

MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, DECEMBER 19, 1900.

Number 900

Knights of the Loyal Guard

A Reserve Fund Order

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

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

American Jewelry Co.,

Manufacturers and Jobbers of

Jewelry and Novelties

45 and 46 Tower Block,
Grand Rapids, Mich.

KOLB & SON, the oldest wholesale clothing manufacturers, Rochester, N. Y. See our elegant line of SPRING & SUMMER SUITS. We are the only house having all through the fall season a good line of Winter Suits, Overcoats and Ulsters.

WM. CONNOR, 20 years with us, will be at Sweet's Hotel, Grand Rapids, Dec. 19 to Dec. 22. Customers' expenses paid, or write him Box 346, Marshall, Mich., to call on you and you will see one of the best lines manufactured, with fit, prices and quality guaranteed.

Perfection Time Book and Pay Roll

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

Barlow Bros.

Grand Rapids, Mich.

ASSOCIATE OFFICES IN ALL PRINCIPAL CITIES



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

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

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

L. P. WITZLEBEN, Manager.

THE Grand Rapids FIRE INS. CO.

Prompt, Conservative, Safe.

J. W. CHAMPLIN, Pres. W. FRED MCBAIN, Sec.

Tradesman Coupons

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THE WAY TO DO IT.

They were not housekeeping but were evidently intending to be. Paired, they were not yet one and with all the enthusiasm of nest builders they were on the lookout for everything pertaining to the only ideal homeness in the whole human orchard. The clerk, who had evidently been there, saw at a glance how matters stood and almost envying them the exquisite delight that, once enjoyed, "can never come again," betook himself out of the two's immediate vicinity but within easy call when the right time should come.

A pair of wrens could not have been livelier and the nimble, bright-eyed Jenny in the comeliest of browns flitted from point to point determined to see all that was necessary and as much more as chance and occasion should offer. The home had been selected and she of the bright eyes had kodacked its every nook and corner in her heart and knew exactly what was going into them if only she could have her way—the idea!—and the money should hold out—but she would see to that.

The clerk understood his business and saw to it that they struck the parlor furniture first. They knew more about that than any other room in the house and it was funny enough to see them try everything like a sofa they came to. Both kept a good lookout for the clerk and once when they knew he wasn't looking and couldn't see if he was, the young husband-to-be forgot himself when they were just seeing if that seat was really large enough for two—side by side, you know!—and he actually did put his arm around her and kissed her plump on the reddest of red lips, and the clerk, with his back to them, saw the whole thing in a mirror that happened to be located just right. He mentally marked that sofa as sold and sure enough it was the piece that both said they "must have anyway."

From the parlor furnishing they flitted to the dining room and here bright eyes promptly announced that he of the black mustache was to hold his peace. There were a serious consultation of a certain

list, a careful comparison of prices, much hesitation about carved legs, or uncarved, for the diningroom table, considerable one-sided conversation in regard to the sideboard, with one appeal to the man who would do the carving at the head of the table followed by an emphatic rejection of his opinion the moment it was rendered; and only once more was he questioned and that was when called upon to say whether he would, for her sake, lay aside his prejudice against arms to his dining chair; and, when he could, the wary clerk dodged just in time not to see what followed. He didn't have to see this time for his ears promptly told him what was going on!

After an example in subtraction had been performed, the little brown sparrow—wren, then; she was a bird, anyway!—without a word, by sheer instinct started straight for the kitchen department and in a moment the air was full of utensils—their names—and the prices thereof. Once only was there a peep from Jack and that a dissenting one. Ah, how the brown feathers ruffled and how with little open bill—even then she was as pretty as a bird could be!—she made a dash at him as if his eyes were in danger! What could he know about ranges and the prices of them? He meekly said he didn't know anything about them and ended by saying he hoped he never should! He took it back a minute after and then there was something about the range they both wanted to see at the same instant and Jack dropped the lid-lifter!

A call on that same clerk next day brought out the fact that he was busy two hours and a half with that couple. They purchased a complete outfit and are going to have one of the neatest, prettiest, cheapest—"she's a daisy of a buyer"—most comfortable home in the city of—well, we'll say Grand Rapids. The wedding is coming off on Christmas, they are going on just a little mite of a trip and are going to begin the New Century in their own house.

"That's all right for them, and now I want to congratulate you. You knew enough not to hang around. You let them try the sofa and you didn't interfere with the dining room scene, and what if Jack did drop the lifter? That's all right. I went into What's-his-name's for a present last week and a fool of a clerk in there followed me about after I'd told him I'd let him know if I found anything I wanted. I stood it about five minutes and then got mad and left. Made me feel as if he was shadowing me lest I might steal something. You are old enough to have learned better. How'd you get on to it and know what to do?"

"That's the way we bought our furniture!"

Whenever you hear a salesman criticizing the buyers in his territory charging them with all sorts of harsh and discourteous things, it is pretty safe to put it down that he does not sell these houses any goods. It is not the rule to abuse the bridge that carries you safely over.

GENERAL TRADE REVIEW.

After a conservative course of several weeks, in which periods of unusual activity have been followed by a tendency to reaction sufficient to prevent dangerous boom conditions, the Stock Market seems to have settled down to a steady advance, especially in transportation properties, with great activity in many leading lines. Perhaps the most potent influence in the advance of railway stocks is the fact of extending combination control, which promises to eliminate the rate cutting which has held down many stocks. The fact that whenever any line is threatened by competitive movements the large companies have taken a hand to relieve the situation is giving confidence that they propose to keep a control everywhere and that stock values will be protected. It may excite apprehension in some quarters that the number of independent companies is so rapidly coming under the control of the great syndicates, but it seems to be the inevitable outcome of the efforts to prevent price agreements by legal interference. The price of railway stocks has advanced to an average of \$81.53, which is considerably higher than at any time in the past eighteen years. While industrials have shared in the activity and advance, it is not so great a degree, and their average is not yet up to the highest last year.

The great stimulation given to pig iron production by the boom of last year was such as to insure an accumulation of stocks for a long time. Thus from month to month there has been the report of a constant increase until the report for November, in which the claims of demand appear to have again outstripped production. The reduction for the month was no less than 85,000 tons, and that notwithstanding the fact that production facilities show an increase for the month. The only way this condition is to be accounted for is in the fact that works of all kinds are busy everywhere. It is reported that plants in all part of the country are adding to facilities and equipment to care for the business appearing. It is interesting that one large Scotch plant is closing down for want of orders and another is removing to this country.

After a speculative reaction of \$2 per bale last week, cotton again advanced to 10 $\frac{1}{2}$ ¢. Trading was active and there was considerable enquiry by domestic spinners. Wool demand is light and prices are steady.

As an index of the general activity, export and import trade are very heavy. While exports of cotton fell off largely, the outgo in all lines for the month of November has only been exceeded in two instances. Notwithstanding imports of \$65,000,000, the balance of trade in favor of this country was increased for the same month no less than \$72,000,000.

The worst marksman among amateur hunters can always manage to hit a friend when firing his gun.

China will feel dreadfully cut up before the powers are done with her.

Getting the People

Prices as Factors in Gaining Attention.

In making a sale of any kind the critical point is the consideration of price. On account of the importance of this element in the deal it is natural that the seller should approach it with a degree of care which causes hesitation. He is instinctively anxious to use every other recommendation, so that when the price obstacle is encountered there shall be as much to overcome it with as possible. I say this is an instinctive feeling—observation and experience show that as a rule the quicker the price obstacle is got out of the way the better.

One of the curious things I have observed is the continued use of catch prices on goods. By catch prices I mean those made a cent or two below some round number, as 49 cents or 98 cents or \$0.99 and so on. A few years ago the use of such prices was much more common than now, but there is still enough of it to cause astonishment. I suppose the original idea was to gain attention by the apparent closeness of price figuring, but I have always doubted the value of any such consideration. I know this is apparently contradicted by experience, for the success of the idea seems to be borne out by its continued use.


I believe the number of those who are influenced by the appearance of close figuring by the dealer is much less than of those who are repelled by the fake feeling it induces and by the cheapening of the article to subject it to such distinctions in price. I submit that to the average mind an overcoat at \$10 is more valuable than one at \$9.99.

Why is it, then, there is such a persistence in the use of such prices? My theory is that the value lies in the advertising of any definite price, and that if the price were in round figures the value would be still greater.

Thus we see the rapid increase of round price stores—10 cent stores—instead of the cut price idea. We don't see 9 cent stores. Experience is demonstrating that it is the definite in price which takes and that the value of the cut price scheme was injured by its not being in round numbers and by its cheapening, fake quality.

There is a forcible lesson in the 10 cent store. It is found better to bring as large a quantity of all sort of articles to a common price, and that a round number, than to be governed by considerations of cost or value. Unless the greater share of the articles sold are of less cost, of course such an enterprise would not be possible. As a matter of fact it is found easier to sell an article at ten cents than it would be at seven or eight.

And it is the same with all advertising in which prices may properly be used. To be most effective these must be in definite, round numbers, and as far as possible for the complete article. One of the greatest aids to the growth of the readymade trade is the possibility of this definiteness. In the old days it was a formidable undertaking to go to the store and buy the materials for a suit or a garment and then take them to the tailor to be made. And the most formidable feature in it was the great number of prices to be determined. Now the merchant tailor can put all these prices together and add a good round profit for himself and make the deal without trouble, and the easier at a good round price.



Do It Now

This is the motto adopted by one of the most successful men of the day. It is a good one for you. If you intend buying a sensible holiday present, don't put it off till the "bargains" in each store have been picked up by someone else, "do it now" and get the pick from an assortment of first new goods. Our Complete Stocks are comprised of sensible practical goods of good value. If you desire a bottom price you can get it NOW. The Hardware and Furniture has hundreds of fine presents and we will lay them away for you and neither your Uncle, Aunt, Best Girl or to be mother-in-law need know anything about it. Make your selection NOW.

C. L. Glasgow.

Drugs! Drugs! Drugs!

Our Stock is New and now complete, and we respectfully solicit a share of your patronage

PRESCRIPTIONS.

Bring them to us. We prepare them with the greatest care from strictly pure Drugs, and pride ourselves on being experts in that branch of our business.

OUR TELEPHONE NO IS 498.

Goods delivered promptly to any part of the city . . .

J. JOSEPH MASSE, DRUGGIST
135 Portage Avenue East. Opp. High School.
Black and White Front

OUR STOCK OF

FALL AND WINTER

GOODS IS COMPLETE.

Call and examine our line before buying elsewhere. Good value for your money always.

Wheeler Bros.

Dishes Dishes

A large assortment of China Ware just received. We are getting in line for Christmas. Look us over for wedding and birthday presents.

REMEMBER THE PLACE

TELEPHONE NO. 37. **TREAT BROS.**

Something New.

See our 10 and 15c. Opal Ware

For Christmas!

Try our hot Peanuts

Mixed Candy, 10c., 3 lbs 25c.

OUR CUT PRICES

Will last one week longer on Washing Powder and Mascot Laundry Soap.

SEE OUR CROCKERY

Before buying elsewhere. Yours for Satisfaction.

A. E. BUTTERFIELD.

We Want Your Grocery Trade

We carry the best on the market and ask a fair price for everything. We don't cut price on anything with the idea of making it up on something else. Try us.

S. E. HOSMER & CO.
Tradesman Building, Coopersville.

Delicate Vases

Jewel Case, Puff Boxes, Lion Bon Dishes, Jewel Trays, Handkerchief Boxes, Etc. of Wave Crest Ware, make beautiful and appropriate Christmas presents for the ladies. An elegant line of these goods at

Walt's Drug Store

Christmas Dinners

Everybody getting ready for them—everybody planning what to have and how to cook it. Everybody knows where to get it—the turkey, duck, goose, chicken, beef roast, spare-rib, or whatever else your taste runs to, with all the oysters and other fixin's, all just right and delicious. We are going to be waiting for your order when it comes, and will be prepared to fill it completely and to your most eminent satisfaction. Our record of doing just that very thing in years past is what gave the Old Reliable name its name.

H. Roe & Son.

Do you Build this year

If so, get your Lumber and Shingles of the

SOUTH ARM LUMBER CO.,
manufacturers of
Lumber and Shingles.
South Arm, Mich.

Christmas Presents . . .

For all at Wisler's Bazaar. Come and see the beautiful goods just received and make glad the hearts of all your friends by a remembrance for Christmas.

A Full Line of China

fancy toilet sets, purses, pocketbooks, medallions, fancy necktie boxes, Collar and Cuff boxes work boxes and other things too numerous to mention. Do not forget that your little girl wants one of those handsome dolls.

WISLER'S BAZAAR.

XMAS

Is near at hand and the small boys and girls are looking forward with great expectancy and wondering what

SANTA CLAUS

will bring them. You will find a complete line at my bazaar store to select from.

MRS. R. N. MIDDLETON.

It is a mistake to think that the value of an advertised price to the customers is its cheapness. In the great majority of cases if the quality of the article is properly set forth the higher price will be the more attractive. Nothing detracts from the value of a dealer's wares so quickly as the advertising of a cheap price.

* * *

The mourning advertisement of C. L. Glasgow is an example of as great elaboration in writing and obscurity of design as anything I have seen in some time. Probably Mr. Glasgow is so well known that it is not necessary to mention his business, other than by the actual reference to "The Hardware and Furniture." This may account for two of the three complete stocks he mentions, but the other is left to imagination as far as the advertisement is concerned. The intention of the writer to say something humorous at the close engrossed his efforts to the exclusion of anything of value in the rest of the advertisement. The printer has fittingly decorated the effusion with a black border and an empty skull.

A better production is that of J. Joseph Masse, but this is subject to some criticism. In the first place there is a little too much of heavy elaborateness in the writing. I don't believe in "respectfully soliciting a share of your patronage"—a trade phrase which has no advertising value. The printer has filled out the telephone line to aid his display and it is given a place in the center because there is too much detail at the end in the location of the store to give it room. There is material here for a good advertisement, but it needs heroic pruning. The printer has done well to use a uniform display, but his body letter is too large. There should be more white space inside so wide a border.

Wheeler Bros. are oppressed by a border heavy enough for four times the space. The writing of the advertisement is weak and commonplace and the display too large. The use of uniform type is a good feature.

Treat Bros. are unfortunate in their display in that the word "dishes" is one of the poor ones to deal with in English, as it is without euphonic value. It can be aided generally by the use of some modifying word or the term "chinaware" might take the display. The dash is not needed and the admonition to "remember the place" is an injury. "Look us over" is not a good expression and is unnecessary. The only proper use of the ornamented type is to put into the hell box. The last lines are good.

A. E. Butterfield is unfortunate in falling into the hands of a careless compositor. The border is too heavy and "bricky." The display is too large and there is too much of it. The last line has no place in advertising—should have been plain Gothic, like "our cut prices." The writer did better and the price scheme is especially to be commended. "Yours for Satisfaction" is redundant and weakening. "Before buying elsewhere"—why suggest it? Take it for granted they are going to buy here.

S. E. Hosmer is more fortunate in that he falls into the hands of a better printer. My criticism of the writing is that there is a little too much begging in it.

Wait's Drug Store has a neat little advertisement which would be improved by moving the last display over to the right. It would be more effective in

carrying out the idea of the writer if the line "Wave Crest Ware" had been displayed. This could have been done by using smaller body letter.

H. Roe & Son have a good display, but a little too much verbiage in the start out of the wording. Condensation all through would make it stronger.

The South Arm Lumber Co. is unfortunate in the selection of display—these condensed French Clarendons are poor advertising letters. Also Italic should not be used in this place.

Wisler's Bazaar advertisement is easier to criticise. The printer has done his work just right. The writing is good, only I would strike out a little here and there, as in the last sentence, "Do not forget that."

Mrs. R. N. Middleton has a modest little advertisement which deserves a display signature. The advertisement would be more valuable if it displayed something kept for sale as well as the Christmas and Santa Claus idea.

Cigar Dealer of Much Experience in Washington.

From the Washington Post.

Congressmen, Governors, great Generals, heads of Departments, distinguished Judges, men famous in all walks of life, know "Chandlee," as they call him. He is W. E. Chandlee ("not W. E. Chandler, mind that," he will tell you), and for thirty-six years he has presided over the destinies of the little cigar store in the F street front of the Ebbitt House. For eight years before that time he was in charge of the cigar stand in the old Willard Hotel.

He could write an interesting book on "Famous Men and the Cigars They Smoked." Indeed, he has contemplated such a work, but has never felt that he could spare the time or undertake the labor such an enterprise would involve. He takes pleasure in recounting to friends and visitors incidents in his career behind the cigar case, and has a great fund of reminiscences of the men prominent in the nation who have dealt with him.

"President McKinley," he said, "while he was a member of Congress, was one of my best customers. He always bought one brand of cigars, and bought them in boxes of fifty. They had a Havana filler and a Sumatra wrapper, and cost him \$7 a hundred. He never took the box out of the store. It was always kept on a shelf back of the counter, with his name on the box. Whenever he wanted any he would come in here and get a handful. It was generally just before leaving the hotel. I don't think he ever smoked in his room, out of deference to his wife's objection to the smoke. He spent fourteen years in this hotel, and I figure that he smoked at least fifty a week. And he smoked the same cigar when at Canton. I used to ship them to him there in 500 lots. At the rate of fifty a week for fourteen years you can see it would amount to 36,400 at a cost of \$2,548. After his election to the Presidency in 1896 I sent him a present of 500 of his favorites, and received a very graceful letter of thanks. He has not bought any of me since he was first elected President. I don't suppose he has to buy cigars. I know that all the manufacturers of cigars send him fine samples of their goods, and he gets more in that way than even ten such smokers as he is could consume.

"I probably sold cigars to more famous men during the eight years I was at old Willard's Hotel than during the thirty-six years I have been here. Those were war times, and in those days Willard's was the headquarters for all the army and navy men and the statesmen and politicians of the day. I sold many a cigar to Grant, who always picked out a big black one without asking the price and stuffed a handful into his pocket without counting them. Gen. Halleck and Hooker were also heavy smokers.

"Senator Matt Carpenter of Michigan was one of my best customers. His bill was always \$2 or \$3 a day. His favorite was a big two-for-a-quarter cigar. He

would frequently come in and say: 'Well, Chandlee, give me a dollar's worth more to quit on.' He always talked about stopping; said that smoking injured him, but he never did stop. His monthly bill often amounted to \$100.

"Gen. Robert Williams was another good customer. He favored a cigar that cost 25 cents straight. He would come by here on his way to the Department and get a dollar's worth. Along in the afternoon would come his orderly for a couple of dollars' worth more. His bill was always \$60 or \$70 a month.

"Dr. Bliss, Garfield's physician, was such another smoker as Carpenter, only he always wanted a twenty-five-cent cigar. Like Carpenter, he complained of the effect of smoking, and often threatened to stop, but never did. He got about \$2.50 worth a day. He said to me once: 'Chandlee, I know this smoking is hurting my heart. Some-times at night as I lie in bed I can hear my heart groaning like the rusty hinges on a barn door.'

"Judge Curtis J. Hillyer has smoked one brand for twenty-three years. I think that is the record for the smoking of one brand.

"Bishop Satterlee is a regular customer. He likes a Key West. He is not what you would call a hard smoker."

Mr. Chandlee has noticed many changes in his business during the forty-four years he has been engaged in it.

"Tobacco chewing has been decreasing steadily for years," he said, "and the use of fine-cut tobacco for chewing has almost entirely ceased. Few dealers keep it. Twenty-five or thirty years ago it was one of the biggest features of my trade. Cigarettes, when I was at Willard's, were not known. Now they take up almost a third of my space. Few five-cent cigars were sold. The cheap brands in those old days were cheaply made of cheap material, and were hardly worth half their cheap price. I sold more twenty-five cent cigars in a month thirty years ago than I sell in a whole year now. Now the five-cent cigar constitutes the bulk of the trade."

Some Women Remarkably Successful as Collectors.

From the New York Sun.

"And this man," said the young woman, referring to the last name on the list, "will give me a check to-morrow without fail."

The manager shook his head doubtfully. "I don't take any stock in his promises," he said. "He is tight as the bark on a tree and slippery as an eel. He never pays anything until he has to. He's been giving us that same old gag about paying to-morrow for the last six months."

"And he will keep his word this time," said the young woman confidently.

And he did. The next evening when she reported at the office the young woman turned in a check for the full amount owed by the tight individual. The situation was so extraordinary that the manager scratched his head in perplexity. "Well," he said, "you certainly are a remarkably fine collector."

And after the young woman had eaten her dinner and had taken time to digest both the meal and the compliment she came to the conclusion that she was indeed pretty good at the business. "It took me a long time to find out what I was good for," she said. "I tried my hand at teaching, stenography, amateur gardening, dressmaking and photography successively, and was a failure in each. Then I turned my mind to collecting."

"My first employment was with a small publishing house. The owners owed everybody and everybody owed them. They paid nobody and nobody paid them. It took me just about two days to demonstrate to my own satisfaction that I had at last struck the level of my abilities. I began straight off to take in money and when, at the end of the first week, the manager footed up his receipts and found that I had collected subscriptions and advertising bills to the amount of \$1,000, which,

considering the size of individual accounts was a sum as high as Pike's Peak, he fell on my neck and called me blessed. The firm was too deep in the mire, however, to be pulled out even by the hand of a heaven-born collector. Their liabilities so far exceeded their assets that their only salvation lay in bankruptcy and this last refuge they finally sought when I had collected 99 cents on every dollar coming to them. I do not tell this in a spirit of vanity, but simply to refute the statement that a woman couldn't earn her salt at collecting. I know a dozen women in this town who are so employed and each is considered a gem of great price by her employers."

A West Side furniture dealer who has employed a woman collector for several years said that if there was any one thing he could take time to talk about even in his busiest moments it was the merits of the woman collector. "There was a time," he said, "when I vowed that I wouldn't have a petticoat around my store in any capacity. My attention was first attracted to the subject by the quick way one woman collector made me pay a bill. Physically, the work for this store is hard. There is much walking to be done and many stairs to be climbed. Moreover, many of the people who buy our goods on the installment plan are disagreeable to deal with when it comes to collecting. But that is where I find the woman collector invaluable. Her fund of patience is inexhaustible, and she is inventive and resourceful to a degree. If she can not get around a creditor one way she will another, and, what is best of all, she never gives up."

It is a curious thing that it is not in the field of distinctly feminine labor, such as dressmaking, millinery, and the like, that the woman collector seeks to win her laurels. When asked why this was so one successful collector replied that it was a case of the refutation of the theory that like cures like. "It may take a thief to catch a thief, but it doesn't take a woman to make another

woman pay her debts," she said. "I am the manager of a large collecting agency. I have both men and women in my employ, and when I have a bill against a woman I invariably send a man to collect it. Women who owe money know well enough that another woman sent to collect a bill can see right through their subterfuges, no matter how flimsy or how plausible. They do not care a straw for her opinion, however, but they don't want to be found out by the men."

