What earthly good can ever come from grinding out an essay on such topics as the college is sure to insist on. There is nothing real about it. "Let us eat and be merry for to-morrow we die." Wait until the grind is over and the work is something that ends in dollars and cents. Then we'll shine!

The action of the agricultural colleges in question is a move in the right direction. The student is brought into contact with something that is real. His essay ceases to be a record of air-beating. Sense is the one item that "cuts any ice." Theory is worth "shucks" or not as it is found to "hold water." Writing that sort of a paper means something, and the student who knows that it is to be judged not by the man behind the recitation room desk but in the business office gives to the work a value that others do not receive. The prize may or may not be an incentive, but the dread of being considered a simpleton by the man at the head of a business house is not to be thought of. The practical has at last slipped into the student's life and he thinks no more of cutting the recitation or cheating the professor—until now, the crowning glory of student life.

It may well be questioned whether any other method than the really practical will ever be a success. There is something in the manual work that leans that way, but most of it all is too much of a make-believe to make it a success. Book-keeping is not book-keeping until the learner gets hold of the real thing. Carpentering and cooking should not, necessarily, be a failure because it is taught in the school room. There is a chance to learn and the student can if he will, but anything that becomes a duty in student life is considered tiresome and something to be shirked like

any other lesson. So long as the novelty lasts in manual training there is everything to be hoped for. When that wanes there is everything to be feared and this action of the Agricultural College authorities suggest what the next step is: so to connect the college work with the work outside that the student may feel that, although a student, he is still a part of the dollars and cents existence and will be so recognized if he makes a practical embodiment of the theoretical world of which he is still an inmate.

FROM THE SAME PIECE.

For a good many years the North has been looking upon the South with the fixed features of stern reproof. There has been no end of upbraidings for the lawlessness that has evidently come there to stay. Outrage steps upon the heels of outrage and lynching is constantly at hand to open court and pronounce her promptly-to-be-executed verdict. Lamp post and stake are ready, with rope and kerosene to add efficiency to the carrying out of the popular will. Southern justice is satisfied, or pretends to be, and the indignant North reads of "the goings on" and despairingly wonders what we are coming to.

It is getting to be a pretty well-established fact that the milestone of this detestable journey has been passed where lynching has ceased to be sectional. It may have started near the mouths of the Mississippi and blazed its way northward, but it is to be noticed that the last notorious trial and execution did not take place south of Mason and Dixon's line. It is far enough north to become a National question and, as such, it is pertinent to ask, what is the cause of it and what the remedy?

Research is unnecessary. Lynching is due to the fact that the convicted criminal escapes the merited punishment of his crime. A costly trial, a long-coming conviction, a short confinement, and then, with head up and "you're another" air, the pest is again let loose upon the world to repeat his old offense. Society, outraged, has become tired of this; and now, when a man has sacrificed his right to live, the mob takes him and hangs him or burns him after it has inhumanly mutilated him. There are "wells" and "buts" and a world of sound reasoning behind them; but, after all, the fact remains that in the hands of the law the criminal goes unpunished. That there are degrees of crime is nothing to the purpose. The fact stands that the murderer was not hanged; that the trial was a farce that ended in the murderer's snapping his fingers in the judge's face, and that that functionary laughed! Let it once be learned that fire does not burn and childhood has added to its list a long-desired plaything.

That is the condition of things to-day. Justice no longer sits upon the bench. The ermine is there, forms are observed, seeming is behind both and the criminal is arraigned, condemned and goes on with the common concerns of life. Sectional? It is National; and our own Peninsular State, with her accusing finger still pointing at Colorado's crime-encouraging executive, complacently watches the pen of her own highest official as it signs the pardon of two as notorious and justly-convicted thieves as ever deceived and betrayed the public.