A Nassau street lawyer employs a woman collector whom he regards as an honor to her sex and the calling. "I don't always collect the money I set out to get," she said, when complimented on her achievements and consequent reputation. "A year ago I set out to collect \$1,250 from a client of my employer. 'Go up to his office every day,' were my employer's instructions. 'Don't give him a minute's peace. Hound the very life out of him until he pays. Just walk right in, no matter who is there, and demand that \$1,250. He can't turn you out because I did for him what no other lawyer in New York could have done, and it behooves him to be humble.'

"For three months I obeyed those instructions literally. I traveled up and down the elevator so often that everybody in the building came to know me as '—'s dun,' and the man hated the very sight of me. One day I was sick and couldn't go down town. A second day I stayed away, and still a third. About 2 o'clock on the afternoon of the third day, as my employer sat in his private office talking to a client, the door was opened suddenly and a tow-headed little boy stepped audaciously into the room."

"Say," he said, 'I'm—'s boy, an' my boss wants to know why that woman ain't been over for that \$1,250 he owes you.'

"I positively refused to call after that and we never did get the money. But you don't come across many people like that."

WALTER J. GOULD

R. S. GEHLERT

GOULD & GEHLERT

IMPORTERS OF

TEAS AND COFFEES

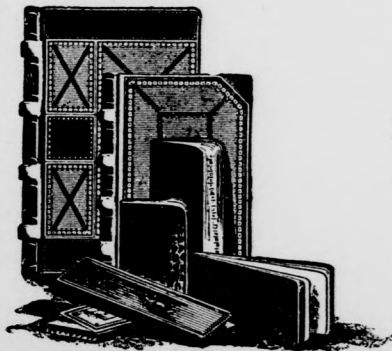
AND MANUFACTURERS OF

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.

Blank Books of all kinds



Ledgers, Journals, Day Books, Bill Books, Cash Sales Books, Pass Books, Letter Copying Books.

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

WILL M. HINE
Grand Rapids, Mich.

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

Around the State

Movements of Merchants.

Paw Paw—F. A. Brown, baker, has sold out to W. B. Stone & Co.

Holly—Fletcher & Swift continue the meat business of Silas Fletcher.

Birch Run—Silas B. Rice has removed his general stock to Milford.

Bellaire—A. J. Clark has engaged in the hardware business at this place.

St. Louis—W. L. Bowers has engaged in the grocery business at this place.

Niles—Mrs. Jennie Raeser has purchased the millinery stock of A. Hope & Co.

Belding—E. H. Potter & Co. have sold their grocery stock to R. J. Lawrence.

Chapin—Batchelor Bros. succeed Manning, Batchelor & Co. in general trade.

Bronson—M. C. Terry, of Durand, has purchased the grocery stock of M. A. Herrick.

Kingston—McGeorge & Nettleton continue the elevator, grain and wool business of Nettleton & Co.

Bloomington—David Joy has purchased the dry goods and grocery stock of Tillman J. Baughman.

Riga—J. J. Steinmiller continues the lumber and coal business of Steinmiller & Ruhl in his own name.

Lansing—A. D. Hensel has sold his hardware stock at 108 Washington avenue north to Jacob Stahl.

Fremont—John H. Koopman has opened a general store in Denver township, about six miles north of this place.

Northville—Carpenter & Huff Bros. succeed Carpenter, Yerkes & Harmon in the hardware, paint, oil and coal business.

South Haven—M. H. Strong has sold his drug stock to Chas. H. Rogers, formerly steward on the steamer City of Kalamazoo.

Lake Linden—Joseph Mercier has purchased the grocery stock of Wm. Beesley and will continue the business at the old stand.

St. Johns—Osgood & Osgood is the style of the new firm which succeeds Wm. R. Osgood in the undertaking and furniture business.

Royal Oak—Jacob M. Lawson succeeds Dewey & Lawson in the lumber, hardware and coal business. The change will occur on Jan. 1.

Crystal—Steffey & Hamilton have purchased the general stock belonging to the late E. B. Krepps and will dispose of same at once.

Ionia—Mansfield & Hoag, millers, have purchased the feed business of Gregg Williams and will continue business at both locations.

Three Oaks—Jacob A. Donner has purchased the interest of his brother in the dry goods, grocery and hardware business of Donner Bros.

Bay Port—The Bay Port Mercantile Co. will merge its business into a stock corporation on Jan. 1. The new style will be the Wallace & Orr Co.

Lansing—The grocery store of A. M. Birney has been closed on a chattel mortgage for \$600. Liabilities not covered by the mortgage are small.

Saranac—Geo. Sturgis has sold the Bridge street meat market to Levi Vaughn and Czar Jones. The new firm will be known as Vaughn & Jones.

Adrian—George F. Straub, who for the past four years has conducted the Hustler grocery, has disposed of his half interest in the business to Ernest Bitley.

Coopersville—The Red meat market, heretofore owned by A. E. Bonner, has been sold to E. H. Nixon. The business will be in charge of John Suckles.

St. Louis—Mrs. B. L. Bassett and Mrs. C. Berryo have re-opened the grocery store formerly conducted by Mr. Bassett, and have added a line of bazaar goods. The new firm will be known as Bassett & Berryo.

Marshall—E. B. Hughes has sold his furniture stock and undertaking business to J. W. Good and J. H. Amstutz, of Worcester, Ohio. Possession will be given about February 1. Mr. Hughes will remove to Wisconsin.

Wayland—J. M. Burpee suffered the loss of his entire stock of produce, butter and eggs, building and household effects by fire last week. The loss is about \$5,000. The stock was insured for only a small amount.

Lansing—C. J. Austin, of Battle Creek, who will establish the new wholesale grocery in Lansing, is expected in the city every day to arrange for repairs in the Sanford block and the building of the new office.

Big Rapids—W. E. Haney, one of the veteran grocers of this place, has returned from Traverse City, where he has conducted the grocery business for the past year, and re-engaged in the same line of business at 125 West Michigan avenue.

Lake Odessa—Carpenter Bros., who have been engaged in the furniture, hardware and implement business at Woodland, have purchased the hardware stock of O. A. Lapo and will remove to this place Jan. 1 and take possession of same.

Marshall—Julius Nagel has purchased the novelty goods stock of Geo. Baggott. The business will be conducted by Mrs. Nagel and her sister, Miss Mary Marks. Mr. Baggott will remove to Florida on account of ill health, where he will be employed in an orange grove by his father.

Wyandotte—Joseph Gartner, junior member of the firm of Gartner Bros., hardware merchants, died last week of diabetes. He was a brother of ex-Mayor Gartner of Wyandotte and of Miss Catherine M. Gartner, a high school teacher in Detroit. He is survived by his widow and one child.

South Lyon—The furniture factory at this place, which has been lying idle the last three years, has been purchased by Northville gentlemen and will be started immediately. They will manufacture the latest improved bathtubs, and will also remove the Dowel works from Northville to this place. They have the contract to furnish power for the electric light plant.

Lansing—F. G. and W. D. Rouser have purchased of A. M. Donsereaux the grocery stock and meat market at 719 Michigan avenue, formerly known as the Shank east side grocery. F. G. Rouser has recently returned from Atlanta, Ga., where he was in the employ of the Armour Packing Co. He was formerly a grocer at North Lansing. W. D. Rouser has been in the employ of Mr. Donsereaux. The firm name will be Rouser Bros.

Saginaw—The Wells-Stone Mercantile Co. has been dissolved by limitation of its term and is now in process of liquidation. The company was organized about a quarter of a century ago and until about two years ago carried on a very extensive business. The notice of dissolution, which has been filed with the county clerk, is signed by W. T. Knowlton, E. P. Stone, W. C.

Phipps and C. H. Davis, a majority of the stockholders.

South Haven—An effort is being made to settle the J. W. Kenney matter by Mr. Kenney paying the creditors 50 cents on the dollar in cash. A few days after the failure he offered 30 per cent., but this the creditors positively refused to accept. Now that the creditors are making things warm and trouble is brewing if some settlement is not made, it looks as though Mr. Kenney would consent to pay 50 per cent. of the claims held against him. A few of the creditors refuse to even accept the 50 per cent. settlement as they want all that is coming to them or nothing at all.

Manufacturing Matters.

Coldwater—The Knott & Van Arnam Manufacturing Co. succeeds the Knott Bros. Manufacturing Co.

Owosso—George E. Pardee, W. C. Appleton and Clark Crane have organized the National Tag Co.

Petoskey—Bauerele Bros. succeed Bull & Bauerele as proprietors of the Variety Turning Works Co.

Jackson—The Jackson Flour Mill Co. is erecting a flouring mill at Morrice of seventy-five barrel capacity.

Detroit—The capital stock of F. A. Thompson & Co. has been increased from \$25,000 to \$50,000, fully subscribed.

Benton Harbor—The style of Morrill & Morley, manufacturers of pumps, has been changed to the Morrill & Morley Manufacturing Co.

Marshall—Carver & Cater, dealers in implements and manufacturers of windmills, have dissolved partnership. The business is continued by Cater & Gleason.

Montague—The Montague Iron Works Co. expects to engage in the business of building gas launches on an extensive scale. A canvass of the business men of the place has been made and a number of shares of stock sold. The stock is to be issued in the form of due bills, payable on the sale of the boats.

Lansing—A new company has been formed in this city for the manufacture of gas and gasoline engines. It occupies the old Cogswell machine shops and is known as the Ash & Harper Co. Mr. Ash has been connected with the Olds Motor Co. for several years and Mr. Harper is a well-known machinist. The capital stock is \$12,000, which will shortly be increased.

Detroit—Owing in great part to a string of unfortunate circumstances the Detroit Ideal Paint Co. has been obliged to make an assignment, and William H. McBryan has been appointed assignee. Moore & Moore, attorneys for the company, state that the assets can only be estimated. They place them at about \$6,000, with the liabilities at perhaps \$8,000 to \$10,000.

The Grain Market.

Wheat was dull and nothing could be brought to bear on the apathy in this commodity. It was a see-saw market during the week, while all conditions favored stronger markets, as the visible made another decrease of 472,000 bushels, where the bear element had counted on a sure increase of about half a million. The visible last year made an increase of about 1,000,000 bushels. There is now only about 4,000,000 bushels of wheat in excess of corresponding time last year. The Northwest showed larger receipts than last year, and this is the fourth week that wheat has decreased. The large primary receipts probably are on account of the damp, low grades, as the farmers can not hold

that class of wheat. The country elevators likewise are shipping it out. If the inspectors would state the grade as received, we could form a better opinion as to how much merchantable wheat there is. Rumor has it that the milling capacity in Minnesota will be running full this week. If it does, it will materially reduce the amount held up there. The holiday time is at present tending to keep wheat at a low ebb.

Corn is running along in an even tenor. Prices have kept very steady. This soft weather is favoring the longs in the corn trade. It would be only natural if corn would advance a couple of cents during the latter part of this month.

Oats have added another ½c to their value. The demand at present seems to be larger than the supply. We think oats are rather top-heavy at present. The present price—29c per bushel for carlots—seems to be high and we do not think it will stay there.

In rye, nothing is doing. There is no demand. Prices remain the same. After the new year there will probably be more life in the rye market.

Flour is in good demand; in fact, better than usual at this time. The only complaint is that the foreign demand is no up to what it was last year.

Mill feed is firm. The millers find all they can do to supply the demand. Bran is steady at \$15 and middlings at \$16 in carlots.

Beans are on a rampage, having climbed to \$2.08 per bushel for hand-picked beans in Detroit.

Receipts for the week were: 62 cars of wheat, 14 cars of corn, 9 cars of oats, 6 cars of beans, 3 cars of hay, 6 cars of potatoes.

Millers are paying 74c for wheat.

C. G. A. Voigt.

The Boys Behind the Counter.

Stanton—Ferry Hannifin has resigned his position as head clerk in the store of Curtis Ball, in this city, and taken a similar position with D. Jacobson, of Greenville.

Owosso—Roy Oldfield who has been in charge of the Goodspeed Bros. shoe store in this city for the past year and a half, has taken a position in the Grand Rapids store of the same firm, the Owosso store remaining under the direction of Mr. Griffin.

Tekonsha—Miss May Preston is clerking in Will Northgrave's store, taking the place of Miss Dell Sebring.

Bay City—At the annual meeting of the Bay Cities Retail Clerks' Association, the annual reports of the Secretary and Treasurer showed that it was in better condition than ever before since its organization in 1892. The reports of the committees on the recent carnival showed a neat addition to the treasury and the members were a unit in expressing their appreciation of their work and the co-operation of the merchants who assisted in making the carnival the unqualified success that it proved to be. Just before adjournment the members sprang a little surprise on one of their retiring members, Edward Callaghan, who has been granted an honorable withdrawal card, as he has entered business as proprietor, by presenting him with an elegant ring as a token of his years of untiring work as member and officer of the organization. A smoker and social session closed one of the most important and interesting meetings in the annals of Bay City's clerks.

Grand Rapids Gossip

The Produce Market.

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

Bananas—Have declined 5@10c per bunch. Heavy receipts and a light demand is the cause. Sales are only for small quantities. Prices range from \$1.25@1.75 per bunch, according to size.

Beets—\$1 per bbl.

Beans—Speculations and a belief that the shortage will be greater than was estimated earlier in the season, owing to the large amount of poor beans which are coming to the surface, forced the price up to \$2.08 per bu. on the Detroit Board of Trade Tuesday.

Butter—Creamery is weak at 25c and the indications are that the market will go lower before it goes higher. There is a surfeit of dairy grades—not only here but at all the consuming and distributing markets of the East—in consequence of which local handlers are unable to find an outlet for receipts of roll goods at anything above 16c. Country merchants are frequently paying 17@18c—and in some cases as high as 20c—which compels them to sustain a loss, because it is not possible for them to get out even where they pay over 15c for the average run of stock.

Cabbages—50c per doz.

Carrots—\$1 per bbl.

Celery—18c per bunch.

Chestnuts—\$4@4.50 per bu.

Cider—12c per gal. for sweet.

Cocoanuts—\$2.75@4.50 per sack.

Cranberries—Walton and Jersey stock command \$3 per bu. and \$9 per bbl.

Dressed Calves—Choice, 7@8c per lb.

Eggs—Candled cold storage are moving off slowly on the basis of 22c, and this week will about see the end of local storage supplies. Consumption has been curtailed to that extent by the high prices now prevailing that transactions are small in amount.

Game—The demand is strong and receipts are not equal to the demand. Local handlers pay \$1@1.20 per doz. for gray and fox squirrels. Common cottontail rabbits are taken readily at \$1@1.20 per doz.

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

Grape Fruit—75c@\$1 per doz.; \$6.50 per box.

Hickory Nuts—\$1.75@2 per bu.

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—Foreign lemons are quiet, sales being limited to small lots. Prices are a trifle firmer on best grades, but, in the main, there is little change. Californias are very active—much more so than the foreign goods—but the supply is scarcely sufficient to supply the demand. Importers of Sicily lemons view with apprehension the growing arrivals and popularity of the California lemons. With a rapidly increasing yield and with an unprecedented popularity among consumers, the California fruit will give imported stock a hard fight. The increasing popularity of the California lemon is shown by orders received from customers who have never handled them before, but have now become aware of their merits and will handle nothing else. Prices are steady at \$3.50 for 300s.

Lettuce—Hothouse has advanced to 13@14c per lb. for leaf.

Limes—\$1.25 per 100; \$1@1.25 per box.

Lima Beans—7c per lb.

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

Oranges—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 Kiefers command \$1 per bu.

Pop Corn—\$1 per bu.

Potatoes—Country buyers are paying 30c at the principal outside buying points and are meeting with no difficulty in finding an outlet on the basis of 35@

40c. The greatest difficulty is experienced in obtaining cars to move the crop.

Poultry—The market is steady, with fair 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.

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

Squash—2c per lb. for Hubbard.

Turnips—\$1 per bbl.

Oppose the Ten Cent Oleo Tax.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held last evening, a resolution was adopted opposing the bill now before Congress increasing the tax on colored oleo to 10 cents a pound. The reasons given for opposing the change are as follows:

1. It is not in the interest of pure food, no opposition having been made to oleo on the ground of impurity.

2. Its object is to build up one industry at the expense of another, which is class legislation.

3. It is a prohibitive tax, as white oleo is unsalable, unless it be to the farmers, to mix with butter and the whole sold to a confiding public as pure dairy butter.

4. It is discriminative, allowing the coloring of butter and opposing the coloring of oleo, the same ingredients being used in both cases. If injurious in one it must be in the other.

5. It would work much harm to the poor man, by taking away a pure, sweet, clean, nutritious substitute for butter and compelling him to pay a high price for what would oftentimes be an article much inferior.

6. It would place butter in a position to be monopolized and virtually be creating a trust.

Objections to the passage of the bill might be multiplied, but we consider the above few reasons sufficient to show that in the interests of justice the bill should not pass.

Larger and Stronger Than Ever.

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.

The advertising department of the Evening Press will undertake to conduct a cooking school for thirteen weeks during the late winter and early spring months. Manufacturers who wish their products used will be accorded that privilege on payment of \$10 per week. The enterprise will be under the personal management of Chas. N. Halsted, advertising manager of the press.

Geo. H. Reeder has been appointed receiver of the Prindle Co., Ltd., of Charlotte, which recently failed. The career of the concern bears certain earmarks which present a decidedly fraudulent appearance and the creditors announce their intention of probing the affair to the bottom.

Hicks & Higby have opened a grocery store at Perry. The Musselman Grocer Co. furnished the stock.

Kemper & Schafer have opened a meat market at 117 Butterworth avenue.

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

The Grocery Market.

Sugars—The raw sugar market is slightly weaker, prices showing a decline of 1-16c, which makes 96 deg. test centrifugals now 4 3/8c. Sales, however, are light at this price and the tendency is still downward. There is nothing new in the refined market. List prices are unchanged, the demand is fair and lower prices are looked for by the trade.

Canned Goods—The market continues very dull and no one expects other than extremely quiet conditions until after the first of the year. Buying is altogether of a hand-to-mouth character, buyers showing no disposition whatever to increase stocks before the first of the year, particularly in view of the generally unsatisfactory condition of the market. There is a slightly more confident feeling in tomatoes than there was a few days ago, but there is no change in price. Business is small and orders are only for limited quantities. Corn, as a rule, is dull, although there is a little activity in the low grades. Prices are unchanged, but have a downward tendency. There was an unusual number of small orders for peas this week. The stocks of all grades of peas are very light and those who will need this line for their spring trade will make no mistake in taking up the subject now. Both string and lima beans are in good demand. The better grades of string beans are particularly wanted, but are very scarce. The cheaper grades are rather easy. Some holders of gallon apples are a trifle firmer in their ideas, but trade is small and prices unchanged. The peach market is very quiet and the sale of all grades is very light. Not much improvement is expected until about the middle of February, when it is more than likely that there will be another active buying movement, which will practically clean up all the second yellow peaches of good quality in the market. There still continue to be a large number of shipments of fresh oysters, as is usual just preceding the holidays, and, in consequence, the cove oyster packers have not been able to accumulate any surplus. We do not believe that there will be any lower prices for cove oysters and rather look for a steady market until spring. Salmon is steady, but the goods are in small request just at present.

Dried Fruits—The market, as a whole, is decidedly easier. Lower prices have been established on nearly all lines of goods generally wanted for the holiday trade, in the hope that at the new range the demand will show a material increase in the brief time remaining before Christmas. Trade up to date has been far below expectations and it is believed that at the lower figures, with nearly everything in buyers' favor, there will be considerably more interest in the market. On all but the regular holiday lines, business has been extremely quiet and the holiday buying is far from what it was a year ago at the corresponding time. Prunes attract some attention and the demand is fairly good at previous prices. Raisins are unchanged in price and are meeting with a fairly good sale. The seeded and the higher grades of loose muscatels are selling well for the Christmas trade. Stocks are fair, several lots having just been received from the coast. There is quite a demand for both peaches and apricots. Fancy apricots are firmer and more active, but the low grades are not wanted and are easy. Peaches are in good demand and a trifle firmer. Stock

are very light, especially of the better grades. Dates are less active, but the demand may pick up within the next few days. Figs are easy, with almost no demand. Currants are unchanged in price, but have a slightly lower tendency. The trade apparently think that prices of currants are too high and must come down; consequently they will not buy cleaned currants except in a very small way to fill their wants for the moment. Evaporated apples are very scarce and very firm. Demand is very good and many orders have to be turned down on account of not having the stock to fill them with. Sun-dried apples are in good demand at full prices, but stocks are light.

Rice—The rice market is very firm, with a good demand for the medium and fancy grades. Full prices are realized for all grades. There is some demand for foreign grades, but stocks are very light. Advices from New Orleans are that, on account of the high prevailing prices for rough, there is little or no profit in cleaned rice.

Tea—The tea market is quiet, but firm, with the exception of some of the lower grades which show a slight decline. Full prices are realized for the better grades. The demand shows some improvement of late.

Molasses—The molasses market is very firm and some grades show an advance of 3c per gallon. Receipts at New Orleans are very light and it is reported that there is a corner in high grade molasses and that this accounts for the forcing up of prices, with a further advance expected. The country is pretty well cleaned up of stock and few houses in the Bayou Lafourche territory have any more stock to work. As 90 per cent. of the molasses comes from this locality, there is little hope now of receiving enough desirable supplies to meet half the demand expected within the next six weeks.

Nuts—There is a good demand for all kinds of nuts for the Christmas trade. Brazils are firm and in good demand. Liberal arrivals of walnuts during the past few days have caused an easier market on these goods and prices show a slight decline. Sicily filberts are in good demand. Almonds are easy and in little demand. Regarding shelled almonds, although the price has declined to a very low point, the tendency still continues rather in favor of buyers. The demand continues good in this line and present prices appear lower than justified by the statistical position and, although almonds are generally considered a holiday article, it would not be surprising this season to see prices advance after the turn of the year on account of the exhaustion of stocks. Peanuts are in good demand at unchanged prices.

Tobacco—It is understood that the Continental Tobacco Co. is to advance prices of all plug and cut tobacco before the end of next week. This will make a fourth advance within a year.

Be Sure and Specify Anchor Brand in Ordering.

In ordering oysters through your jobber, be sure and specify Anchor brand, if you wish to handle oysters of uniform excellence.

As next Tuesday is Christmas, it is well for dealers to place their orders at once for both Christmas and New Year trade. Frank J. Dettenthaler has made ample preparation to meet the ordinary requirements of holiday trade, but dealers should anticipate their needs, so far as possible, by placing their orders early, to the end that no one may be disappointed. There is a good supply at present, but an unusual demand and violent storms peculiar to this season of the year might play havoc with the best laid plans.

DUTY ON TEA.

Mr. Musselman Confutes Mr. Stewart's Erroneous Statement.

In its issue of Nov. 21 the Tradesman published an interview with Graeme Stewart, manager of the Wm. M. Hoyt Co., of Chicago, in which that gentleman stated that the "tax on tea did not increase the price of tea to the jobber, retailer or consumer."