We are hearing much these days about overhauling the army and reforming the navy. Cities are finding out that the

officers of the law are not doing their duty. Corruption is crowding into high places and lawlessness is abroad. Murderers and thieves are sauntering arm in arm along the crowded avenues of public opinion, and the lesser crimes, singly and in pairs, are with them. It is suggestive that the law which allows these things is no law and that the whole system from police court up needs a radical overhauling. A little even-handed justice all along the line is what is needed, and what we are going to have. The mob is no more guilty than the executive, irrespective of locality, and both should be punished. An executive that condones murder is an inciter of the crime and should suffer; and his brother—they all belong to the same detested family—who pardons thieves in high places, and who richly deserves the punishment his pardoning pen prevents, should also suffer. We may deplore these crimes and misdemeanors as much as we will, but they will go on and increase until the criminal is punished for his crime, and that, too, without needless delay. The honor of the State of Michigan is still dear to her people; and it is safe to affirm that that honor will still be maintained, even if he who should be her strongest defender proves recreant to his trust.

Those who raise and sell horses in this country have profited largely by the war in the Transvaal. Thousands of American horses and mules have gone out into that country at good prices and the demand has not ceased. Agents of the British government have been authorized to purchase 50,000 more in the United States and Kitchener says he has a place for all of them. The export trade naturally advances the price and makes business brisk. The Western ranchman has found a better market for his horses and his cattle within the last year or two than he has enjoyed before in his recollection. The United States can supply almost everything for everybody who has money to pay.

Carbon Oils

	Barrels	
Eocene	@ 10 1/4
Perfection	@ 9 1/2
W. W. Michigan	@ 9
Diamond White	@ 8 1/2
D. S. Gas	@ 11 1/4
Leo Naphtha	@ 10
Cylinder	@ 29
Eng ne	@ 19
Black, winter	@ 10 1/4

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.

FARMS AND CITY PROPERTY TRADE for merchandise stocks; largest line of business bargains ever offered in Michigan. Clark's Business and Real Estate Exchange, Grand Rapids, Mich. 619

WANTED-TO RENT A HAY BALER. Write, giving make, in what condition and rent per month, Hay Baler, care Michigan Tradesman. 618

WANTED-RETAIL MERCHANTS IN ALL lines to write for illustrated price list of trade winning specialties and premium goods. T. S. Maxwell, 104 Seneca St., Cleveland, O. 617

FOR SALE-GENERAL STOCK IN TOWN of 1,200. Stock inventories about \$20,000. Annual sales, \$43,000 spot cash. Established 25 years. Good reasons for selling. Rent low. Address M. J. Kogan, 14 Kanter Building, Detroit, Mich. 614

FOR SALE-A MEN'S FURNISHING AND hat business, in a good lively town. Address M. J. Rowan, 14 Kanter Building, Detroit. 615

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

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-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. 603

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. Tern's, half cash, balance on time. Address No. 592, care Michigan Tradesman. 592

FOR SALE-A GENERAL STOCK OF hardware, harnesses, cutters, sleighs, bugles, wagon and farming implements, surrounded by good farming country in Northern Michigan. Must be sold at once. Address No. 595, care Michigan Tradesman. 595

FOR SALE-GENERAL MERCHANDISE stock, invoicing about \$7,000; stock in A1 shape; selling about \$25,000 a year, with good profits; trade established over twenty years; a fortune here for a hustler terms, one-half cash down, balance one and two years, well secured by real estate mortgage; also store building and fixtures for sale or exchange for good Grand Rapids residence property on East Side; must be free from debt and 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

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 \$550. Will sell cheap for cash. R. E. Hardy, 1383 Jefferson Ave., Detroit, Mich. 585

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-POSITION AS ASSISTANT pharmacist. Am also an experienced optician. Address No. 616, care Michigan Tradesman. 616

WANTED-POSITION AS SALESMAN IN clothing or shoe store; ten years' experience. Address No. 613, care Michigan Tradesman. 613

WANTED-STEADY POSITION BY REG- istered pharmacist. Address No. 610, care Michigan Tradesman. 610

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

Buckwheat Flour

Made by

J. H. Prout & Co.,

Howard City, Mich.

Has that genuine old-fashioned taste and is ABSOLUTELY PURE Write them for prices.