This statement was challenged by J. C. Davis & Son, of Bath, who wrote the Tradesman as follows under date of Nov. 27:

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

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

This letter was immediately brought to the attention of Mr. Stewart, with the request that he defend his position or modify his statement, but he was evidently so engrossed in the work of securing the nomination for mayor of Chicago that he had no time to attend to the matter—not even time to acknowledge the receipt of the letter. Recourse was thereupon taken to a local authority—Amos S. Musselman, President of the Musselman Grocer Co.—who very kindly consented to reply to Mr. Stewart's statement, as follows:

Grand Rapids, Dec. 17—Your favor of Dec. 8, enclosing an article written by Mr. Graeme Stewart on the question of the tax on tea, was duly received.

I can not understand how Mr. Stewart can give to the press such statements as are contained in this article. I have not the time to enter into a lengthy discussion of the matter, but will give a few figures which it seems to me are all that is necessary to refute his statement that the tax on tea did not increase the price to the retailer or consumer and that the importer paid the tax.

Our company has imported a certain line of Japan teas for the past twelve years. I will give you the cost of four grades per picul for the past four years, in Japan:

In 1897 Extra No. 1 cost \$43 per picul.

No. 1 cost \$40 per picul.

No. 2 cost \$35 per picul.

No. 3 cost \$27 per picul.

In 1898 Extra No. 1 cost \$46 per picul.

No. 1 cost \$41 per picul.

No. 2 cost \$36.50 per picul.

No. 3 cost \$31 per picul.

In 1899 Extra No. 1 cost \$44 per picul.

No. 1 cost \$39 per picul.

No. 2 cost \$34 per picul.

No. 3 cost \$29.50 per picul.

In 1900 Extra No. 1 cost \$41 per picul.

No. 1 cost \$38 per picul.

No. 2 cost \$33 per picul.

No. 3 cost \$28.50 per picul.

The variations in the cost of the teas, of course, was because of conditions existing in Japan, and the duty did not enter into the original cost in any case. When the duty came on, we were, of course, obliged to pay this 10 cents per pound, in addition to the original cost of the tea. It is true the difference in freight and exchange some seasons is considerable and cuts quite a figure in the laid down cost of the teas, consequently affects the first cost also. But it is a fact that to the original cost of the

teas must be added the freight and exchange and the 10 cents per pound duty.

Now, it being a fact that teas are jobbed, as a rule, at about 10 per cent. above the laid down cost, we ask, how would it be possible for the importer to stand this duty of 10 cents a pound on tea if he had been making only a margin of from three to four cents per pound? The proposition is ridiculous on its face and, as we say, the simple figures of cost, freight and exchange answer his statement, we believe, in full.

If it is necessary, in order to have a rigid inspection of teas to prevent the importation of unhealthy trash, one or two cents a pound would accomplish that as well as 10 cents per pound.

We also wish to affirm, what Mr. Stewart knows, that before the duty was put upon tea we were selling a good healthy dust, which made an excellent cup of tea, to the retailer for 10 cents per pound. We are obliged now to get for that same quality of dust 20 cents per pound.

We think the duty placed upon tea was a cruel, unjust discrimination against the so-called common people. It may be, and doubtless is true, that people who use tea that retails for 80 cents to \$1 per pound do not pay any more for their tea than they did before the duty was imposed, but it is a fact that the average increase in the cost to the consumer of nine-tenths of the Japan teas used has been from 30 to 100 per cent., and it falls upon the very people who should not be asked to pay such a largely increased price for this delightful beverage. The duty is an unjust one and ought to be abolished at once, or reduced to one or two cents per pound, and if the amount of revenue as thus reduced must be made good, a cent per pound could well be added to the cost of coffee.

We believe this covers the article of Mr. Stewart in a brief way, and trust it is what you wished in reply to your letter. Amos S. Musselman.

In the light of Mr. Musselman's lucid explanation of the matter, the readers of the Tradesman will naturally conclude that Mr. Stewart must be better posted on politics than he is on groceries or he would make a pitiable spectacle as mayor of Chicago.

Danger in High Heels.

From the Philadelphia Record.

"I am sorry to see that women are returning to high heels again," said an instructor in a dancing school. "For evening dress, of course, high heels have always been worn, but they have been altogether absent from the streets for six or seven years, and there has sprung up, as a result, an army of young women whose feet are perfect. These are the young women of 20 or 21, who changed from the heeless shoes of their childhood to grown-up shoes just at the time when the low heel became fashionable. Thus they have worn all their life shoes that were well made, and their ankles are round and small and strong in consequence, and their slender, supple feet do not incline to one side or the other, but set firm and true. The mothers of these girls have lately begun to wear walking skirts. Compare, in that costume, the feet and ankles of a mother and a daughter, and you will realize how much toward beautifying the race shoes wisely made have done for the younger generation. The mother's ankles seem, beside the daughter's, awkward. They wobble, and the feet, not setting firmly, wear down the shoes. Really, for the mother, a walking skirt is a give-away. But, hang it, the daughter, too, will look just as bad in a few years if she gets to wearing all the time flimsy, high-heeled shoes that you see so much of now."

Heard Over the Telephone.

"Is Pat O'Brien there?"
"No."
"Well, when he comes in, please tell him that his son-in-law is dead. I am his son-in-law, but not the one that's dead."

Pentone Gas Lamps 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.

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.

For 20 cents a Month

You can have the very best

Gas Light

Equal to

10 or 12 Coal Oil Lamps

anywhere if you will use the

BRILLIANT

Self-Making

GAS LAMPS

Over 90,000 in use. Guaranteed. Always right and ready for use.

The Brilliant Gas Lamp Co.,

42 State Street,

Chicago, Ill.

The lamps that always burn. Why do they? Because the generator is directly over the chimney, where the intense heat from the light keeps up Perfect generation. One gallon of gasoline runs this lamp 90 hours and gives you a 100 Candle Power light. It takes no sub-flame to keep up generation as all under generator lamps do. There are no needle valves to wear out your life. These lamps are simple and yet right in every way. We solicit a share of your orders.



PENTONE GAS LAMP CO.

2408

Front St.

Grand

Rapids,

Mich.

PRICE COMPLETE \$5.00.

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 19 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,

CRYERY, GLASS, LAMPS AND CHINA

112 MONROE ST., 2ND FLOOR, GRAND RAPIDS, MICH.

BETTER THAN EVER



50 CIGAR.

SOLD BY ALL JOBBERS.

Four Kinds of Goupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

THE STEADY PLODDER.

Plenty of Hard Work Is the Basis of Success.

That is why the steady plodder in business is the successful one. The man who is exceedingly brilliant at the beginning and is so startling in his first accomplishments somehow gets the idea into his head that there is no real necessity of trying to learn any more; that he is so far ahead of competitors and companions that it is superfluous on his part to attempt making new or different moves—in fact, he thinks that he already knows it all. He is the kind of a fellow who never ripens and who not only fails to do anything really extraordinary in actual life, but slides backward when he is congratulating himself on his wonderfully superior progression.

You know such fellows in business—everybody does; and you also know their peculiar and usual endings. They go flat some day, while the plodder, the man who didn't know very much to begin with, and was looking for chances to learn, has made a success and keeps pushing ahead. You have worked behind the counter with the extraordinary young man, the one who was expected by his friends to become a brilliant merchant. Do you recall any of those men who have ever succeeded? Perhaps their failure was not due so much to their lack of receptive power as to the idea in their heads that they didn't have to try to learn, that it would all come to them without any effort on their part. They are the supercilious, patronizing fellows aptly termed "smart Alecks." They are the fellows who are born to greatness and never acquire more than that which was born with them. They seldom get very far in merchandising, but if, by chance, they do push on through any amount of promotion, they ultimately make a flat failure somewhere, as a result of their overburdening knowledge.

Then there is the man who acquires smartness of the extraordinary kind. He is the fellow who was anxious to learn when he started in, and was not then considered of the extraordinary kind by either himself or acquaintances. He acquired power by promotion and he can't stand prosperity. He may be the head of a firm, he may be a superintendent, he may be a floorwalker, or he may be the chief clerk in an ordinary store. You are well acquainted with him wherever he may come in contact with you.

He is of the extraordinary kind now because he thinks that he is past learning. He feels self-assured and he knows a great deal more than those with whom he has to deal, and he considers it a superfluous effort to try to keep ahead of the people around him. He elevates himself to the high condition of mind wherein he thinks he can do as he pleases with everything in his charge and really does not need to ask advice or seek information from anyone—power over others makes him powerless over himself.

Some of this kind of extraordinary men think that they are pursuing a different course than that above mentioned, because they ask questions and talk over politics. The fact is, they pay no attention to what they learn by such means—they simply go at it and do as they please, just as they would have done without such action.

The over-smart one, too, is generally the one who has no time for the perusal of his trade journal. He is so saturated with business knowledge that he can

absorb no more—at least, such is his opinion. The methods by which others succeeded do not interest him, for the delusion that he knows it all blinds him to the lessons of experience and to all else but his own self-sufficiency. He even knows by instinct the newest things on the market, and even the latest announcements of wholesaler or manufacturer are scarcely deemed worthy of his attention. What are new ideas in window designs, new store plans, novel advertisements to him, when he recognizes no fountain of knowledge but himself? Business is a great leveler, however, and his fall from his airy pedestal will be sudden and decisive.

A certain merchant who was fortunate in the selection of the town and the time in which to launch his new business declared that he would engraft in that business the best things that he found from experience, from contact with others and from the co-operation of employees. His resolution was most excellent, but he gradually failed in its execution, because he persisted in doing as he pleased after going through what he called a system of finding out the best things to do. The fact was, he made up his mind what to do before he began his investigations, and never changed it. He failed to see his mistake and really thought he was pursuing a great policy, for he did a great deal of talking about his superior and co-operative plans and his ways of always doing the best thing.

He asked his employees to submit their ideas and suggestions to him, so that he might have an actual foundation of everyday experiences on which to make plans. This was a plan which met with hearty acceptance from the store people. They had many ways of doing business to suggest and many changes to be tried; but somehow those things were seldom acted on, not because they were all bad, but because the merchant had already made up his mind. The natural result was that the employees ceased their suggestions and began finding new places in houses where they felt that their efforts were counting. The merchant with such extraordinary ideas played a losing game and wondered why it was so.

The merchant who is willfully non-receptive and has fancied independence because of his supposed extraordinary knowledge is no worse than the one who thinks he is pursuing the right course and continues to do business in his own unswerving way.

Extraordinary genius should never be longed for by the young man who starts out with the expectation of succeeding, nor can he expect to acquire it from short experience. He must be always ready to learn and always ready to work for the success of the business that he is in, by whatever strength of effort may lie in his power.

The moment a man gets above actual work, that moment he begins to slide backward and shrink in his proportions. It is work that counts, the work that is not selected because of its ease, but because of its bearing on the results which must be brought out.

Persons who can not pick up a sheet of paper from the floor but send for a boy to do it instead, who sneak away and let some one else put up stock, who spend as much time straightening and smoothing their clothes as in attending customers, who have a particular aversion to a broom, who are too good to dust or who are averse to multitudinous duties which they are always shifting off

on some one else, and have a superior opinion of their own worth, are among those extraordinary young men who shrink when the test of actual worth comes.

The idea of some wonderful superiority which possesses the soul of some business men does not prove a fact when superiority is needed in them; their extraordinary worth is gone when that worth is most needed.

The fellow who plods along and finds nothing beneath him or to which he should not lend his strength when it counts for the upbuilding and success of business is the winner every time; instead of shrinking in activity he expands with the absorption and assimilation of everything which he can turn to usefulness. He is the man who is in business to learn all he can, and never thinks that he has learned or is capable of knowing it all.

Gladstone once said that every day of his life taught him how little he knew, and it is a good plan for the business man to underestimate rather than overestimate his accomplishments. He is a genius, indeed, who can not learn from others.

Quasi Relationship.

In Lenawee county the other day a couple bearing the same name were married. When the license was applied for the county clerk asked, as the law requires, if the bride and bridegroom were related. "Well, judge," responded the bridegroom, "we kinder are, an' we kinder ain't just what you might call relations. You see we were married together for quite a spell, but ma thought she wanted a divorce, an' now we are goin' to try it over again."

A dollar in the cash register is worth two charged on the ledger.

You ought to sell

LILY WHITE


"The flour the best cooks use"

VALLEY CITY MILLING CO., GRAND RAPIDS, MICH.

Write for Samples and Prices on
Street Car and Fine Feed Stuffs

DARRAH BROS. CO., Big Rapids, Mich.

A Convincing Argument



We manufacture Calendars.
We manufacture all kinds of Calendars.
We manufacture more Calendars than all other Calendar-makers in the Middle West
Is not this proof that the merchants have confidence in our ability to please them?
Is not this a good reason why you should send us your order?
Samples and prices for the asking.

Tradesman Company,
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.

WORLD'S BEST

S.C.W.

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

OLD RELIABLE **B.L.** CIGAR ALWAYS BEST.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - DECEMBER 19, 1900.

STATE OF MICHIGAN } ss.
County of Kent

John DeBoer, being duly sworn, de-
poses 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. 12, 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 fifteenth day of December, 1900.

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

THE OTHER SIDE.

With no desire and, certainly, with
no intention of invading the realm over
which with womanly grace and dignity
Dorothy Dix holds such unquestioned
sway, the Tradesman ventures to call
attention to that writer's article in the
present issue and to suggest that the
statements there made, with which it
most heartily concurs, are by no means
confined to the woman's world. Begin-
ning with finance, the man is quite as
averse to taking stock as she and when
the account pertains to the mental and
the moral, in matters peculiarly his
own, he does not hesitate to let things
drift and with a resignation equal to
martyrdom meekly suffers the conse-
quences which he might have averted
had he been so inclined.

The question of personal appearance
is suggested as a reason for taking
stock; but the man no less than the
woman will find it to his advantage to
do this. The beautiful woman and the
handsome man. There they stand to-
gether. Is he less conscious of his per-
sonal attractions than she of her beauty?
Does she depend more upon her heaven-
sent favor than he upon his? Nobody
will deny that the beautiful woman
draws the prize in life's lottery, but
does her brother fare worse than she? Is
it not true that, as the world goes, these
so-called prizes are so many dollars and
cents? In these very drawings is not
the innate emptiness of the one usually
on a par with that of the other, not a
dollar or its fraction being able to buy
an ounce or its fraction of real man-
hood or real womanhood? Equals from
equals leave equals is an axiom not
confined to mathematics and matri-
mony, where the equation stands; sim-
pleton plus millions equals simpleton
plus millions. A removal of the millions
from both members of the equation
leaves the plain mathematical fact:
simpleton equals simpleton.

One of the most commendable stock-
takings in the article is in the children
account. The trouble comes from an
overestimation of values; but even if
the mother love should decide that
Byron Smith's club foot and Milton
Jones' blindness bring the stock below
cost and that it had better find a place
on the bargain counter, would not the
father pride come promptly to the front
and insist that brains are better than
heels and eyes and that there shall not
be a markdown so long as he is senior
partner in the firm? Jack goes to Har-
vard and Dottie to Vassar. They stand
at the bars of those famous educational
pasture lands, knee-deep in clover, ut-
terly indifferent to their advantages, and
bellow to get out. They are luxuriously
sheltered and fed and carefully carded
every day for four full years. Then the
bars are let down and the same cattle,
only something older and bigger, but
cattle still, follow the old cowpath back
to the paternal barn—a result due to the
fact that the senior member of the firm
insisted that he knew brains when he
did not know beans and marked them
for the genuine article when they were
not that at all.

That is the most appalling condition
of things when, striking equals from
equals, the remainder leaves the sim-
pleton equal to genuine merit. It does
stand so sometimes. The equality is
then preserved by a wearisome pulling
of the simpleton up or, what is dreadful
to contemplate, a dragging of real merit
down. Is it not true that the simpleton
is a man quite as often as a woman;
and that from the altar to the grave
merit never lessens by a hair the stand-
ard of real worth which the worthy
woman brings as a bride from her father's
house to her husband's? Experi-
ence does not often write any such fact
as that when the simpleton is a man.

The taking of stock is a matter about
which there can be no question. Men
and women alike need it and no depart-
ment that deals with human life should
be free from it. The man in business
would be soon hopelessly at sea without
it. The household that finds the prac-
tice a needless trouble is not famous for
its thrift; and, no matter what the ship
or what the sea it sails, the vessel must
never lose its bearings if it is to reach
the destined port. How many bulks
now stranded on the rocks would be
plying their prosperous traffic, if there
had been a frequent taking of stock?
How many hopes, forever blasted,
would now be entering the harbor after
a prosperous voyage, with sails all set,
if the master had often consulted his
chart. Mankind too often forgets that
navigation is a science and he or she
who, with the hand at the wheel, trusts
to luck and not to the principles of that
science for guidance will find that there
the mistake was made, and made as
often, too, by the man as by the woman.

A man is lucky, after his purchases
for Christmas presents are made, if he
has money enough left to buy a pocket-
book for himself.

A lady crossing a muddy street must
hold up her train, if she has one; but it
is quite another thing to hold up a
railroad train.

Carnegie says the world is growing
better. He finds a great many cities
willing to accept the gift of a public
library.

Congress is a place where there is
always something doing, or somebody
being done.

THE WORLD'S HOLIDAY.

Christmas is the world's holiday. No
matter where its dawn begins that dawn
will be heralded by the Eastern star,
the sweep of wings and the song of the
angel host. The hills of Bethlehem
will catch the first faint gleam of the
coming glory, and westward, whenever
the morning breaks, nations and
tongues, like the shepherds and the
magi, will stand rejoicing and offering
"gifts, gold and frankincense and
myrrh." Prince and peasant, the wise
and the simple, riches and poverty, hear
and see and share the universal joy and
stand expectant around the manger
where sleeps the baby with whose com-
ing came "peace, good will towards
men." It is the world's homage to the
Child, freely rendered as affection al-
ways is, but from that time forth God
and the Child are one and the world
falls down at the cradle and worships.
So the single thought thrills the world,
so glad fingers twine the everliving
green of childhood and the incarnation,
so in feast and in song and with all sorts
of Christmas cheer we pledge ourselves
anew to the newborn king—the Deity
alike of home and heaven.

Among the devoted worshippers of
the cradle-enthroned Child none has
bent with more loving reverence than
Santa Claus, the Patron Saint of child-
hood. As old—he seems so—as the
wise men of the East—is he one of
them?—he caught the inspiration of the
gift-giving and so, although the fields
are brown with stubble or white with
snow, and although cold and storm are
abroad and the world is black with
gloom, into men's homes and hearts he
comes and brings "good tidings of
great joy." He kindles the Christmas
fires and, flooding the home with light,
they roar defiance to the tempest and
with blades and banners of flame beat
back the darkness besieging window
and door. He spreads in that radiant
firelight the abundant feast; and, best
of all, he rears the Christmas tree and
loads its willing branches with gifts,
not always gold and frankincense and
myrrh, but always what childhood most
craves—gifts that only travel from heart
to heart and always brought in Santa
Claus's sleigh.

There is an occasional discord heard
among the Christmas chimes to the
effect that it is hardly right for mother-
hood and fatherhood and falsehood to
join hands at Christmas time and, mak-
ing fact a myth, link the false with the
true and so teach guileless childhood its
first lesson of piety by means of a need-
less lie! Let not our hearts be troubled.
Has not He Himself proclaimed the
way? Manhood is only grown-up child-
hood and He, Christ the Incarnate, has
found no better way to teach His truths
than the parable. Can frail humanity
be blamed for following in His steps?
There comes a time, however, when the
fable is forgotten in the fact it teaches
and so, too, comes the time when Santa
Claus is only the parable that tells of
the heartwork of the Christmas time
with no thought of covering a lie; and
when that time comes more and more
should the idea spread that Santa Claus
is the commercial spirit of the age ran-
sacking the crevices and corners of the
earth for its choicest treasures to bring
them as fitting offerings to the manger
of the Bethlehem-born and so to the
childhood that since has been rocked in
His cradle.

It is the cynic who laughs at the idea
of a commercial Santa Claus. He does,
indeed, ransack the corners of the earth

for treasures—at a good rate per cent.
He builds factories and men work at
starving wages and their handcraft and
their braincraft are the delight of the
boys and girls, but the sleigh that
brings them to the appealing chimneys
goes back with the jolly old driver re-
joicing over the gains that his scheming
old heart has realized. That is your
commercial Santa Claus, having as
much to do with the spirit of the Christ-
mastide as old Marley had before he
dreamed his Christmas dream.

There are reasons for thinking that
the Christmas present at so much gain
per cent. has had its day. The form
without the substance is as hateful as it
is hollow. The prevailing exchange of
commercial values with the underlying
thought that it is, at least, no robbery
has gone on long enough. We can not
buy nor sell affection. A kiss may still
stand for its thirty pieces of silver and
words may be had at the same rate in
the world markets, but in the century
soon to dawn, if humanity can get only
back to the old love of the Christchild
and the genuine affection which centers
there, there will still be buying and
selling and gain getting, but the com-
mercial spirit will so affiliate with that
which permeates the Christmas song
that the old sordid spirit will be as dead
as the hateful forms that have hidden
it and the Santa Claus of the twentieth
century—a commercial one—will bend
in adoration before "the babe wrapped
in swaddling clothes and lying in a
manger." Gain is merciless and avar-
ice is cruel, but a little child shall lead
even them and we can trust childhood
at Christmastime to lead them to the
cradle of the Lord.

The question, "What is in a name?"
is variously answered according to cir-
cumstances. The people of one place
down on the Hudson River seem to
think there is a good deal in it and
that it is all bad. The citizens of Sing
Sing are holding mass meetings and
propose to petition the Legislature to
change their name to Ossining or any-
thing else that the lawmakers may
choose. They say that the state prison
is gradually but surely proving their
ruin. All the other cities, towns and
villages in Westchester county increased
during the last ten years, but Sing Sing
lost 1,414 in population. They claim
that no manufacturers will locate there
because they are then charged with hav-
ing prison made goods, which are un-
popular and not easily sold. Changing
the name will not change the proximity
of the prison nor the city's place on the
map. Ossining will be just as near the
prison as Sing Sing and it is doubtful
if any manufacturer who stays away for
the reasons given will locate there if the
desired change is accomplished.

The fool girl who exchanges her
wealth for a title and a cheap duke
thrown in can not expect to keep her
fortune from her husband in her own
name. The investment is in his name.

People who want to be always distin-
guishing themselves actually invent or-
ganizations for the purpose of being
elected to official positions.

The Chicago News philosopher re-
marks that modesty in a woman is like
the color in her cheek—decidedly be-
coming if not put on.

Good advice is wasted on highway-
men who are ready to hold up a railroad
train as an example.

MEN AND THE CHURCHES.

Why more men do not go to church is a theme much discussed. It is an indisputable fact that the feminine part of the population is more exercised about its soul's salvation and does a great deal more active church work than the men. This problem has puzzled pastors for years. Repeated attempts have been made to solve it, but none have permanently and satisfactorily succeeded. One George W. Cooke has been studying this question in Massachusetts. His figures show that in the Unitarian churches where he gathered statistics the attendance is one man to four women, in the Baptist churches one man to three women, and in the Universalist one man to two women. In other churches the ratio was as one to seven or eight, and in one instance out of a congregation of forty there were only three men. His general average and conclusion is that, taking one denomination with another, three women go to church for every man in the congregation.

It is unfortunate that, after paying so much attention to getting at the facts in a statistical way, no reasonable solution of the problem is suggested. Mr. Cooke gives it as his opinion that genuine first hand personal interest in religious questions was never greater than at the present time. He finds, moreover, that the number of persons who never attend church at all is not more than one in six or eight, but on the other hand that the number of regular attendants is not more than one in four of adult population. He declares, too, that in very few Massachusetts villages and cities is the total seating capacity of all the churches adequate for more than a quarter of the persons of church going age. This is of course another case where the supply is regulated by the demand. Another curious feature of his investigation is that the most conservative churches have the largest proportion of men and the distinctively liberal churches the smallest. Mr. Cooke expresses the opinion that "the trouble seems to be that the preachers are living in a world that no longer has an existence. The men of to-day are not thinking the thoughts that are uttered in the pulpits." This would seem to be rather contradictory of his conclusion that the liberal preachers are not the best patronized. Those who devote all their energy to denouncing the sinners described in the Old Testament can surely be classed as conservative, while those who speak on up to date topics would naturally be reckoned as liberal. It would appear that Mr. Cooke has made very exhaustive investigation, but that the practical suggestions based upon his statistics do not seem to justify the labor taken in preparing them.

THE NEGRO PROBLEM.

One of the problems which is pressing for solution, and to which more and more attention is being paid, is that which aims at better and more general education for the negro. The laws recently passed in some of the Southern States, which seek his disfranchisement and which practically accomplish it, have an educational qualification which very few colored men can meet. But aside from any political advantage which might come to the race through the exercise of the elective franchise, it is an indisputable fact that education is the prime essential if the blacks are to amount to anything in this country. They multiply with startling rapidity,

and if left in ignorance easily lapse into vice and may become a serious menace in the sections of the country where they are the most numerous. While foreign missionary societies are sending money across the seas to darkest Africa and to China, where they chase the missionaries out if unable to behead them, it is well worth while for patriotic Americans to do something for the dark people of the darkest sections in our own country.

Probably, and indeed without question, Booker T. Washington is the most eminent and thoroughly respected negro of his time. He believes that the salvation of his race lies in industrial education. What he has been doing at Tuskegee, and what is being done at Hampton Institute near Old Point Comfort, is work of the most commendable character. The fact remains, however, that what these and similar institutions are doing amounts after all to but precious little compared with the entire colored population of the Southern States. There is need for more general education than isolated institutions can provide. Dr. Backus, an eminent philanthropist and political economist of Brooklyn, advocates the improvement and the development of the district schools throughout the South through Northern contributions. At present their buildings are shabby and entirely inadequate, the teachers are many of them unqualified and incompetent. It is said that the intelligent young colored people of both sexes are especially ambitious to be teachers, and that if they could secure the requisite education for themselves no other employment is more attractive to them than that of instructing the negro children. Dr. Backus believes in establishing normal schools and helping those already in existence, in order to increase very materially the teaching force and thus carry the blessings of education to the tens and hundreds of thousands of blacks that sorely need it. Manual training and other forms of industrial education could and should accompany what is commonly called book learning. The people of the United States must face this problem and the sooner it is satisfactorily solved the better it will be for the country.

The gentleman who owns a spanking pair of horses and knows how to spin along a speedway, feeling the excitement of fast driving, will not exchange his team for an automobile and make a motorman of himself for the sake of a fad.

It is a mistake for a man to make his wife so happy that as soon as she gets married she quits worrying about her good looks.

A man is successful in society to the extent to which he forgets his clothes; a woman to the extent to which she doesn't.

Probably Noah hadn't had his wife in the ark five minutes before she had all the parlor furniture changed around.

The abusive beggar is ready to thank you or to curse you, according to what he gets or does not get.

It takes brain to have paresis and insomnia. Any fool may have stomach troubles.

A man laughs when he is amused, but a woman laughs because she has hysterics.

UNIVERSAL MILITARY SERVICE.

Although this country, as well as Great Britain, maintains a standing or regular army, these standing armies are composed of volunteers who enlist for a fixed term, and the efficiency of such armies is maintained by renewed enlistments, thereby forming a nucleus of old soldiers to leaven the lump of new men constantly enlisted. The countries of continental Europe, and most other countries as well, have larger standing armies than either this country or Great Britain; but such armies are raised by conscription, military service being compulsory.

It is fair to assume that the volunteer soldier who enlists for a specified term of his own free will will make a better soldier than the conscript, who would in most cases evade the military service if he could; but the advocates of universal military service hold that, under that system, the entire male population becomes trained in military exercises, and, consequently, the whole available fighting material of the country is eventually prepared for the necessities of war, which can not be the case where voluntary military service is in vogue.

Of course, it is possible in time of war for a country like this to put a large force of volunteers in the field; but it is undoubtedly true that these volunteers will be, for the most part, raw recruits, without organization and without the experience necessary to make soldiers from the very outset. As a preparation for war, the compulsory military service is undoubtedly the best, but it may be doubted if the state of preparedness for war is a compensation for the clog upon proper industrial development during peace which universal military service imposes by the withdrawal of so many able-bodied men from commerce and industry at an age when their service can be of the greatest advantage.

While compulsory military service would be obnoxious to our ideas of free government and hurtful to our commercial and industrial development, it is, nevertheless, plainly the duty of our lawmakers to provide as far as possible some substitute for the one undeniable advantage of universal military education. Every effort should be made to foster military training and instruction in our schools and colleges; our citizen soldiery should be encouraged, and everything possible done to make the young men of the country familiar with the use of arms and the habits of military discipline. All this is possible, and although such substitutes will not fully supply the instruction which universal military service provides, it will, nevertheless, go a long way towards doing so. The United States, with its immense population, could put millions of men under arms. It is important that these men should have at least some rudimentary knowledge of military life. That they may have this, the work of instruction should be commenced in the schools and continued later in the militia. Such a policy makes a large standing army less necessary and supplies the only advantage that can be derived from universal military service.

SUNSTROKE NOT AN ACCIDENT.

In these days of business enterprise there is opportunity to get insurance against almost any sort of loss. Death and fires are not the only contingencies guarded against. Plate glass, boilers, use and occupancy, accident and many other things are subjects of insurance.

Among the best patronized companies are those which undertake to pay for personal loss of time occasioned by accident, at so much a week and a sum certain to survivors in case the accident results in death. So many are there thus insured that decisions of cases affecting these questions are of general interest. One of the mishaps which may befall anybody in any section of the United States is sickness or death resulting from sunstroke, and it is a question which has come up in the courts whether sunstroke is an accident or a disease.

One of the latest cases of this kind was decided by the Kentucky Court of Appeals last month, where the defendant was the Railway Officials and Employes' Accident Association. The policy extended only to injury and death from "external, violent and accidental means," not including injuries or deaths caused or contributed to by disease. In the case at issue death was caused by a sunstroke suffered while in the discharge of duty as a railroad employe, and the opinion was that the insurance company was liable. The Kentucky case, however, differed from others in that it was expressly provided that the company should be liable for only one-fourth the amount of the policy if the disability or death was caused or contributed to by sunstroke or freezing while not in the discharge of duty. The court held that inasmuch as the policy provided one-fourth of insurance if the sunstroke occurred while not in the line of duty, it should be interpreted as meaning full liability if the sunstroke was received during the discharge of duty.

The courts and the medical authorities have held in previous cases that sunstroke is a disease, not an accident. It was up in the case of Dozier vs. Fidelity & Casualty Company of New York, reported 46 Fed. 446. There it was held that sunstroke is a term applied to the effect upon the central nervous system, and through it to other organs of the body, resulting from exposure to the sun or to overheated air. Sunstroke is a general term applied to certain results, the cause of which is not necessarily the direct rays of the sun and often results from overcrowded, close quarters or poorly ventilated rooms, and is experienced by people working in laundries, boiler rooms or other very hot places, but out of the reach of the sun. The physical condition of a person has much to do with the liability to sunstroke. Overwork, affections of the nervous system, intemperance, lack of cleanliness and other things make a person liable. The judge in writing his opinion on this point says: "With what propriety, therefore, can this malady be termed an accident any more than cholera, small pox, yellow fever or apoplexy?" Proper precaution will enable anybody to avoid sunstroke, but that can not be said of an injury resulting from a railroad catastrophe, a runaway horse or a limb-breaking fall. A sunstroke may be a calamity, but the courts hold that it is not an accident.

The self-made statesman never knows how well he can talk until he reads the speech made for him by a reporter. Then he is proud of himself and the reporter is forgotten.

Buffalo is getting more and more metropolitan, its divorce mill and crusade against vice ranking with the best of their class.

Dry Goods

The Dry Goods Market.

Staple Cottons—Heavy brown cotton goods in stocks are easy for buyers to buy but all goods to arrive are held very firmly. Lightweights are all very quiet. Bleached cottons are very quiet and show no new feature worthy of special notice. The sale of medium grades is fairly steady, but aside from this there is little business to be found. The market for all bleached goods remains firm, in spite of the quiet business that continues. Wide sheetings are in small supply and, in spite of small trading, are firm. Denims are in some request, but business is limited by small stocks and for the future prices are too high for the present feelings of the buyers. Ticks, checks, plaids, etc., are steady, but trading has been restricted by the attitude of the agents, who are not anxious to do business under the present unsettled conditions. Ducks are quiet, and prices firm and unchanged. In fact, with the exception of heavy brown cottons, the whole staple market wears an air of hostility toward the buyer, and the latter for some reason resents it.

Prints—Staples have been in light, steady demand, including indigo blues, turkey reeds, chocolates, mourning, etc. There has been, however, no special feature to note. Sheer fabrics, including organdies, batistes, etc., have been fair, but there are reported to be some slight changes in the prices in spots, but they are not made openly. In percales business has been quiet in all grades.

Ginghams—The gingham end of the market has shown relatively a good business, particularly for staple lines, and at regular quoted prices. In dress styles there has been slightly less business, but it has been, comparatively speaking, very fair, as have also been other woven patterned dress cottons.

Dress Goods—It is a very quiet market, free from all developments of interest. Some few orders are filtering in, but they lack volume. Skirting and suiting cloths are selling better than anything else. Suits agents are getting a fair number of sample piece orders. It is apparent that suitmakers are getting to follow more closely the example of clothiers in making their purchases. They desire to test the requirements of their trade on spring goods before placing orders of any size. Jobbers are doing a fair spring goods business, their orders not being sufficiently large to induce any duplicating of moment on their part. Retailers are too closely engaged with the holiday trade to give the attention they should to spring goods, and consequently the dress goods market does not give evidence of much life.

Underwear—A little flurry has been seen in the underwear division of the knit goods market during the past week on account of a slight drop in prices. These changes are on heavyweight wool goods for the fall of 1901. Beyond this, practically every branch of the knit goods business is quiet and without incident. The jobbing houses and the offices of the agents are practically bare of all buyers. The great trouble is with the almost unprecedented warmth of this season, which has been almost continuous up to the present time. Short spurts of cold weather improved business enough to show that there was something to be done if the

incentive of a cold atmosphere were only present to assist it. At present writing, however, it looks as though a great many stocks would be carried over. Under the circumstances, it is only natural that the buyer should show no anxiety about getting into the market. They say that even if the cold weather should come on now, it will not by any means make up for the lost time, and every day's delay makes the outlook worse.

Hosiery—Another quiet week has been experienced in the hosiery department, and little more is expected until after the first of January. What business has been in progress this week is confined to reorders for heavyweights and for fancy hosiery. With the advent of increased business, there will undoubtedly be some advances in prices, perhaps during the second week in January. This will probably affect fancies particularly, and perhaps several other lines. The outlook is reported to be extremely good for spring hosiery, and enough orders have already been booked to assure a good season. Fancies promise to be an exceptionally strong factor where they are in the right patterns. A good deal of business is being transacted just now for the January sales. This we commented upon last week as having been slow, and buyers did not realize that prices were liable to go up on them. The jobbers, however, have been holding forth baits in the way of job lots, and the buyers are beginning to realize that the time for business is drawing near.

Carpets—There is always a quiet trade during the holiday period in the regular carpet trade. Manufacturers continue to make up goods for deliveries, which will be made after January 1. The recent cut in prices of ingrain carpets has caused considerable anxiety on the part of some of the manufacturers, who have shut down many of their looms, and those who are running at full capacity are doing so at an actual loss. Recent developments in the ingrain trade show that the outlook for business is not as satisfactory as was expected, largely attributed to the cut in prices.

Smyrna Rugs—Are sold ahead for three months with some mills, and jobbers on this account have in some instances found difficulty in placing orders for quick delivery. Prices are being maintained.

Celebrated His First Business Anniversary.

Detroit, Dec. 12—Geo. A. Netscheke celebrated the first anniversary of his successful business career by banqueting several of the city representatives of the leading jobbing houses on Dec. 10. The spread was laid in the store, which was beautifully and artistically decorated with bright colored neckties, underwear, hosiery, etc., all harmonizing beautifully together. The sight was not only a novel one, but was grand to look upon. David R. Stocker, of A. Krolik & Co., was chosen toastmaster for the evening and in a very appropriate speech, thanked the host for the courtesy he has always shown to all the salesmen with whom he has come in contact. Toasts were responded to by Geo. A. Netscheke, Chas. E. Kaiser, Harry Leeberman, Bert W. Regner, Geo. S. Mortlock, Robert Lindsay and Geo. W. Hamilton. The evening was one not to be forgotten by those who attended, as the crowd was a jolly one and there was an abundance to drink and eat. The party broke up late in the morning—all feeling a little the worse for wear—but happy, as all were promised a spring order. It is to be hoped by the boys that other merchants will follow in Mr. Netscheke's footsteps.
Geo. W. Hamilton.

The Small Store's Chance.

All of the great stores were small at one time. Small stores will keep on developing into big ones. You would not expect a man to put an iron band around his business in order to prevent expansion, would you? There are according to statistics, a greater number of prosperous small stores in the city than ever before. What better proof do you want?

The department store is a natural product, evolved from conditions that exist as a result of fixed trade laws. Executive capacity, combined with command of capital, finds opportunity in these conditions, which are harmonious with the irresistible determination of the producer to meet the consumer directly, and of merchandise to find distribution along the lines of least resistance. Reduced prices stimulate consumption and increase employment, and it is sound opinion that the increased employment created by the department stores goes to women without curtailing that of men. In general it may be stated that larger retail stores have shortened the hours of labor, and by systematic discipline have made it lighter. The small store is harder upon the salesperson and clerk. The effects upon the character and capacity of the employes are good. A well ordered, modern retail store is a means of education in spelling, English language, system and method. Thus it becomes to the ambitious and serious employes, in a small way, a university, in which character is broadened by intelligent instruction practically applied.—John Wanamaker in Success.

No one has ever attempted to pull teeth by Christian science!

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.
E. J. BOOTH, Asst. Sec'y.

DIRECTORS.

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

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods,

Grand Rapids, Mich.

Our complete spring line will be ready

January 1, 1901.

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.

Clothing

How to Treat the Chronic Pricer.

The wise merchant is always careful to impress the people of his town with the fact that for him and his clerks, whatever may be the case in other stores of the town, it is "no trouble to show goods." He knows that the opportunity to display his wares to the man who is interested enough to ask to see them is one of the objects for which he advertises. Next to selling goods, the opportunity to put an article before people so as to make them think and talk about it is the thing that he desires. If he can not sell a man, it is worth his while to know that the man will go out of his store and say to all his friends, "They certainly do keep fine goods at Blank's."

Walking advertising mediums who advertise one's business in all places and whose influence is all the more powerful because it is exercised unconsciously are a means of advertising that is peculiarly valuable to the dealer. If any man is annoyed by the amount of time that it is sometimes necessary to devote to people who do not buy, he should take this fact into consideration:

These people are valuable aids in creating a reputation for him. They unconsciously influence public opinion in his favor. Very often the man who does intend to buy is led to patronize one place or another because he has heard its praises sung by some person who, he knows, is disinterested. A disinterested recommendation is the recommendation that always carries weight, and people who have not a cent to spend are often in a position to influence people who are valuable patrons. A tradesman should look upon every person who enters his store as either a possible patron or a person who can be utilized for the building up of his own reputation.

Some years ago a prominent politician in a large city was asked to make out a list of people of his acquaintance in the ward who could be depended upon to assist the party in the coming election. When he had handed in his list the chairman of the party was surprised to find that he had put down one of the wealthiest men of the district as a person to be assigned to the work of bringing voters to the polls, while another man equally wealthy was simply assessed for a large sum of money. He called the politician's attention to the fact and suggested that both men be assessed an equal sum. "No," was the reply; "the first man will not spend a cent of money for the cause, but he will devote any amount of time and influence to bringing people to the polls, while the second man will be glad to give any amount of money, provided that he is not asked to devote any time to the party. If we expect the same thing from both men, we shall fail to secure the assistance of one or the other, and our problem is to make every man count."

Exactly the same principle must be considered by the merchant. His problem is to make every man count either as a patron or as a man who influences patrons.

A shrewd man will make it his business to find out who the people are who come into his store and go out without purchasing. He will learn what people they are in a position to influence and what kind of an influence they exert or can be made to exert in his favor. If

he can use them to pull his chestnuts out of the fire he has a perfect right to do so.

If a dry goods man can get the town gossip to spend half an hour in his store looking at his goods and can talk to her so as to impress her properly with the articles that he shows her, he should rejoice over his good fortune. When he has the lady judiciously primed with advertising matter, he can let her depart with the knowledge that she will bring his goods to the attention of people who would never pay any attention to his written advertisement.

If the haberdasher or clothier can show to some man, who has the ear of his fellows, goods that excite his admiration, and at the same time are admirably suited to the needs of that man's friends, he should appreciate the opportunity to employ a sandwich man without paying him a salary.

Of course, such a method of advertising must be judicious, for some people bitterly resent being made instruments without their knowledge. And, too, goods must be displayed with regard to the acquaintance of the person in question. But a sharp man who knows how to handle men will not display goods without a knowledge of the advertising powers and limitations of the sightseer. While he will show such a person the thing that he requests to see he will also unobtrusively turn his attention to the thing that he wishes him to push. In other words, he will know his man and govern himself accordingly.

Some men may think that all this wire-pulling takes more time than it is worth. So it does unless a man knows how to play his cards. But if a merchant understands men and is enterprising enough to seek a return from everyone he meets in a business way, he will try to utilize the person who comes in to price goods, so that he shall not absolutely waste his time over him.

At the same time there are people who are unmitigated nuisances in a store. They buy nothing, or so little that their custom is worth nothing, they give a man a bad name whenever they can, and they either exert no influence at all or an unfavorable one, in the community. Such people should be given to understand that their custom is not wanted. In some cases it is wise to tell them so plainly; in other cases it is well to adopt toward them such a pointed manner that the inference to be drawn is unmistakable and effective.

One merchant dealt with two such people in the following manner. He said: "I had two patrons, if they can be called patrons, who were regular visitors. One was a young fellow, the other was past middle life. The young man would come in frequently and each time went through my entire collar stock, looked at all my goods, took up valuable time, and, after criticising my assortment of collars pretty exhaustively, purchased one collar. The other man came in regularly for three years, inspected my entire stock of spring underwear, took all the numbers and, after having got the counters well filled with mused up goods, went out without buying anything. One day when there was a rush the young fellow met me at the door and asked to be shown some collars. I said, 'I don't think that we have anything new to show you. We have bought no new styles since you were here last. Besides, you buy only one collar at a time and it is hardly worth our while to take down our entire stock

of collars and show them to you to sell one. I think, my friend, that it would be just as well for you to go somewhere else to buy your collars. We are in the habit of selling collars by the dozen to our trade, but we can't afford to keep a stock large enough to supply your needs. Really, you had better go somewhere else.' The fellow got mad and attempted to bluster, but he got out. I talked the same way to the other man. He also came in one busy day and asked me to show him some underwear. I said, 'Really, I don't think that it is worth your while to look over our stock. We have got in no new lines since you were here last and took all the numbers. I have watched you now for three years and I am inclined to think that you know our stock as well, and perhaps better, than I do. If you wish to buy some underwear this spring I shall be glad to sell you some. Perhaps after looking our stock over for three years without buying anything you may feel that you ought to buy, but I really think that, as our clerks are all busy and you know all about our stock anyway, it might be as well for you not to bother us.' He saw the point and went out without saying anything."

Such a course of action is sometimes necessary, but one needs to know his man before he talks to him in this fashion. After an experience of three years, however, a merchant should know how to show that he has a backbone, without injury to himself.

Most men are altogether too ready to antagonize people. When a man comes into a store and asks to see something, and, after looking at it and saying that he only wished to look at it, sees the fire die out of a salesman's eyes, the agility pass out of his movements and the smiling expression of his features give way to a mingled expression of disgust and indifference, he does not need to be told that he is not welcome. The proprietor of that store may advertise "no trouble to show goods" until the crack of doom, but that man's opinion is fixed. He has nothing good to say of the store, but something bad. When he wishes to buy he will go elsewhere. In any case, he becomes one of the factors that go to make up an unfavorable or hostile influence in the community.—Apparel Gazette.

A London paper estimates that "John Bull has worn out half a million of money in his pocket since the Queen came to the throne." The estimate is too low. The loss to the mint during the past eight years is said to have been at the rate of something like \$1,000 a day, but it must be understood in contemplating this fact that light coins have only been withdrawn from circulation since 1892 so that the daily \$1,000 represents the waste of all the previous years. In the first year of the calling in of light gold, the total value of the deficiency was over a quarter of a million sterling, an average of about fourpence on a sovereign.

SPECIALISTS FOR SPECIALISTS

That's our New Departure for spring, 1901. Throwing tremendous efforts into two particular lines of Men's Clothing to meet the demands of particular stores—the stores that make a specialty of selling

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

You certainly have a strong argument when you state to your customers that because you handle but one or two lines you are able to give better values than if you carried everything, and the argument holds good in point of fact. And the same argument holds good as far as we are concerned. Practically throwing every effort into these two lines of \$10 and \$15 clothing we are able to give you "better values for less money" than the other fellows. That means better satisfaction to your trade, and at the same time, more money in your pocket. This isn't "talky talk" but it's straight, downright truth, and we can prove it to the satisfaction of anybody.

In the Spring Line are mixtures, stripes, and checks in all the new colorings, in smooth and fancy worsteds and chevots in regular and military sack models. These suits are stylish and dressy in appearance, are thoroughly well built in every way, look well, wear well and are completely satisfying every time. Besides, we think you will find the prices enough lower to make that part of the argument alone convincing.

Looking costs nothing and we'll be glad to send you samples or have a representative call. You can do without our line for spring, but you can't make any money by doing so.

 Heavenrich Bros. 

BUSY TIMES

The express companies, mails, etc., are so busy during the latter part of this week it would be well to order now anything you are liable to want for the next week. Telephone us or wire us and your order will have immediate attention.

ROBES, BLANKETS,
HARNESS, ETC.

Brown & Sehler,

Grand Rapids, Mich.

WANTED

Merchants to handle our Fine Tailoring Sample Book, containing over 250 styles of the finest suitings, trouserings and spring overcoatings, ranging in price from \$6.50 and up. We cut and make every garment strictly to measure and guarantee a fit in every case. Our line for spring and summer, 1901, is now in preparation and will be ready for shipment January 1st. Write at once for sample book, terms, territory.

Warrington Woolen Worsted Mills,
Dept. 13, CHICAGO.

Shoes and Rubbers

How Sam Thornton Became "Sam Santa Claus."

Two weeks yet to Christmas, but already the snow was on the ground and the frost was mighty nipping at nights. Bad weather for the poor and homeless, bad for the man with a thin coat and thinner shoes, bad for all mankind lacking food, warm clothing and shelter. But it was bully weather in the opinion of Sam Thornton, one of the most prosperous salesmen in the employ of the prosperous jobbing house of Duck & Dongola, of Duane street. Sam knew his "good" seasons well, and what early snow and plenty of it meant to the shoe business. The past four weeks had been cold, snowy and slushy. Rubbers had been "on the jump," and he was picking up duplicate orders in his metropolitan territory.

He was just leaving a down town hostelry after a good lunch when he was stopped on Broadway by a woman who had one child in her arms, and another of about 6 years at her side. She was comely and neat in her appearance, but her face, once beautiful, now bore the marks of sadness and suffering. The woman wanted to know her way.

"Please, sir," she said, "can you direct me to Staten Island Ferry?"

"Why, just take any of these Broadway cars going south," replied Thornton. "It is only about a mile from here."

Sam was moving on, when something about her attracted his attention.

"Excuse my asking the question," he said in a low voice, "I don't want to offend you, madam, but, have you got the carfare?"

"Oh, yes, sir," replied the woman, crimsoning, but she moved as if to continue her walk down Broadway. Sam watched her cross Reade street. He also noticed that, although apparently tired out, the woman did not attempt to put the little 4-year-old girl out of her arms to let her walk by herself. The little boy at her side wore an iron foot-brace and his walk was evidently painful to him.

Sam walked rapidly after the woman. He placed his hand on her shoulder and, amid the jangle of the street cars, shouted to her:

"I'm just going down Broadway myself." He took her by the arm and motioned the south-bound car to stop. Before she knew it he had placed her and the children in comfortable seats and sat down beside her, and eight minutes brought them to their destination.

As he took her out of the car, Sam asked her what part of Staten Island she wanted to go to. Before she had time to reply he again took her gently by the arm and guided her into a small restaurant.

"You are very weak and white," he said to her, "and it is a long way to Staten Island on a chilly day like this. Just sit down and have a cup of nice hot tea and something to eat. You will feel all the better for it."

The woman looked at him speechlessly-grateful. He ordered tea and ham and eggs for her, and another portion for the two children, the younger of whom he had taken on his knee. The child in answer to his question told him her name was Elsie, "same as mamma's," that she came from Chicago and that they had been all night and all day on the train and were going to try and find their uncle, a shoe dealer at Stapleton.

The mother, during her meal, was quietly weeping tears of gratitude, and when Thornton after a while asked her for the uncle's name he found, to his sorrow, that it was a man whom he knew well, but who was in very poor circumstances. The woman's story was very brief:

Her husband, a retail grocer of Chicago, had died seven months previously and had left her totally unprovided for. She had managed to exist for a little while, but at last her money gave out and she made up her mind to reach her brother and ask him to take her in. She was a woman of about twenty-eight, of excellent figure and handsome, although sad, face. She was evidently well educated and her children and herself were scrupulously neat in their attire.

Sam heard the whole story and felt very sorry. He knew that the man she was going to had a large family of his own for which it was difficult for him to make ends meet. Indeed his own house was just pressing for a bill of ninety-odd dollars and he knew that Blatchly was trying to make it up that very week.

But Sam was deeply interested in the widow's troubles and when she told him that on her arrival at the Grand Central depot she had only fifty cents in her possession, and had determined to walk to Staten Island ferry, he almost broke down himself.

"Well, Mrs. Foster," he said, kindly (the widow had told him her name), "I know your brother, Jem Blatchly, well enough, but I must tell you that he is very poor. However, I will give you a letter to him and I think I will be down there myself next week."

Sam pulled out his fountain pen and scribbled the following:

Friend Blatchly—Curiously enough, your sister and her children stopped me on Broadway to ask their way to Staten Island. Noticing that she was very faint I made her go have a cup of tea. Then she told me whom she was going to see. I know your troubles, Jem, but we must not forget that hers are greater. Now listen, Jem. She is your sister and that fact alone will make you take her in. Don't worry about our bill for a month longer, I will fix it. Meanwhile I enclose a "V." Will see you Monday. Yours,

Sam Thornton (Duck & Dongola).

"Now, Mrs. Foster, let me see you to your boat," said Sam. When the boat came in he gave her the letter, raised his hat and left her, still weeping her thanks, on board. When he got on an uptown car he soliloquized thus:

"Well, Sammy Thornton, a nice darned fool you have made of yourself again! Courted four girls up to date and every one jilted you! Served you right, you ass! What the deuce do you know about women, anyhow? Why don't you stick to shoes? This time it's a widow—a Niobe, who is too busy crying to give you a smile of thanks. You have already expended six good 'plunks,' two hours' time, and are going to ask favors for her brother. You always were a darned fool, anyway!"

But somehow Sam didn't feel like a fool, but he did feel very much elated when, the next morning, he received a letter from Jem Blatchly, thanking him heartily for his many evidences of friendship and saying that his sister was so full of gratitude that she could not trust herself to write, but would be very glad to see him whenever he called.

Sam was there early on Monday. He stayed around there all day, telling Jem how he thought his business might be improved, and getting an occasional

Premier

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

No. 2410 is one of them

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

Geo. H. Reeder & Co.

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

Rindge, Kalmbach, Logie & Co.,

*Manufacturers and
Jobbers of*

Boots and Shoes

Grand Rapids, - Michigan.

Agents Boston Rubber Shoe Co.

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.

American

Rubbers



Princess

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

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

Write for prices

A. H. KRUM & CO.

Detroit, Mich.



Sensible Over

look and smile from Elsie (the elder). He promised to see about a new foot "brace" for Arthur in New York, and astonished Blatchly by saying that he would be down on Wednesday night and would bring with him the small order of "sizes" that Jem wanted.

And he did go down on Wednesday and again on Friday and Sunday, and every time he went down he took some little thing for the children and something useful for the little widow, and so they all gave him the name of "Sam Santa Claus," even before Christmas came. On that eventful eve, however, Sam was not the sole dispenser of gifts. After the festivities were over at Jem's and the children put away in their little cot to sleep, the widow walked to the end of the lane with Sam, and he told her a whole lot of rubbish about his being a lonely bachelor, in a good position, but with no real home beyond a boarding house, and he spun her a whole lot of yarns about his feelings and his love for her and, yes, and do you know that the widow actually believed him? Anyhow, they were married in the spring, and at the happy home nobody calls Mr. Thornton anything but "Sam Santa Claus" all the year.

Of course a lot of you who read this will say that it is "only a yarn," but there are some people about these parts who know it to be true.—John S. Grey in Boot and Shoe Recorder.

Window Trims Adapted to Up-to-Date Shoe Stores.

I have been told that window trimming, in its early stages, was regarded as a means of beautifying the front. And I think the man who told me was right. It has developed, however, into what is known to-day as an advertisement that sells more shoes than any other advertising medium known to retailers and stands pre-eminently without a rival. Not only the retailer of shoes has sought this mode of advertising, but some of the greatest retailers of dry goods have learned that good window displays have an unlimited capacity to sell goods.

* * *

I have a proof of the efficacy of style in imparting value to shoes, even in wayback towns, in the artificial value which the fad for gold as a decoration has given to every old shelf-worn razor-toed shoe which has a gilt button sewed to it. Shoes that for six years have lain unnoticed and neglected are now being brought to light, pressed into service with gold buttons on the flap, to supply the needs created by this latest fad.

* * *

Your window, like a bride brought to her husband's home for the first time, must be capable of making a good first impression. First impressions are everything. A few striking styles, well displayed, are far better than a whole window crowded with ordinary styles. Many people will not select the higher priced shoes, but will judge your stock by the impression made by the better shoes. To give the shoes the most striking appearance, run the backgrounds light. One of the handsomest color combinations for bringing out the effectiveness of mannish shoes was a plain tan background with golden brown draped along the top. Fall is the season of bright yellows, golden browns and rich carmine reds, as you know, with subdued greens for backgrounds. Work along these colors now and your windows will appear seasonable.

* * *

Use mirrors in displaying your shoes

in these windows, but don't, whatever you do, put in too many shoes. You can put in as many mirrors as you please. Mirrors are especially adapted to drawing the attention of the gentle sex.

A woman wants to see every side of a shoe. If you can arrange it so that the back will show in a mirror you have won additional glances from her. I am told that in Boston one store has a woman as window-trimmer, and it would surprise you, it is said, to see how few shoes she puts in her windows. Her windows compare favorably with those of any man.

* * *

Talk to your clerk as you would talk to your brother. Let your words make upon him an impression. When he notes your genuine interest in his success, as betokened by your serious talk, go on to point out how he may make some of his slow-going customers feel the same way toward him, by persistent, cheerful and kindly talk along the lines of their own welfare. No one can be harmed by this. Scarcely any one can fail to be benefited. It would be well before talking with your clerk in this connection to prepare a sample conversation between him and a typical easy-going customer—a customer that doesn't pay up. All clerks do not readily adapt themselves to untamilar subjects, and you will not be firing in the air if you give him tangible evidence that you are not merely "jollyng." With this sample talk in his pocket he feels a degree of assurance that might otherwise be lacking.

* * *

I will tell you how to arrange a good autumn display in your window and in your store. Secure a lot of white, yellow and red corn on the ear and with the husks on. Strip the husks back, but don't pull them off of the ear-stalk. Braid the husks until you have several hundred feet of drapery. Hang these in festoons over the aisles in the store and put a border about each window. Tie a single small ear over each price card, or, if you live where they don't grow small ears, split large ones lengthwise, or in sections crosswise, and cut price cards to fit the shape of the cob. And you will discover from your friends that you have suggested a vision of fall in a most taking way.

I believe in making the shoes in a window look costly whether they are costly or not. I like to see shoes well polished and stretched over a shoe form. And imparting to the shoes a rich appearance is one of the points every successful trimmer strives for. The appearance of a shoe in a window has more to do with its sale than many retailers are aware of, judging from some of the displays I have seen. It is safe to say that window displays along busy retail streets sell more shoes than the salespeople do. People select the style of shoe from those displayed in the window before entering the store. If you wish to verify this, spot one of the many men you see looking into shoe windows. If he leaves the window, follow him and see if he doesn't pass by windows until he strikes another shoe display. He may look over several lines, but all of a sudden he starts into the store and you can rest assured he has his mind on a certain style.

* * *

The retailer who is always looking for cheap help makes a big mistake. The clerk who works for almost nothing is rarely worth more than he gets. Avoid, Mr. Retailer, cheap people; surround yourself with good material. Don't tie their hands with small salaries.—Shoe and Leather Facts.

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.

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.

Clerks' Corner.

Another Heart Made Glad Before Christmas.

Written for the Tradesman.

"This is the weather that touches up a fellow's nose and gives an extra twist to his ears," exclaimed Carl, as he shut the store door and stamped the snow from his boots. "I like it, though, I just like to muffle up and go out and take the wind in my face and stomp the storm to do its worst. You see, I've never done it before. I can't remember when I haven't been all doubled up with the cold, and when I had to get out where it had a good chance at me, up would come my shoulders and down would go my head and anybody could tell where I was by the chatter of my teeth. I started in that way this winter and I thought it was going to be the regular thing. Remember how I danced on one foot Thanksgiving morning? I thought the reason why you didn't was because you were older. I have found out the difference now; and when I get into my overcoat and button 'er up I'm as warm as a milk cart with a stove in it. I wouldn't have believed there could be all that difference and it's made me wonder more than ever how I've lived through it; and now that that is over I wonder how the other kids are going to stand it through the winter.

"I met little Tommy Holmes carrying milk this morning and his face was fairly purple with the cold. He hadn't a sign of a mitten on and the little bit of a collar he tried to turn up wasn't wide enough to hide the thin cotton shirt he had on. I know how it is for I've been there, and it seems to me that I can't turn what little I can afford to to better account than to make the kid understand what some warm underwear is. I'm not going to wait 'til Christmas either—if this weather keeps on he'll freeze to death; and if you don't object I'd like to get him in here sometime to-day and rig 'im out. You could let me have 'em at cost, couldn't you, and take the price out of my week's wages? What do you say? May I?"

The Old Man was hearing but apparently he wasn't heeding a cent's worth. He took out a little memorandum book from his vestpocket and, holding it open in one hand and twirling a lead pencil between his teeth with the other, was glancing over a list of names that he had written down from time to time.

"Oh, yes, here it is—Holmes. Yes, get him in here. He can't have the things on any too soon. He always has half a dozen or so places to go with his milk and the last one takes him over to the Norrises." Watch out and when he goes by get him in here. Shake down the fire in the back store and he can put 'em on in there. We'll begin Christmas a fortnight earlier this year and give old Kriss Kringle a shock that'll jar 'im! I never did like the idea of keeping anybody suffering for anything just for the sake of waiting until Christmas to give it. It's too much like a man's waiting until after he's dead to find out that he had a whole funeral procession of friends, with no end of wreaths and crosses and 'Gates ajar' to pile up on him in the meetin' house and graveyard. The evergreens and the holly are all right; but they are not wery fillin' nor warm-in'.—There the kid comes now. Soon's he comes in you'd better be seeing to the back room fire. He'll be less shy if

I tackle him alone, and you can come in as soon as the chill is off."

A minute later a thin, hungry-looking, half-clad, ten year old boy, shivering with cold, was standing by the big warm-hearted stove that fairly mantled him with warmth.

"My! but it's nice to get in here out of the cold. It's just awful this morning," piped a thin childish voice that ought to be giving vigorous promise of a not-far-off bass. "You see, I couldn't find my comforter and my mother's knitting me some mittens and they ain't done yet and it's a long way to the Norrises'. I hain't had any breakfast yet—it makes a big difference, you know, about being cold when you're hungry, and, you see, these sleeves are too short and wher a feller's wrists git cold he's glad enough to git in a store where it's warm."

The child's talk would have been laughable had the case not been so pitiable; and the Old Man, under pretense of chafing the boy's benumbed hands, took that method to find out if what Carl had said was quite as bad as he feared. There was no doubt about it. A much patched jacket, really outgrown a year ago, was all that protected the boy from the cold, the thin cotton shirt doing little to keep the pinched little piece of humanity warm. Under the circumstances, however, the storekeeper could not resist taking a little toll from his grist and began to compliment the boy upon the rich red that the cold had painted his cheeks, wondering in the meantime what the store possessed that could be readily transformed into a breakfast. Carl had anticipated the thought and, with lifted eyebrows, was standing in the back store door, holding up a can of soup. A nod settled that and a few minutes later when the clerk came in with a bowl of the hot canned goods the boy was doing his best to explain why the cold so got the start of a feller.

"I guess you know who I am and where I live and so you know that mamma is doing all she can for all of us. I'm the biggest and so I have to help her every way I can; and when she thinks I'm getting along all right, you see, she doesn't worry so much, and I just show her that the cold can't stump me. I'm young and tough and can stand a lot of it; but she sees through some of my make-believes that I wish she didn't. She saw me shivering the other day and thought it was because my shirt was thin. 'Twas, I guess, but it doesn't make me any warmer to know that she made me a shirt out of her night gown—that makes a fellow feel mean, no—w—I—t—ell you!"

"Bring on your soup and don't stand there like a-a fool!" shouted Old Man Means to Carl, at the same time making a sudden move for his handkerchief. "Get some of those crackers you and I like so. One of those soap boxes will answer for a seat and we'll see if we can't get the frost out of this young man's marrow. Sit down there, youngster, and be careful that you don't scald yourself."

The hungry boy obeyed. The bowlful of soup was followed by another and then with a, "My! but that's good. Thank you, sir," he reached for his milk pail.

"That's all right, Tommy; but we can do better than that. Come into the back store here and see what Carl has found for you. There—how's that? Little too big. Try this. Good. Now you get behind that barrel over there

and get these next to your skin just as soon as the Lord'll let you. Don't stare—git!"

What could a poor little boy like that do with two big-fisted fellows standing over him but do exactly what they told him to do? He put on the garment and then Carl handed him a shirt that wasn't made out of a night gown and he put that on and the rest of the bill of fare.

"It's a new everything but boy, ain't it?" he said. "Is it for keeps? Because if it ain't, mamma will cry her eyes out to have me go back again to my old—duds, and I'd rather take these right off now than have her do that. I'm doing ail I can not to have her do that. She said this morning, when I tried to pull down my jacket sleeves and they wouldn't stay, that she was afraid there was too much boy for her to cover up; and then that awful look came into her face and I said, 'That's all right, many, for that's where the man begins.' I was glad I thought to say that, for she began to laugh then, and that's a good deal better than crying, don't you think so? I guess I'll have to go now, or they'll all be wondering what has become of me. They won't know me when they see me—will they?—and it'll be just like mamma to sit down and cry. I wish women didn't do that when they are glad, but she does and when she stops it seems to have done her good. I can't thank you the right way, Mr. Means, but she can, and I guess she'll come over right after breakfast. Good bye, both of you. When I get to be a man I'm going to keep store just like this and then I'll pay you back!"

With that he took up his milk pail, too happy to notice that it was heavier than when he put it down, and an instant later was trotting homeward as fast as his legs could carry him.

"He looks like a Bologna sausage with legs!" said Old Man Means as he watched him out of sight. "You'd better take over enough stuff so he can have a change, Carl; and, by the way, slip in a couple of night gowns for his mother. That's what knocked the spots out of me!"

"All right. That makes twice this year. Whom else you going to whack with that Golden Rule business? I'll tell you what it is, Old Man: one of these days when we all get after you, you'll find there's a 'Kingdom Come' on this side of the River as well as on the other."

"Well, 'Sufficient unto the day is the evil thereof.' In the meantime, you'd better be looking after the Smiths' potatoes." Richard Malcolm Strong.

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

Plasticon

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

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

Bug Finish

The effective Potato Bug Exterminator.

Land Plaster

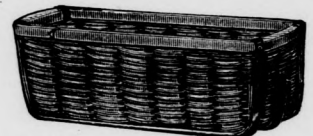
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Is conceded. Uncle Sam knows it and uses them by the thousand.

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

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.

Ingenious Tactics Adopted by an Ambitious Grocer.

Ostrich plumes, sealskin, silk-lined skirt and a pretty tip-tilted, twenty-five-year-or-so nose, after the articles were paid for, quietly left the store. As the catch clicked the grocer squinted one eye. "Good pay, free buyer, but she was not always thus. Her head has come forward a little and her chin is on the level. Lived a year or two in Europe and talks German and French and is proud of it. Lives right over here. Began her monkey shines by running in when she was in a hurry, running up a bill and getting mad when she was asked to settle and then finding fault with every-thing she bought.

"It began with milk. What I sell wasn't good enough for Her Highness only Sunday mornings and she'd come over and get the milk and never had any change. That was the entering wedge. She'd see something she wanted, take it and find she'd left her purse at home. Well, you see, I'm running a cash grocery and it don't make any difference to me how long my customers have lived abroad nor how many languages they speak—if they don't talk United States enough to pay their bills in that language I've no use for 'em.

"Well, things were going on in that way until I began to want my money. She didn't offer to pay and I began to get nettled and to notice things more. A man can go all day with a shoe peg sticking into him and he doesn't notice much until it gets pretty sore and finally when he can't stand it any longer that shoe comes off and that blamed peg is taken out. As I watched things out the corner of my eye I began to see something: My Lady was making me a sort of a convenience. The fact that she traded here was for me a great card—oh, yes! To have her come in and buy something when she couldn't go anywhere else was a great advertisement and was going to make my fortune, don't you see, and so I could afford to let her have what she wanted and charge it.

"I would have put up with that awhile longer, but when she began to find fault with what she bought and tell what she could get it for somewhere else at a more reasonable rate—that's what she called it, 'a more reasonable rate'—I made up my mind that that shoe peg had been worriting me about long enough. So I makes out a bill and sends her over. That brings My Lady right in with a little shawl over 'er head. You may not know it, but when your high and mighty folks come in with that sort of thing over their heads they don't have their kid gloves on and they start right in.

"It seems to me you've a pretty long bill," says she, and she didn't look as if she wanted to kiss me, either.

"Yes," says I, 'it's almost as long as the time you've let it run,' and I don't believe I looked just then as if I wanted to be kissed.

"Your milk and cream were sour about half the time," says she and her eyes begins to snap.

"They'd b'en sour t'other half," says I, 'if you'd left 'em from five o'clock 'til nine in the sun on that back porch o' yours. You hain't got nothin' to complain of,' says I, 'ceptin' my lettin' your bill run on for three months, without your paying a single cent.'

"There are things down here I never had."

"You look at the date, ma'am, and you'll see your girl come over and got 'em on Sundays when you couldn't 'a' got 'em anywhere else."

"And you can see for yourself what you charged for 'em. I could have bought 'em for a third less. Butter and eggs and vegetables at those prices! It's perfectly outrageous."

"It's mighty queer," says I, 'that you've just found it out; and it didn't seem to occur to you when you were buying those inferior goods at those outrageous prices that this is a free country and you can trade where you got a mind to. I'll tell you what you better do,' says I, for I began to be a little warm under the collar, 'you'd better square that bill and then, when you buy anything and pay cash for it, you'll know what you're buying, or your girl will, and you can get it where you can buy cheapest. Shall I receipt the bill, ma'am?'

"She looked at me a minute and then began to laugh.

"Yes, you may," says she. 'The fact is, I didn't know the bill had been running so long—I didn't think anything about it—and I really wish you had sent it to me before.'

"She paid the bill and left; and now when she wants anything she pays cash for it and when anything comes in that I think she specially likes I let her have a chance at it first and we're getting along first rate. She's got over putting on airs, and she's got through sticking up her nose, and I guess I get as much of her trade as I've got a right to.

"That's the way with 'em. Nine times out o' ten I don't s'pose they mean anything; but by Jingo! when that tenth time comes they don't want to tackle me. Now the whole thing amuses me; and the other day a man I never saw before come in here to do a little trading and before he left he said Mrs. Overly Nice sent him, 'if he wanted to trade with somebody he could rely on.' That's the way it goes; and if a man can make a good friend out of an—well, not exactly an enemy, but along in that line, he'll prosper. As an advertisement there's nothing like it and the kind that comes to you in that way are about sure to stay."

Why Some Men Die Poor.

In a Down East village store the wise-aces sat in council on the nail kegs and cracker boxes.

"I'll tell you just what kind of a man Tom Jones was," said the chief critic, a sharp-eyed but not unkindly son of the soil. "He's dead now, and we can't hurt him by what we say, and I might as well speak plain out."

"He never got on in the world, and there was a mighty good reason for it. Fact is, he never did anything so 'twould stay done."

"He was a good worker; he lived on the next farm to me a dozen years, and I can testify that he wasn't lazy. He would mow, for instance, and was careful to pick up every stone in front of his scythe. He'd pick it up and carefully lay it out of the way behind him. Next year, when he came to mow that field, he'd pick up the same stones again and lay them behind him, and that way he picked those stones over and over year after year."

"That way of doing things gave him a good chance to work hard and die poor and that was what ailed him all through life."

The total value of trade in toys has grown to tremendous proportions. Accurate figures are not attainable, but experts estimate that the American people buy annually between \$15,000,000 and \$20,000,000 worth. Of this sum about one-third goes to foreign markets.

To offset this importation the domestic manufacturers have begun to invade the European markets. Iron toys, which we make better than any nation in the world, are sent in large quantities, especially to England. Our tin toys, too, are beginning to make their way abroad, thanks to their general superiority. Between five and six million games are turned out every year, and most of them remain in the United States. Many of these games are variations on checkers. Scores of people are busily at work day in and day out devising new games. Few things are more profitable than a successful invention in this line. Dr. George H. Monks, of Boston, who invented the game of "Halma," has received over \$25,000 in royalties during the past twelve years.

Catching the Public.

Manager—I've marked that consignment of trunks to sell at \$4.70.

Proprietor—Stupid! Everybody will notice at once that that would make a \$5 bill look like 30 cents. Change it to \$4.69.

Crockery and Glassware.

AKRON STONEWARE.

Butters	
½ gal., per doz.	52
2 to 6 gal., per gal.	6½
8 gal. each	55
10 gal. each	70
12 gal. each	84
15 gal. meat-tubs, each	1 20
20 gal. meat-tubs, each	1 60
25 gal. meat-tubs, each	2 25
30 gal. n eat-tubs, each	2 70

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

Milkpans	
½ gal. flat or rd. bot., per doz.	52
1 gal. flat or rd. bot., each	6½

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

Stewpans	
½ gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10

Jugs	
½ gal. per doz.	64
¾ gal. per doz.	48
1 to 5 gal., per gal.	8

Sealing Wax	
5 lbs. in package, per lb.	2

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

LAMP CHIMNEYS—Seconds	
No. 0 Sun.	1 50
No. 1 Sun.	1 66
No. 2 Sun.	2 36

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

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

Pearl Top	
No. 1 Sun, wrapped and labeled.	4 00
No. 2 Sun, wrapped and labeled.	5 00
No. 2 hinge, wrapped and labeled.	5 10
No. 2 Sun, "Small Bulb," for Globe Lamps.	80

La Bastie	
No. 1 Sun, plain bulb, per doz.	90
No. 2 Sun, plain bulb, per doz.	1 15
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60

Rochester	
No. 1 Lime (65c doz)	3 50
No. 2 Lime (70c doz)	3 75
No. 2 Flint (80c doz)	4 70

Electric	
No. 2 Lime (70c doz)	3 75
No. 2 Flint (80c doz)	4 40

OIL CANS	
1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout, per doz.	1 58
2 gal. galv. iron with spout, per doz.	2 78
3 gal. galv. iron with spout, per doz.	3 75
5 gal. galv. iron with spout, per doz.	4 85
3 gal. galv. iron with faucet, per doz.	4 25
5 gal. galv. iron with faucet, per doz.	4 95
5 gal. Tiltng cans.	7 25
5 gal. galv. iron Nacefas	9 00

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

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

LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 10c	45
No. 0 Tub., cases 2 doz. each, box, 15c	45
No. 0 Tub., bbls 5 doz. each, per bbl.	2 00
No. 0 Tub., Bull's eye, cases 1 doz. each	1 25

GAS READING LAMPS



No wick, no oil, no trouble—always ready. A Gas Reading Lamp is the most satisfactory kind to use.

A complete lamp including tubing and genuine Welsbach Mantles and Welsbach lamps as low as \$3.

Suitable for offices and stores as well.

GRAND RAPIDS GAS LIGHT CO.,
Pearl and Ottawa Sts.

William Reid

Importer and Jobber of Polished Plate, Window and Ornamental

Glass

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

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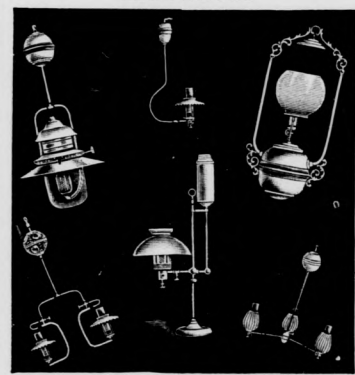
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Cheap and Effective.
Send for samples and prices.

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

The New White Light Gas Lamp Co. ILLUMINATORS.



More brilliant and fifteen times cheaper than electricity. The coming light of the future for homes, stores and churches. They are odorless, smokeless, ornamental, portable, durable, inexpensive and absolutely safe. Dealers and agents be judicious and write us for catalogue. Big money in selling our lamps. Live people want light, dead ones don't need any. We have twenty different designs, both pressure and gravity, including the best lighting system for stores and churches. Mantles and Welsbach supplies at wholesale prices.

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

Butter and Eggs

Observations by a Gotham Egg Man.

An interesting case has recently been tried in the Court of General Sessions of this city before Judge Forster. It seems that some time last winter a young man calling himself Hart, who had been connected with Schoenfield & Loeb Produce Co., of Jacksonville, Ill., went to Chillicothe, Mo., and entered into business relations with A. Loenstein, a large shipper of eggs at that place. Last spring Hart, whose real name now proves to have been Steinhart, represented to Mr. Loenstein that he could place egg shipments to advantage in New York and save a large part of the expense of selling, and as the plan looked feasible Mr. Loenstein sent Steinhart to New York to sell eggs. In New York Hart represented himself to numerous commission houses as an agent of A. Loenstein, soliciting orders for eggs. Later he returned to Chillicothe and induced Mr. Loenstein to consign the shipments to him directly, claiming some advantage in conducting the business in that way. When Steinhart came back to New York he sold a car of eggs to a local merchant and requested payment in money; this was complied with and the value of the car went into the young man's pockets in bills. Only a small part of the money was returned to A. Loenstein, and after a time Steinhart wrote to his principals that he had found a fine opening in the Transvaal and that he was about to sail for South Africa. But it appears that the South African steamers led up to the "Tenderloin" and the race tracks and between the two the egg money didn't last long. A representative of A. Loenstein, Mr. M. W. Browne, came on and started after the would-be Boer. Mr. Browne ran the man down at the hotel Bartholdi, and then getting a line on his habits had him arrested and brought to trial as above stated. The young man's defense was that Loenstein sold him the eggs, while a number of commission men were called on to testify that he had represented himself to them merely as an agent of Loenstein. Steinhart was convicted of larceny in the first degree and on Monday was sentenced by Judge Forster to three and a half years' hard labor at Sing Sing. Mr. Browne has spent much time and money in prosecuting the case and certainly deserves the thanks of this community for ridding it of a scoundrel of the first water.

* * *

The receipts of fresh gathered eggs coming into New York lately from the West and South appear to have been raked out of the country with a fine tooth comb. They have contained almost everything in the shape of an egg, the high prices having induced collectors to make unusual efforts to get stock. Then, after last year's unfavorable experience in holding eggs late in the winter, country egg handlers have been disposed to sell and there is little doubt that the country is getting pretty well cleared of the farm and country store holdings. This promises well for future quality and by the holidays we may expect a larger proportion of new eggs in the current packings from all sections.

Egg production in the Southwest usually increases considerably in December if the weather is not unfavorable. Spring pullets begin to scratch around and cogitate over doing their duty in

propagating the race and the older fowls, revived from the depressing influences of the moulting season, get their egg laying machinery in order for a new deal. Of course this incipient fecundity is likely to be nipped in the bud by heavy winter weather, but if the season should remain as open as it now is in the South and Southwest we may confidently expect more new eggs for the market by holiday week or the week after. We are likely to have some great fluctuations in egg values this winter.

* * *

It has been a long time since our egg market has been so bare of cheap eggs. A curious result of this feature of our market came to light the other day when a gentleman who dispenses liquid refreshments to the denizens of the west side remarked that the trade was pretty dull because the Jews who usually do a large business in cheap eggs and who spend some of their gains over the mahogany counter are practically out of business owing to the scarcity of their stock in trade. Thus do the winds that blow profits into the pockets of the egg storers bring dull times to the festive bar-keep.—N. Y. Produce Review.

Both Were Suspicious of Each Other.

From the New Orleans Times-Democrat.

"My first business venture on my own account, was in—well, never mind the name of the city," said a New Orleans merchant, chatting over old times with some friends the other day. "The location has nothing to do with the little story I am going to tell you and, for reasons you will understand in a moment, I don't care to be too specific.

"I was a young chap of 25 at the time, and, getting tired of working for other people, I opened a dry goods store with another ex-clerk, who was considerably my senior in years. We put up an equal amount of capital and agreed to share and share alike in the profits and the hustling. From the very outset everything went remarkably well with us. We both had lots of friends, who took pains to throw business in our hands, and the end of the year showed a very nice little balance of profit. Next year, however, the results weren't quite so good, and I began to have a faint apprehension that I was getting a bit 'the worst of it,' as the saying goes. I heard a vague rumor that my partner was living at a pretty fast gait, and the more I thought about the matter the more dissatisfied and suspicious I became. You know how easily such estrangements will grow upon a firm, and to make a long story short, I finally went to a detective agency that made a specialty of 'private investigations' and arranged to get a 'report,' as they called it on my associate. I admit that it was a rather sneaking proceeding, and I felt secretly ashamed of myself for resorting to it, but I argued that it was my duty to know whether he was really in the way of getting into any embarrassing entanglement. Well, in the course of a week or so, the agency made its report, and without going into details, I may say that it completely exploded all the disturbing gossip I had heard. I realized after reading it that I had been doing my partner a great injustice, and, of course, I was conscience stricken. To make amends I determined to treat him with extra cordiality and at the same time it seemed to me that his own bearing, which had been a little distant, became much more friendly. At any rate, whatever coldness had existed soon passed away and the three years of business association that followed were singularly pleasant. Then he received a flattering offer from Chicago and went there to live.

"One day, several months after his departure, I was looking over some old papers and ran across a big envelope marked 'private and confidential.' Thinking it contained something relating to the firm, I tore it open, and what do you think I found?—a report on myself from the same detective agency I had hired to investigate my partner! It seemed that our suspicions had been mutual."

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.

Produce

Accurate Information Regarding the Culture of Ginseng.

The subject of growing ginseng has recently received so much attention from the agricultural press of the country and from circulars and pamphlets sent broadcast throughout the country by dealers that hundreds of people are being induced to try its culture.

Many of the articles are written by people who have no personal knowledge of the best way to grow it or of the profits to be derived thereby. Others are written by dealers who have seeds and plants to sell, and in both instances, as a rule, the information is second hand and unreliable. The most extravagant figures are given showing enormous yields produced on a given acreage and Monte Cristo fortunes to be made out of a paltry investment while one loafs in the back yard watching the gold dollars sprouting.

Certain dealers have sent out figures informing the public that \$5 invested in their seeds and plants will show a value of \$44,340 the fifteenth year.

An article on ginseng entitled, "Valuable Farm Land," appeared in the St. Louis Republic a short time ago and was extensively copied by other papers in the South and Southwest. Among other statements the writer said that seeds bring 5 cents each—another writer says there is unlimited demand at 25 cents each—and yearling roots at 20 cents each; that the eighth year an acre should produce 3,120,000 seeds, which sell at 5 cents each, giving an annual income to the fortunate grower of \$100,000 from the seed alone. He further states:

Say that a full crop of seed from an acre is available for planting. That will be 3,120,000 seeds. Allow for the loss and failure to generate, or 1,120,000 seeds. This will leave 2,000,000 seeds which are practically sure to generate and create 2,000,000 roots. In eighteen months these roots will be ready for market and can be sold direct to consumers, the present price being 20 cents each, or a total of \$400,000 from the ginseng crop in eighteen months. This crop of 2,000,000 roots would require a space of approximately forty acres. One acre should produce 52,000 roots, which, at the market price of 20 cents each, should, after eighteen months, bring a return of \$10,400.

Could anything be more baldly ridiculous? Let us suppose that only 1,000 gardeners had the above success as to yield. This would mean over three billion seeds put on the market each year, which at 5 cents each would require \$150,000,000 annually to pay for them, not to mention the value of the roots.

Suppose, further, that the ratio of increase both in yield of crops and number of growers continued the same for twenty-five years, there would not be money enough in the world to buy a single year's crop. China, the source of demand for ginseng, would have used all its wealth in its purchase long before the period of twenty-five years had elapsed. Notwithstanding these air castles, there is an enormous profit in growing the plant, but it depends on the individual grower, as in any other crop. The right conditions for its culture must be supplied, either naturally or artificially, and intelligent cultivation given. There will probably always be a good demand for the root at high prices, and it is an article commanding cash at all times.

These conditions for growing are readily found in nearly all the states of

the Union or can be produced at reasonable cost of labor and material. They may be stated in a few words: A rich, deep, well-drained and moist soil, containing abundant decayed vegetable matter and not too heavy or clayey. Humus or vegetable mold, obtained by using decayed forest leaves, is extremely beneficial, as is also thoroughly rotted compost. Shade sufficient to keep off the direct rays of the sun is almost necessary, particularly in sections where the heat is excessive. Add to this careful cultivation and you have the secret, if there really be any, of growing ginseng successfully. Lath covers are perhaps the best artificial shade and apple trees have been found good to keep the ground protected from the sun. At maturity the roots must be carefully and properly prepared for market, and the extra care taken to produce a fine article, clean, well graded and perfectly dry, is more than repaid by the much higher price such roots will bring.

Harlan P. Kelsey.

Raising Broilers Profitable Work For Farmers.

There is no reason why the farmer should not take up the business in a small way and furnish himself enjoyable and profitable employment in the winter. The time to commence hatching is the first of October. Then by Christmas there should be several hundred fine chicks to sell. At that time they will bring about 25 to 30 cents a pound and even more in large cities. The price increases until in April and May when the price is the highest. This can not be done at first for it takes experience to raise chicks by the hundreds in incubators and brooders. But by commencing with one incubator and a few brooders or a small brooder house, in a year or two an increase may be made until at last you may be able to put out several thousand chicks each year with little loss. Should you try it now without first schooling yourself a little you would be quite apt to lose hundreds of them from disease and accident.

You may think it would be of little profit to undertake it, so we will figure a little for you. This figuring is based upon the supposition that you have done a year or two of preparatory work and are able to handle the work with some degree of intelligence. One man can easily run enough incubators to hatch out 600 chicks every three weeks, or over 200 every week. This allows for a 60 per cent. hatch of all eggs and will require only 5 incubators of 200 egg size. The value of the eggs at 18 cents per dozen, a good average, would be \$9 the first cost. Counting the cost of oil, and other extras, except labor, would make the cost of each hatch about \$10.

During the hatching season there can be at least five hatches made, that should be early enough to get all the chicks off before the price falls in May or June, the season being from October to about April. This would make the season's expense for hatching just \$50. Then an allowance of 1-6 being made for deaths and accidents, there would be about 2,500 broilers hatched, raised and sold. The expense of raising these, as is estimated by many successful poultrymen who have made the trial, is 10c for the food for every chick for ten weeks, when the chicks should weigh two pounds. This would make a total of \$250. Adding to this the \$50 for hatching we would have a total expense of

\$300. As to the price much depends upon the location. If you are located near some large city you will be able to get an average of 50 cents a chick, while if you must ship the price may be about 40 cents. At 40 cents each or 20 cents a pound the gross sum would be \$1,000, leaving the sum of \$700 for your winter's trouble.

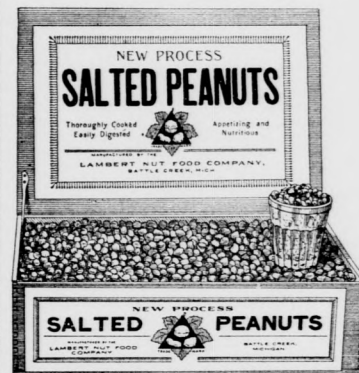
Do not let these figures deceive you, for if you are without experience you will do well to come out even the first year, and but at a small profit the next. You will have thousands of minute points to master before you will be able to care for so many chicks all at one time and in the coldest winter. It would be better to get one incubator and three or four brooders and make a good shed for them. When you get so you can care for them add more and more until soon your annual profit on a farm alone should be at least \$500, and not hinder you much in your farm work.—Indiana Farmer.

Fancy hosiery for children promises to be excellent for spring. We are the more positive in regard to this assertion because of the numerous beautiful effects we have seen in the samples. The difficulty with this branch of the trade heretofore has been that the designers seldom showed any taste whatever in getting up children's hosiery. It seemed as though it was considered very unimportant, and could be left to a green apprentice or the office boy, and he liked to make experiments in color combinations; perhaps he wanted to see if he could get up a scrap between the color.

Buyers should not let up on their purchases of fast black half hose; if they have not sold in the same proportion as fancies one season they may the next, and they can not go out of style or spoil. They are always wanted, and will always sell.

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.

Sell 'Em

The best salt you can buy. It will pay you in many ways. Don't think because

Diamond Crystal Salt

Is made pure that American housewives will not pay the price. They want to pay the price and get wholesome flavoring. Salt enters into the preparation of every article of food. Cheap salt is unfit for seasoning. Diamond Crystal Salt is as pure as salt can be made and will cost an average family about 5 cents a year more for the table than ordinary salt. We want to hear from every first-class grocer.

Diamond Crystal Salt Co.

St. Clair, Michigan

The Meat Market

American Bolognas Better Than the Original.

The sausage is a much-slandered viand. A man who makes sausages told a reporter so, and he ought to know. Moreover, he stoutly insisted that he ate his own sausages, and his wife backed him up in the statement. Surely one could not ask further proof that tradition and the comic papers have been all wrong. The sausage jokes must be laid away with the mossy jests about mothers-in-law and latch keys.

"Are all sausages clean and above reproach?" asked the reporter, with the degree of sadness appropriate to the passing of an old friend.

The packing house man grinned.

"Well, there are others," he said jovially, "but you don't get them in any decent market. Good butchers and grocers buy sausage of good firms and you are safe in buying from them; but don't you let any one persuade you to buy cheap sausage. Ugh!"

Evidently a man in the business knows the awful possibilities that lurk in the filling of sausage cases.

The amount of fresh sausages consumed every day in Greater New York would make even a German open his eyes. Every year the demand increases, and the packing houses and private sausage makers turn out more tons of the dyspepsia breeder. The country sausage is easily first favorite. Why it is called country sausage is one of the mysteries hidden in the mazes of nomenclature.

"Why do they call it country sausage?" asked the reporter.

"Because the hogs were raised in the country," responded the packing house man promptly.

Probably that isn't the reason, but it is as good as any other. There was a time when every farmer made his own sausages, just as he cured his own hams, and did without fresh meats; but that was before the days of refrigerator cars. To-day the farmer buys most of his provisions from the nearest corner grocery and the country sausage is a city product.

Its making isn't so fearful and wonderful as one might suppose. One may watch the process unmoved and eat sausage for breakfast the next morning without quivering an eyelash. In the first place, a sausage factory smells very good indeed. There's a hint of garlic abroad in the air, but it goes along with sage and spices and doesn't make itself more obnoxious than is absolutely necessary. Then the cooking pork and the bologna boiling in the huge caldrons offer savory suggestions, and one looks about for the apple sauce and the pumpkin pie that ought to garnish the odor.

Everything in the factory shines in aggressive cleanliness. The floor is spotless, the sausage grinders and other machinery are dazzling, the workmen are immaculate in white clothes and caps. The shoulders of pork and the carefully selected trimmings from the other cuts are put into the great grinders, ground and strained. The country sausage gets a liberal sprinkling of salt, pepper, sage and a dash of cayenne pepper.

Part of it is packed as loose sausage meat. The rest is stuffed into carefully cleaned sheep cases or hog cases and is ready for market. Nothing could be swifter and cleaner than the whole process, and the onlooker is bound to

regret any qualms he may have felt in the earlier days when his taste for sausage struggled for mastery with his faith in the comic papers.

The frankfurters are a trifle less simple than the country sausage in construction. They are made of mixed beef and pork, and the loud-voiced garlic is one of their ingredients. Garlic must, however, be used sparingly in all things intended for American consumption. Either the American palate doesn't take to garlic or altruism is rampant in the country and we are not willing to make our neighbors miserable. At any rate, less garlic goes into American sausages than into those made in any other country. One hears much about imported frankfurters; but, as a matter of fact, the article is generally a fiction of the restaurant menu, and the real imported frankfurter is as rare as the dodo. The decline in its importation is accounted for by the improvement in the home product, and the fact that, although it is smoked, a frankfurter does deteriorate with keeping. To get it at its very best one should eat it not more than two days after it is made. In the old days the German frankfurter, even allowing for the necessary deterioration, was better when it reached here than the fresh home-made frankfurter; but the glory has departed from Israel, and the American frankfurter now has things pretty much its own way.

Of course there are dozens of varieties of imported sausages to be found in the delicatessen shops, but they are for the most part the dry smoked sausages for which certain districts of Europe are famous, and the demand for them is comparatively so small that it would not pay American sausage makers to attempt them. The cervelat sausage is imitated in this country and a good deal of it is sold. The bockwurst with its mixture of onions and egg is also made here and is popular with both Germans and Italians. Its quality depends largely upon the freshness of the eggs used, and in the good factories the eggs are selected with the greatest care.

Bologna sausage shares the popular favor with frankfurters—both yielding precedence to the unassuming but delectable country sausage. There is bologna sausage—and bologna sausage. Any one who has eaten the original article sliced in slices of paperlike thickness in the famous old sausage house of Bologna will know that the American article has departed from tradition. If not wholly given over to tourist enthusiasm, he may be open minded enough to admit that they really do these things better in America. The difference is largely a matter of garlic. The true Bolognese sausage reeks of it. So do all Italian sausages. Even the German bologna is riotous in the matter of flavor, but American taste said, "Garlic me not garlic," and the sausagemaker has obeyed—evolving a mild and chastened bologna, warranted not to give offense even in our best circles.

If one allows so unimportant a trifle as digestion to influence his taste in sausage, he would better pass by the country sausage in favor of the inelegant bologna. The latter has a solidity of substance that has given it a reputation for deadliness, but it is made almost altogether of beef, and being free from the toothsome, but insidious pork, is not so fatal as it looks.—N. Y. Sun.

There is very little comfort on a cold day to know that somewhere else it is warm at all times!

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

WHOLESALE

OYSTERS

In can or bulk. Your orders wanted.

F. J. DETTENTHALER, Grand Rapids, Mich.

We want

BEANS

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

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

ESTABLISHED 1890.

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

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

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

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

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 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.

The New York Market

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

New York, Dec. 15.—The coffee market is unsteady. We have this week had a number of cables from Europe indicating a lower basis there, and from Brazil come despatches indicating large arrivals and accumulations larger than can be well taken care of. As a result, we have a lower basis and No. 7 closes at 7 1-16c. Jobbers report trade as being of hand-to-mouth character and roasters are having, they say, a light run of business. In store and afloat the amount of Brazil coffee aggregates 1,182,010 bags, against 1,181,139 bags at the same time last year. In mild sorts there is about the usual volume of business and this isn't saying very much for its activity. Good Cutaca is quotable at 9 5/8c. East India coffees are dull and seem to be waiting for the new year.

The demand for sugar has been of moderate proportions and nothing of interest has developed so far as actual transactions are concerned. Most of the orders sent in have been for sugar under old contracts and comparatively little new business has been done. The Arbuckles have lately enlarged their plant, increasing its capacity 1,500 barrels per day, and begun construction work on a new factory as large as their present one. Thus the gaiety of nations is added to. An officer of the trust says this is bad business and that too much sugar is being made. The public will hardly agree with him and some will even say that sugar and salt ought to be the same.

Stocks of tea in the interior are thought to be low and, with the turn of the year, a better condition, it is confidently thought, will prevail. The quotations now prevailing will prove attractive if they last until January.

While rice quotations are well sustained, there is little being done and yet it is about what might be expected when everybody is making Christmas purchases. Prime to choice Southern, 4 3/4 @ 5 3/8c. Foreign grades are steady and unchanged.

The spice market is firm and, with supplies rather limited, the outlook is good for well-sustained quotations for some time to come. Pepper and cloves are quite firm and it would not be amiss to make purchases on present basis.

Canned goods are quiet. The market promises to remain unsatisfactory for the remainder of the year and there is some doubt whether much, if any, improvement will be seen for several weeks after the arrival of 1901. Trading generally is quiet at the close of the year in canned goods and 1900 is no exception. The pack of tomatoes for 1900 is said to be about 20 per cent. less than in 1899. There was a large carry-over, however, last year, so that matters are about evenly divided. Quotations both here and in Baltimore are practically the same as a week ago. Prominent jobbers say they have not sold a case of 1900 goods and many packers have their entire pack yet on hand. Of course it is costing something to carry these goods and it will not surprise the trade if some sacrifices are made rather than hold onto these goods much longer.

There is rather more enquiry for staple dried fruits and of course such articles as enter into holiday demand are meeting with ready sale. Upon the whole, the market is in satisfactory shape and we end the year with dealers feeling quite comfortable.

Lemons are dull and the demand has fallen off as it naturally does in mid-winter while oranges are doing very well indeed and desirable stock is quick-

ly taken at full rates and no questions asked. California navels run to \$3.25; Jamaicas to \$3.50; Floridas to \$4 for fancy brights. Bananas are quiet. The sudden cold wave has caused a shrinkage in the amount of trading and shipments out of town are made with risk.

Apples are in rather moderate supply and the demand is sufficient to keep the market closely sold up. Baldwins run to \$3 per barrel; Spitz from \$2.50 up as high as \$5; Greenings to \$3.25.

Butter prices are well sustained but the demand is not especially active. The supply seems to be sufficient and dealers do not look for much if any advance over prevailing rates although the very cold weather may cause some appreciation. Best Western creamery is worth 26c and it must be very good to fetch this. Seconds to firsts 21@25c; imitation creamery 19@20c; fancy Western fresh factory 15@15 1/2c.

The cheese market is quiet and the entire situation remains practically the same as last week. Fancy full cream large size is worth 11 1/2@11 3/4c and small size about 1/4c more.

Fancy Western eggs are worth 28c and the market is firm for all such stock. The cold has strengthened the market and all appearances indicate a strong market for some time to come.

Praise for Goat Meat.

Although goat meat may be, and no doubt is, sometimes palmed off on some people as mutton, it surely can be only on those who have immensely poor judgment, defective eyesight, poor palate, or both. It is easy to believe that goat meat is palmed off as venison, as in appearance goat's flesh is not very dissimilar to that of the deer, but to compare the flesh of the goat to mutton, either as far as appearance or flavor goes, is inexcusable. Although the goat may carry a considerable amount of internal fat, evidences of that bright, white, thick mantle of fat in which the mutton carcass is clothed is not in evidence in that animal. Goat flesh appears more like that of the rabbit. Why goat meat or "kid" should be "palmed" off as mutton is not apparent, as surely that gamey flavor so much liked by epicures and so much in evidence in goat's flesh, but which is not in evidence in mutton, should place it high in the epicure's list of viands, and guarantee it a price equal if not above the market value of mutton.

The Characteristics of Sound Meat.

From the Medical Press.

When cut in two, good meat should have the easily recognized and clearly distinguishable aroma that requires no description. The fat of good beef should be slightly yellow or white, firmly set in the muscle, which latter should be of a bright red color. To the touch the fat should give a hard and dry feeling, but should not be lacking in an element of greasiness. Further, when pressed with the finger good meat should be juicy enough to allow of a clear red exudation to be squeezed out; in other words, it should not be wet, but should contain a fair supply of red juice. Meat that crackles or pits on tactile examination should be condemned, and although it is difficult to describe, it is easy to practically demonstrate the firmness and elasticity which is a feature in sound meat.

She Didn't Ask for Veal.

Young Housekeeper—Please send up a pound of calf's liver.

Butcher—Very sorry, miss; but we have no veal to-day.

Young Housekeeper (loftily)—I didn't ask for veal; I said (distinctly) calf's liver.

The Brains of the North, ITS PUBLIC SPIRIT, CULTURE AND CAPITAL,

are earnestly enlisted

IN FAVOR OF POLICIES WHICH
MAKE FOR PROSPERITY.

The New York Tribune is the leading exponent in the United States of the development of mines, farms, factories, mills, railroads and trade, and all other practical sources of the common weal.

Two editions of the paper are pre-eminently suited for general reading—the Weekly and the Tri-Weekly.

The Weekly, issued every Thursday, is a compact news, agricultural and family paper, unexcelled for cultivators of the soil and their families. Its market reports have given that edition a special reputation. Numerous special departments are projected and managed so as to attract every household and all the members thereof. Several half-tone pictures appear in each number. Price, \$1 a year.

The Tri-Weekly, printed Monday, Wednesday and Friday, is a handsome, spirited and condensed every-other-day daily newspaper, easily the best publication of its class in the United States. It has all the special features of the Weekly and the important news of the Daily, and is printed and mailed at the same time as the Daily. The news—clean, accurate and fairly presented—is admirably displayed according to its value, and is never distorted. For political news you can not find any better newspaper, and the news is given with-

out any political bias. The editorial page breathes the spirit of purest patriotism and broadest charity, untainted by any consideration save the welfare of the home and the country. Its reviews are pungent, wise and witty. The Tri-Weekly, \$1.50 a year. Sample copies free.

Don't you think that such an admirable national newspaper should be in your own home? Thousands of people in Michigan read some edition of The Tribune.

Don't you think the 52 issues of the Weekly, or the 156 issues of the Tri-Weekly, per annum, each one handsome in appearance, full of the best news and reviews, well illustrated, a good purchase for yourself and family?

We will send either edition, the balance of the year, free, to those subscribing now for the year 1901.

Your order can be handed to the local postmaster or sent to this office direct.

Tribune Almanac, 1901, an End of the Century number, ready in January. Enlarged, carefully revised, with a rich budget of new features. 25 cents, post-paid.

Any reader, so situated that he can raise a club for The Tribune, will oblige us by sending for terms and sample copies.

THE TRIBUNE, New York.

Hit or Miss.

"You must have had a good time on that hunting trip."

"Fine. Whenever we hit anything we took a drink to celebrate the event, and whenever we missed we took a drink for consolation."

If You Ship Poultry

Try the Leading Produce House on the Eastern Market.

F. J. Schaffer & Co., 398 East. High St. DETROIT, MICH.

Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

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

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

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Highest Market Prices Paid. Regular Shipments Solicited.

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J. B. HAMMER & CO.,

WHOLESALE

FRUIT AND PRODUCE DEALERS

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

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

We can use your
SMALL SHIP-
MENTS 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

Women Should Take Inventory of Themselves.

Every now and then every business man goes carefully over his possessions, listing, appraising, classifying, advancing or depreciating their worth and valuing them by the market standards of the day. He calls this taking stock. When he is through and has balanced his ledgers, he knows precisely where he stands—what he has to hope and what to fear, where he may fight and where he must hedge.

With us, in America at least, the commercial life and the inner life touch each other at every point, and I have often thought that there would be less failures in the world and fewer of us would come to spiritual bankruptcy if we would follow the same plan and occasionally sit down and take stock of ourselves mentally, morally and physically. It is human and comfortable to think we possess all the graces and virtues and charms, but it isn't true any more than it would be for the cross road country store merchant to imagine himself a Wanamaker.

Why shouldn't an ugly woman, for instance, face the music and calmly take an inventory of the beauty that she lacks? Item one, let us say, a muddy complexion; item two, indifferent eyes of no particular color; item three, too much nose; item four, nondescript hair. She is hopelessly plain. No amount of posing is ever going to make anybody mistake her for a Venus. Nothing short of a miracle, that isn't going to occur, is going to change her into a beauty; but is there any use, on that account, for her making an assignment and going out of business in society? Not a bit of it. Having recognized her deficiencies, she is in position to make them good. In the first place, let her remember that after the first flush of youth is passed clothes make the woman. Up to 25 a woman's looks depend on her face. After 25 it is merely a matter of bonnets and gowns. It is a general effect of beauty and we don't go into details. Half of the middle-aged women who are always spoken of as "so handsome" are downright homely, but they have a superlative taste in clothes. It behooves the woman, therefore, who is ugly, and who has sense and courage enough to recognize the fact, to study the fine art of dress.

Nobody will deny that the woman who is born beautiful draws the prize package in the lottery of life, but she doesn't get everything. There are tact and charm of manner and grace, and the woman who has these has a magic veil that hides a homely face and makes it seem beautiful to those who come in contact with her. Moreover while beauty must come by nature, these qualities may be cultivated. It lies with every woman to learn a delicate consideration for the feelings of others, to acquire the art of listening with interest and to so improve her mind that she will always be the most delightful and intelligent of companions. And when she can do these things she needn't worry much about the size of her nose, or whether her mouth is cut bias or straight.

Besides, these are attractions seldom possessed by beauty. To keep the beautiful women from having all the in-nings, Providence mercifully provided an antidote by simply saturating them with selfishness. This is where the ugly

woman scores. Not having to admire herself, she has time to admire other people, and not having been flattered and spoiled, she doesn't take every courtesy and favor as no more than her right nor expect everyone to make a doormat of themselves for her to walk over. It has been remarked before now that the beauty seldom marries well. This is because she has only one shot in her locker. If that fails she is left without a weapon, while the ugly girl, who had no looks to depend on and has had to cultivate other attractions, has a whole arsenal at her command and when she goes gunning for a husband she is sure to bring him down with something. The ugly woman who makes herself charming is the most fascinating woman on earth.

It seems a pity, too, doesn't it, that people don't oftener take stock of their children, and see just what they are and what might be made out of them? Of course, it's delightful to think that all of our little Sallies and Johnnies and Tommies are geniuses, but our pleasure in the illusion is apt to be a little marred by the subsequent disappointments that we might so easily have saved ourselves if only we had looked at them as they were, instead of as we wished them to be.

We should think a merchant crazy if he had a store full of calico and gingham and pots and kettles and pans, and in taking stock he listed them as point lace and diamonds and pictures. We would say that he may call them by those names until his dying day, but he will never deceive the world. We know them for what they are. Yet that is just exactly what we are doing with our children. We are calling commonplace and ordinary qualities by fine names. We won't see them as they are and make the best of them on that basis. We are so determined on raising up geniuses instead of good business men and citizens that now and then we convert them into hoodlums or idiots.

Why shouldn't a mother look her own children over, just as she does her neighbors', and size up their strength and weakness? She would at least then be able to work out the problem of raising them with some sort of knowledge as a foundation and guide, instead of going at it purely as guess work. She won't do it, however. It takes a courage to look things in the face that she doesn't possess. She won't admit that this child is feeble-minded or that one is dull and so she deprives them of the marvelous help that modern education can give along these lines. She shuts her eyes to the fact that Johnny is bow-legged and Tommy is knock-kneed and she dooms them to go through life a butt for the ridicule of their enemies, when the defect could be so easily remedied while they were children. She takes no pains to help the ugly girl correct her awkwardness and learn the things that would make up for her lack of beauty. Even her efforts to help her children are half the time atrocious mistakes, because she has never taken stock and doesn't know what she has on hand to work with.

Every now and then some unhappy and tearful wife comes to me with the tale of her troubles. She is dissatisfied, discontented, disgruntled. Sometimes she is not appreciated, sometimes her heart is hurt by cold treatment, sometimes she feels that she made a mistake in marrying and yearns for a career out in the world. I don't know any remedy so good for such a state of affairs as for



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.

"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 woman to sit calmly down and take stock of her possessions. Perhaps life hasn't given her all she wanted. Most of the rest of us are in the same fix. Very likely she hasn't gotten all the happiness she expected out of her marriage. Not many dreams come true. What she needs to do is to count up the things she possesses and see how she can do a better business and get more happiness and good out of the things she has. She has a good home, plenty to eat and to wear, a respectable position in society, perhaps little children, certainly liberty to enjoy herself in many ways and a settled freedom from the cares and anxieties that beset many other women. No woman who has that many goods on her shelves has any right to go declare herself a bankrupt in happiness.

One of the brightest and cheeriest women I ever knew had made, when she was a mere child, a most wretched marriage to a man who was in every way unworthy of her. He was a continual reproach and shame, yet in spite of it all his wife was never anything less than charming, and her wit and sprightliness made her the life of every company. Once I spoke to her about it and she replied with an inimitable gesture that seemed to me almost a mock at fate. "Pouf," she said, "do you take me for such a coward as to give in at the first rebuff? When I first realized what a terrible mistake I had made I was crushed. Then I gathered myself together. 'I am young,' I said to myself, 'I have thirty—forty—perhaps fifty years to live. Shall I go sighing all that time?' No, my friend, I have many things. I have youth, talent, spirit; I will enjoy myself and I will make others happy. I will count the blessings I have, not those that I have missed. The world is a garden, my friend. You can gather thorns or roses. As for me, I prefer the roses."

If we took stock of ourselves oftener, wouldn't we blame ourselves more for many of the failures of life and other people less? It wouldn't be nearly so comfortable, but it would be a deal more honest. Our husbands no longer show us the attentions that they did when they were our sweethearts and we cry out that marriage is a failure. Do we take as much pains to please the husband as we did the lover? Our children are rude and ill-mannered and when they grow up they turn out badly. Whose fault but the mothers who raised them? We have no friends. Do we ever go out of our way to make friends or to show love and kindness to any human being? We who are working women complain we are illy paid. Are we doing good work that is worth good money? Let's take stock of what we are giving others, before we condemn them too severely. When merchants overhaul their goods there are certain things they cast aside as worthless. This is old stock. Things outgrown, out of date. Wouldn't it be a good idea to imitate them in that, too? Let's throw away our old prejudices, our antiquated ideas, our moth-eaten fads. They are old stock and we should be better off without them.

Dorothy Dix.

Proposed to Be Exact.

The master wrote the following sentence on the blackboard as an exercise to be parsed: "Who steals my purse steals trash."

A boy held up his hand, and was asked what was the matter. "Please, sir," he said, "it's wrong; it should be cash."

True and False Economy.

The announcement that a railroad has effected a saving of \$25,000 a year by stopping the waste among its employes in stationery and lamp wicks is a very forcible reminder of the importance of economy in trifles. This is a form of saving that appeals especially to women, so much so indeed that they are always in danger of overdoing it and expending more on saving a thing than it is worth, for there is no worse extravagance than that comprised in being penny wise and pound foolish.

It is to this mania among women that we are indebted for the voluminous and popular fiction that describes how to make a palatable meal out of cheese parings and how to construct an empire chair out of a flour barrel and turn a cracker box into a grand piano by the use of a few yards of plush and some brass tacks. Probably there is no woman living who has not at some time fallen the victim to some such experiment in economy and, after wearing herself out, smashing her fingers and daubing the house up with paint, found she had spent twice as much money as was asked for the article in the stores and yet had nothing to show for her labor.

Making over one's clothes is generally a similarly disastrous economy. In theory it is a beautifully simple way to save; but somehow it doesn't seem to work out just right in practical experience. By the time we have hired the sewing woman and bought a little braid to lengthen the skirt and a little chiffon to freshen up the waist and a little something else to help out the sleeves, we are out the price of a good dress and have nothing but a second-hand garment after all. Doubtless we shall go on making over our things to the end of time, because it has such an elusive air of saving about it, but it would be money in our pockets to give our old things away, when they are past wearing as they are, without any attempts at reconstruction.

It isn't always economy to save, either. It has been computed that if a carpenter, for instance, stopped to pick up every nail that he dropped he would lose more time than the nails are worth. This is a view of the subject we may all well take to heart. It is, of course, every housewife's duty to look well to the ways of her establishment and to maintain a proper degree of thrift and economy, but it is possible to buy this at too dear a price. Better that the servants should fritter away a little of their time and waste some food than that the mistress' whole life should narrow down to policing them. The saving is costing more than it is worth. Even darning socks and patching old clothes, so long the very sign manual of economy, may upon occasion be nothing short of reckless extravagance.

The same thing may be said of woman's health. Few women ever take that into consideration as an actual commercial asset that is worth saving at the price of trifles. When they must economize they invariably begin on food and warmth, the two things on which life itself depends. A woman will give herself a wretched headache by going without her lunch while she is on a shopping tour; she will catch a bad cold by wearing thin shoes to save buying a new pair of heavy ones; she will put down a carpet, instead of paying a man for doing it; she will risk all manner of suffering and disease and still have a complacent sense that she has

been a model economist who is a blessing to any man, and that her economy may have precipitated a big doctor's bill doesn't shake her faith in her theory a particle. Some day, perhaps, we shall grow wiser and realize that there are times when economy isn't economy. It's extravagance.

Cora Stowell.

Death Blow To Sentiment.

More years ago than I shall name
I sought to win a good wife's fame.
I knew not how—but all the same
I made a shirt.

I cut, I stitched with many a tear;
Hollowed it out, both front and rear,
I carved the armholes wide, for fear
They wouldn't fit.

John's neck I measured, to be true,
The band must fit—that much I knew,
I'd heard so oft. All else I drew
And puckered in.

At last 'twas done. A work of art,
Complete, I hoped, in every part.
"Come, John," I called with quaking heart,
"Try on your shirt."

I must confess it bulged somewhat
In places where I thought 't should not.
But John, the brute, yelled out, "Great Scott!
Is this a tent?"

And such behavior, language, well!
He uttered things I'll never tell—
I may forget them when I dwell
In higher spheres.

Oh, woman of the present day,
To you's inscribed this tiny lay,
You little know the man you pay
Your homage to.

If his "true inwardness" you'd know,
Have him your idols overthrow,
And sentiment to four winds blow,
Make him a shirt.

Everything Must Betoken Her Grief.

It doesn't take much of a philosopher to understand that men and women have queer ideas. That is the accepted rule of life. Possibly one of the queerest ideas occurred the other day in a Monroe street dry goods store. A lady in deep mourning made a small purchase, which she wanted to take with her at once.

"I could not take this package, though," she said, "unless you wrapped it up in black paper."

So the lady in deep mourning was accommodated, and she left the store perfectly satisfied because her package was wrapped up in black paper.

The nineteenth century is on its last legs.

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.

GOLD MEDAL, PARIS, 1900

Walter Baker & Co. Ltd.

PURE, HIGH-GRADE

COCOAS AND CHOCOLATES



TRADE-MARK.

Their preparations are put up in conformity to the Pure-Food Laws of all the States.

Under the decisions of the U. S. Courts no other chocolate or cocoa is entitled to be labelled or sold as "Baker's Chocolate" or "Baker's Cocoa."

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

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

WALTER BAKER & CO. Limited,
DORCHESTER, MASS.

Established 1780.

Do You Know

Unneeded Biscuit

are better now than ever before?

This is important—and true.

NATIONAL BISCUIT COMPANY.

Window Dressing

Trims Appropriate to the Holiday Season.

Smoking jackets are articles that are in particular demand for holiday gifts and consequently the display of them calls for particular attention at this time. A window trim of smoking jackets can be made as follows: The back and sides of the window are hung with draperies in dull red and old gold, or draperies in which those colors predominate. In one corner of the window a divan is arranged which is covered with drapery in dark color and above it is a projecting canopy from which curtains of oriental stuff fall and are attached at each side to the wall. At the side of the divan a low stand is placed which bears a collection of pipes and tobaccos scattered on it carelessly, together with a water pipe with the tube twisted about it. The floor of the window is covered with rugs and low stands are scattered about in the window, each one having on its top a pipe, box of cigars, or box of smoking tobacco. The smoking jackets are hung against the wall, spread on the floor or displayed on stands with coat hooks, which are spaced about the window among the stands bearing smoking supplies. The divan can be made of packing boxes, covered with drapery and piled with a profusion of cushions. If it were desired to introduce a figure a dummy might be dressed in Turkish costume and placed on the divan as if smoking the water pipe. A man made up as a Turk and sitting in the window smoking the water pipe would attract much attention. For such a trim it would be necessary to pay particular attention to the details so as to secure a thoroughly oriental effect. A study of drawings representing Eastern domestic life will give a better idea of the treatment of details than any amount of description will. Such drawings can be found in almost any book of travels in the East. But as divans arranged in the manner outlined are now quite common in American houses, it will probably be easy to study the detail at first hand. If such a trim is not desirable, it is a simple thing to scatter about in an ordinary window trim of smoking jackets a few stands holding articles for smokers' use. They serve to inform people of the use for which the jackets are designed and are appropriate. Perhaps it might be desirable to make the trim more realistic by the introduction of smoke. This can be done by keeping constantly burning in the window one or more of the Chinese joss sticks that give off a pleasant odor as they burn. In a closed window where the smoke could not escape, thin wreaths of curling smoke would be enough in themselves to attract attention to a trim.

* * *

It is well known that in some parts of Europe wayside shrines are very common. Such shrines are sometimes only a rough cross of mountain wood, protected by a backing of rough boards with a pent roof for protection from the fury of the wind. A window trim utilizing such could be made as follows: The floor of the window is covered by rough boulders, which have cotton liberally spread over them to represent snow. The boulders are especially numerous at the foot of the cross. The background of the window is occupied by evergreen trees closely massed together, on which cotton-wool is thickly strewn to represent a heavy snowfall. The cross of rough wood and the box

protecting it are also thickly covered with the drifted snow. Under the pent roof and ranged in a row on the arm of the cross are seen a long line of birds which are roosting there for protection from the fury of the storm. A painted drop might be used in the background which would represent a mountain landscape with the mountain peaks covered with snow. If long drippings of glass could be obtained from some glass factory and attached along the top of the pent roof to represent icicles, an additional touch of realism could be given that would be very desirable. Wax drippings make fair icicles and are commonly used. In selecting birds for use as above indicated it will be well to select only the common snowbirds or the sparrow, as they do not migrate at the coming of cold weather.

* * *

While the haberdasher will naturally have a brisk trade in neckwear, smoking jackets, and bath robes for Christmas presents, the clothing man is apt to suffer from the demand for novelties. As his line consists so largely of staples it is necessary for him at this season to put before people special attractions in order to get them to give him his proper share of the holiday trade. This is the season of the year for him to devote his windows to special fancy trims. By doing this he will amuse a crowd that is expecting to be amused and will gain favorable notice from people who will remember him both at Christmas time and later on when the demand for staple articles sets in again. Windows that are dressed with regard to the season will be an especially profitable inducement for him if he has never put them in before.

* * *

An attractive backing for a window is suggested by the pipes of an organ and their arrangement. Stiff paper or cardboard is rolled up into cylinders of various diameters and lengths and these cylinders are fastened against the background case to each other, the largest in diameter and length in the middle and the smallest in length and diameter at the ends. Bands of cardboard with designs cut through them can be used to run across the front of the pipes to hold them in position, after the fashion of the strips of wood that decorate the front of an organ. The bottom of the pipes, of course, terminate in conically-shaped ends like the organ pipes. These pipes can be made of colored paper or painted in colors so that they will furnish a novel backing for a window. Sometimes in a store there will be an empty space on the top of a row of shelves that can not well be filled by goods, and yet looks bare and unattractive when unoccupied. If pasteboard tubes are made as described and fastened together against a framework of light scantlings run along the top of the ledge they will make a neat finish and will obviate the need of a ledge trim. Signs of various sorts can be cut out of thin paper and from time to time pasted or fastened along the front thus made. The cylinders can be of different lengths or diameters, although perhaps the best effect is produced by using cylinders varying little in length and of a diameter of about two inches.

Bound to Be Even.

Customer—What is the cash price for this coat?
 Tailor—Twelve dollars and a half.
 Customer—And how much will you charge if it is bought on account?
 Tailor—In that case it will be \$25, one-half down.

Twenty Millions in Dividends.

The stockholders of the Singer Manufacturing Company met Monday in Elizabeth, N. J., and ratified the action of the directors in increasing the stock of the company by 200 per cent., making the entire capitalization \$30,000,000, instead of \$10,000,000. This new stock is to be distributed among the stockholders as a stock dividend. The company last year, 1899, paid 100 per cent. or \$10,000,000, in dividends. This year it paid quarterly dividends of 5 per cent. The company is now building a new factory in Russia. It is estimated that it will pay for this new factory in two years' time out of the difference in the cost of manufacturing in that country and exporting from here. The increase of stock will merely represent the accumulation of this surplus.

Uncle George's Rheumatism Cure.
 Correspondence Nashville Banner.

I met an old negro, George by name, and after the usual salutations, the old negro said his health had improved since I had last seen him. Said I: "Uncle George, how did you get rid of your rheumatism?" The old man replied: "Well, boss, I'll tell you jes zackly how I cured it. I heard a fellow say if you go find a place whar a hog rubbed and ef you rub dar and squeal like a hog your rheumatiz would leave you. So I went and rubbed wat a hog rubbed, and squealed same as a hog and, boss, I ain't had no rheumatics since."

If the display of bonnets in the millinery shops is any sign, prosperity has indeed struck us.

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	
Antmals.....	10
Assorted Cake.....	10
Belle Rose.....	8
Bent's Water.....	8
Cinnamon Bar.....	16
Coffee Cake, Iced.....	9
Coffee Cake, Java.....	10
Cocoanut Macaroons.....	18
Cocoanut Taffy.....	10
Cracknels.....	16
Creams, Iced.....	8
Cream Crisp.....	10
Cubans.....	11 1/2
Currant Fruit.....	12
Frosted Honey.....	12
Frosted Cream.....	9
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
Imperials.....	8
Jumbles, Honey.....	12
Lady Fingers.....	12
Milk Biscuit.....	11 1/2
Molasses Cake.....	7 1/2
Molasses Bar.....	8
Moss Jelly Bar.....	9
Newton.....	12 1/2
Oatmeal Crackers.....	12
Oatmeal Wafers.....	8
Orange Crisp.....	12
Orange Gem.....	9
Penny Cake.....	8
Pilot Bread, XXX.....	7 1/4
Pretzettes, hand made.....	8
Pretzels, hand made.....	8
Scotch Cookies.....	9
Sears' Lunch.....	9
Sugar Cake.....	7 1/2
Sugar Cream, XXX.....	8
Sugar Squares.....	8
Sultanas.....	13
Tutti Frutti.....	16
Vanilla Wafers.....	16
Vienna Crimp.....	8

Bryan Show Cases

Always please. Write for handsome new catalogue.

Bryan Show Case Works,
 Bryan, Ohio.



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.

YOU'D BETTER HURRY



And get your order in for Calendars for 1901. We are the largest calendar manufacturers in the Middle West and we will cheerfully send samples and prices on application.

TRADESMAN COMPANY,

GRAND RAPIDS, MICH.

CONTINENTAL BAGS.

Product of the New Bag Concern Is Meeting With Favor in the West.

Persistent effort and intelligent work have thoroughly established the product of The Continental Bag Co., in the trade of the West. It has hardly been five months since the first bags of this company were turned out and as they had no well established agencies or jobbing points, it was expected that a hard fight would ensue before a live market could be made. The older bag companies were covering the field with their most excellent products, but The Continental believed that there was room for more and with this idea they established their plant at Rumford Falls and have continuously improved it until now the capacity is five times what it was in the start. In speaking to Mr. Woodcock, who is the Western agent of The Continental Co., The Paper Trade was informed that business was in a very satisfactory condition and that the bags of this company had met with very favorable reception. "Of course," said Mr. Woodcock, "our sales are not very large up to this time. I have only placed twenty carloads in Chicago, but this represents about \$30,000 in less than five months and I, as the Western representative, think that this is a very good showing. Of course we will do a great deal more business when our bags become better known."

H. C. Horater, 4 Lincoln avenue, Detroit, Mich., the popular and well known paper salesman, is the selling agent for The Continental Paper Bag Co. in the State of Michigan.

Revival of a Feminine Fad of a Past Generation.

What has come to be almost a lost art is being revived by the feminine fad for brass buttons. A generation ago, when brass buttons were worn so extensively, there was in Connecticut, where most of them were made, an army of men and women skilled, respectively, as hand burnishers and chasers. The men, using tools pointed with a very sharp stone imported from England and known as burnishing stones, gave to the brass buttons, already shaped and gilded, a polish like that of gold. Young women with deft touch chased on the highly polished surface dainty traceries of conventional sorts, the result being very showy buttons. These have been missing from the markets for about twenty-five years and the art of making them has been almost forgotten. A few women found employment as chasers in the works of the silver plated goods manufacturers in and around Waterbury, Meriden and Hartford, but there was no place for button chasers. Expert button burnishers of the old days have about all gone from this earth. Now that the demand for the old fashion has come again, the button factories in Waterbury, where most of these ornaments are made, have had to teach a new lot of workers the well-nigh lost arts of both chasing and burnishing. A recent visitor to "the brass city," to see about securing a lot of the fashionable buttons, said the demand for workers had brought to the busy factories there a lot of gray-haired men and women whose factory working days had long since passed. They had to be pressed into service at fancy prices to supply the demand for such workers as were needed and to teach young men and women the tricks of the trade. So very fickle is fashion as to the minor details of dress that manufacturers there have to face a new problem—whether it is worth while to teach chasing and burnishing to young hands or to temporarily rob the silverworkers and goldsmiths of their help at fancy prices to cater to the passing craze. Should the button craze die out, there would be no use for the newly-trained help. If it lasts, there will be need for all the help that can be

obtained. So the manufacturers are between the devil and the deep sea waiting for some decision by the leaders of the monde as to whether brass and gilt are to continue as fashionable adornments.

Alfalfa Will Boom.

There is such a thing as being too fat, but there are more people who lament the scarcity of their flesh. A good weight and a plump, apparently well-fed figure are reckoned most desirable by men and especially by women. The latter rebel against extreme leanness. It is not always a matter which can be regulated at will, and sometimes, despite their best endeavors, the fat grow fatter and the lean grow leaner. It is said in the Good Book that all humanity is grass, and it is related therein also how certain people were turned out to pasture like the cattle. A Kansas doctor has made a discovery which perhaps will come as a boon and a blessing to those who regret the prominence of their bones. Somehow he discovered that the up-to-date proprietors of Turkish harems keep their women stout on a diet of grass, and he sent over to Constantinople to get some of the seed.

An enterprising Yankee could be depended upon to find out any good thing and propagate it. When the Kansas physician planted his imported seed he found the crop to be nothing more nor less than common alfalfa, a kind of grass raised extensively in the Western States and used for fodder in the place of hay. In appearance it is not unlike the sweet clover which often grows in profusion along Michigan roadways. The ingenious doctor thought America's lean ladies would not perhaps take kindly to eating alfalfa in its green or dry state like the cows, and that tea made by steeping it might be unpalatable. Accordingly he hit upon a scheme to make an extract, which he put up in tablet form, sugar coated, so as to be pleasing to the taste. To make sure it would work, he tried his nostrum on some of the Wichita inhabitants and straightway they waxed fat. Hereafter Kansas beauties will be big and bouncing. The doctor can have no patent right on his discovery, because alfalfa will grow anywhere and anybody can make an extract from it. There is no reason why the Michigan farmers should not have their little patch of alfalfa and feed it to their daughters and sell it in the city. The alfalfa business may reasonably be expected to boom prodigiously.

Fond of Water.

Marion was a gushing young coliege girl, who was spending the summer at Lake Winnepesaukee, in New Hampshire, and this is what she wrote to one of her friends:

"Dear Chum—Here I am, in the midst of the most charming scenery in the world. I'm in a cottage on the shore of the loveliest of lakes. I'm drinking it all in!"

Satisfaction Not Guaranteed.

Friend of his—I suppose you endeavor to satisfy your customers in whatever they purchase?

Proprietor of store—Not by any means. We would be doing a mighty poor business if our customers got just what they wanted first time.

Before the Hour.

Boss—Pat, have you a watch?
Pat—Niver a wan, sor, and phat would I do wid it?

Boss—Well, I want you to report at the office at half past eleven. But anyway the bells ring at noon and you can come half an hour before.

Wrong Label on the Door.

Politician—My boy, the door to every successful business is labeled "Push."

Thoughtful Youth—Isn't your business a successful one, sir?

Politician—Well, yes, I flatter myself that it is very successful. Why do you ask that?

Thoughtful Youth—Because, sir, I see your door is labeled "Pull."

Not Much Difference.

"They say the young man Melissa Perkins is goin' to marry is a reg'lar paragon."

"Land sakes! Do tell! I thought he was a clerk in a grocery."

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.

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.

Simple Account File

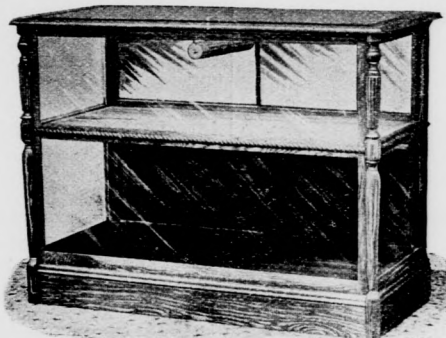
Simplest and Most Economical Method of Keeping Petit Accounts

- File and 1,000 printed blank bill heads..... \$2 75
- File and 1,000 specially printed bill heads..... 3 00
- Printed blank bill heads, per thousand..... 1 25
- Specially printed bill heads, per thousand..... 1 50

Tradesman Company,
Grand Rapids.

GRAND RAPIDS FIXTURES CO.

Cigar Case. One of our leaders.

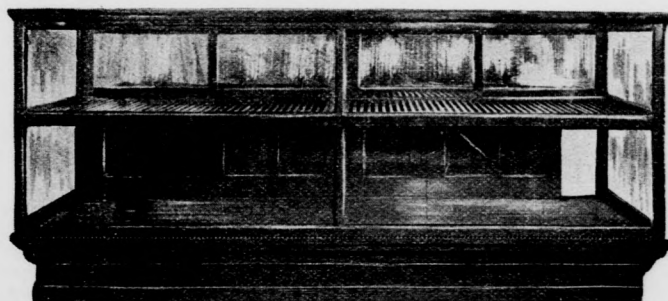


Shipped knocked down. First class freight.

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.



The above cut represents our Bakery Goods Floor Case No. 1.

These cases are built of quarter sawed white oak handsomely finished and fitted with bevel plate glass top. These cases have several new and interesting features. We guarantee every case sent out by us to be first class. Write for prices. With parties contemplating remodeling their stores we solicit correspondence, as we will make special prices for complete outfits of store fixtures.

McGRAFT LUMBER CO., Muskegon, Mich.

DOHERTY'S PRESENT.

How His Wife Helped Him Celebrate Christmas.

"Ever hear about the Christmas present Billy Doherty got from his wife?" asked the notion dealer, laying aside his paper and drawing closer to the stove.

It was the night before Christmas, and half a dozen merchants and drummers were gathered at the back end of a drug store in a town not many miles from Grand Rapids.

"Who's Billy Doherty?" demanded the druggist.

"Not know Billy Doherty?" cried the notion dealer in amazement. "I thought everybody knew Billy. He's the top of the bunch and the best cutlery salesman in our planetary system. He can sell anything anywhere. There is a tradition that he once unloaded a stock of razors on an old maid who keeps a millinery and dressmaking shop down at the junction. He's all right, Billy is."

"What sort of a Christmas present did his wife give him?" asked the grocer.

"I'm coming to that," said the dealer in notions. "You must know that Billy has been on the road a good many years. He traveled when very few drummers carried hymn books in their grips—when most of them began the day with half a dozen cocktails and closed it with brandy and draw poker. Understand?"

"That was before the flood," yawned a dry goods drummer, with a sly grin.

"And Billy Doherty was just as swift as any of the boys," continued the notion man. "For a good many years he traveled in a class that wouldn't be passed by any form of life on the road and finally got to going it pretty strong."

"Strordinary," contributed the drummer who sold drugs.

"But one day he came upon a dove-eyed little girl about as big as your thumb and got married. He tried to break away from the grape and all the fixings, but it was hard work. His friends talked to him about the pace he was traveling and some of them began to edge off, but Billy kept right on selling goods and being convivial. It seemed as if Old John Barleycorn had moved into his circuit to stay. One good thing about Billy—he never sobbed when he took on a tank. The more he drank the harder he worked. The size of his head in the morning never reached the size of his orders at night. Bill was an out-and-outer."

The druggist yawned.

"Well, when the rest of us got done applying our reformatory methods, which did not do a particle of good, although Billy would make all kinds of promises, the little dove-eyed wife took a hand in the game and won out at a canter. Billy told me all about it afterwards and I didn't quit laughing for a year."

"Did she enter him at the Keeley cure?" asked the grocer.

"Not a bit of it. She made him a present, a Christmas present, understand, in a little tin box, with round nail-holes punched in the cover and a long strap to carry it with."

"Spring it," exclaimed the dry goods drummer, impatiently.

"Of course. Well, Billy reached home the night before Christmas that year, with a package that the cabman thought it his duty to help him carry upstairs. The jehu afterwards stated that Mrs. Doherty was the finest lady that he ever

encountered under such circumstances. No tears. No back-talk. No going home to mother. Just a pretty little smile that would have sobered any man not too deep in the grape."

"And sat down at the piano and sang 'Where is my wandering boy tonight?' " suggested the druggist.

"Dove Eyes knew better than that. She had tried it before. Besides, Billy was too far gone to care where her wandering boy was. He was faded, with his pockets empty and a cut over his right eye which a friend had administered as a token of affection. The next morning when Billy awoke his mouth felt like a cotton warehouse that had just been packed with a new stock dry and fluffy and fresh from the hand of Nature."

"Say," observed the man who sold drugs, "you talk like a man of experience."

"Never you mind that," replied the notion man. "We are talking about Billy Doherty's Christmas present now, and you haven't got a card in the game. Well, at last Billy got up nerve enough to get out of bed, and then he noticed that a good many things were missing from the room. The dresser, the commode and the hundred and one little things with which all good wives manage to clutter up a sleeping room were nowhere to be seen; in fact, the bed and one tall, spindle-legged chair were about the only things in sight. Even the carpet had been removed."

"Billy couldn't remember of seeing his wife the previous night and his first idea was that she had stripped the house and cut away to her childhood's home. He wormed his way into his trousers and slippers and sat down on the edge of the bed to make a few remarks about his status as a being with a properly furnished brain-pan."

"Then the door opened and Dove Eyes entered the room, toting the little tin box with the round nail-holes in the cover and the log strap to carry it by. With a sweet smile of innocence she placed the box on the chair, observed that she had brought him a Christmas present that she just knew he'd like and left the room."

"Now, Billy didn't know what to make of this, for ladies like to see their Christmas boxes opened and the contents praised and made much of, but he comforted himself with the notion that there was a bottle in the box, and opened it right quickly. Now, what do you suppose he found on the inside?"

No one ventured a suggestion and the notion man went on.

"Billy thought he heard something slipping and squirming around in the interior before he got the box opened, but he wasn't in a mood to do any guessing. He raised the cover and immediately climbed up on the bed and set up a yell that was probably heard in the next block."

"It takes you a mighty long time to tell what was in that box," said the grocer.

"I know," said the druggist.

"That may be," said the notion man.

"Perhaps you've received presents of this character, contributed in the dead of night, with the gas burning low and the band playing under your pillow and a wild west show going through a squirming programme on the foot-rail. Billy had never been so favored and so he stood there in the middle of the bed and yelled that he had 'em, and that he'd be whoopety-whooped if he'd ever do it again. And all the time the

snake, which had wiggled its way out of his Christmas box, was sizing up the situation and wondering what Billy was making so much noise about. Come to think of it calmly, a two-foot striped snake is a confiding creature, with no general information regarding a traveling man's lung capacity. Not knowing what else to do, this reptile made for the bed and tried to climb into a warm place by way of the clothing, which was more than half on the floor.

"Just at the moment Billy was endeavoring to stick to the ceiling, like a fly, saying things which he could never think of again, the door was opened for the second time and Dove-Eyes tripped into the room and mounded the chair, where she stood looking on with her skirts wrapped tightly about her feet."

"She told him that she was sure the snake wouldn't bite, but said that if he thought he could catch it easier by climbing through the manhole into the garret she'd try and borrow a step-ladder of one of the neighbors. She added that he needn't be afraid if the snake did get wrapped about his legs, for it would soon run away and then he could chase it to his full satisfaction."

"I don't know what Billy said. He never would tell me that part of the story, but when the snake did get up to his feet he landed on the window bench with a whoop that wrenched the atmosphere of the room and tried to jump on it. Of course, his wife kept talking to him all the time, saying, by way of encouragement, that she most knew the snake wasn't poisonous and observing that she had heard so much about men chasing the serpent that she'd really like to see it done."

"She declared that she had heard his friends saying that he would probably go after the snake on Christmas, and that she had procured one so he might have his fun and still spend the day with her. There was his old snake, and why didn't he go after it? By this time the ugly-looking reptile had by some mysterious process got rid of a dozen or so of the heads which Billy had at first observed, and had taken off its spectacles and straw hat. In other words, Billy was coming to his senses. And little Dove Eyes stood there on the chair with her dainty skirts wrapped about her slim kids and looking grieved and innocent."

"These dove-eyed women are mighty uncertain, boys. Just think of the nerve of that little thing! Presently Billy began to see where he was and climbed down off the window bench, but he kept a watchful eye on the wiggling coil on the bed. His head was still a little

queer and he didn't know but it might turn into a yellow band wagon with a whale playing the cornet at any moment.

"Before long, however, he began to understand why the things had been removed from the room, and why his wife looked pale and worn for all the brave look in her eyes. As he watched her, with many new and unpleasant thoughts surging in his mind, she began trembling and fainted. But for his standing so close to the chair she would have fallen to the floor."

"He carried her downstairs and applied restoratives, and when she opened her eyes again he was emptying the flasks his grips had contained into a slop bucket."

The dry goods drummer arose with a grunt of disapproval.

"And he never drank again?" he said.

"He never did," replied the notion man, "and they pickled the snake in alcohol and set it away in the closet. When Billy gets gay she shows it to him. One Christmas present of that sort was enough."

"Where did she get the snake?" asked the druggist.

"I don't know. These little dove-eyed women are queer, as I said before. When Billy told her of his resolves he just sat down and laughed until the tears ran down her cheeks—she was so happy; that is, she insists that she was laughing! And Billy sells more goods than ever and the Christmas present reposes in the closet." Alfred B. Tozer.

A notable novelty in the shape of a traveler's post card is of sheet metal reduced almost to the thinness of foil. The metal has a slated surface.

Young Men and Women!

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

The Proof

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

D. M. McLACHLAN & CO.

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

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.

CANADIAN MAPLE SYRUP CO.,

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

Commercial Travelers

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

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

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

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

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

Preliminary Arrangements for the Convention.

Two thousand invitations have been issued to the members of the Michigan Knights of the Grip and local traveling men, inviting them to be present on the occasion of the twelfth annual convention. The Tradesman is requested by Geo. F. Owen to state that the Executive Committee, of which he is chairman, has not a complete list of the local traveling men, and if anyone has been overlooked and will notify Mr. Owen or the Tradesman to that effect, the matter will be attended to at once.

The Financia Committee will call on the local travelers for their \$5 williams on Saturday of this week. Those travelers who do not expect to be in town on Saturday are requested to write their houses, asking the book-keeper to hand the Committee the amount due.

Arrangements for the ladies have been practically completed. Thursday afternoon there will be given a reception at the parlors of the Military Club from 2 to 4 p. m. Friday morning they will assemble at headquarters at 10 o'clock, when they will all be taken in special trolley cars to Lakeside club, where a reception and lunch will be given.

On arriving in the city, visitors will report at headquarters, opposite the Union depot, where badges will be distributed and tickets for the reception and ball can be obtained. The men will register in the drill hall and the ladies will register in the Military parlors, on the same floor.

The following committees have been appointed:

Reception—B. S. Davenport, chairman, W. B. Martin, P. H. Delahunt, W. F. Warner, Joe F. O. Reed, Hub Baker, J. A. Massie, C. S. Brooks, Geo. W. Kalmbach, P. H. Carroll, John W. Califf, John G. Kolb, W. B. Holden, W. B. Ackmoody, H. Snitseler, L. M. Mills, Will Jones, W. R. Foster, W. H. VanLeuven, A. S. Fowle. Ladies Reception—Mesdames F. E. Walther, chairman, Geo. F. Owen, Manley Jones, John Cummins, E. E. Wooley, W. B. Martin, W. F. Warner, E. C. Goodrich, A. A. Barber, J. Grotomat, F. W. Oesterle, J. A. Massie, H. Snitsler, C. C. Crawford, S. H. Simmons, B. S. Davenport, Geo. J. Heinzelman, C. S. Brooks. Floor—Geo. J. Heinzelman, chairman, E. P. Andrew, H. L. Gregory, C. C. Crawford.

Gripsack Brigade.

D. S. Hatfield has returned from Milwaukee, where he signed for a fifth year with Hecht & Zummach.

Russell Bertsch (Herold-Bertsch Shoe Co.) is the happy father of a daughter, who put in an appearance one day last week.

W. J. Carlyle, for four years with the Buckeye Paint & Varnish Co., of Toledo, has signed a contract for three years from Jan. 1 with the same firm. His territory includes trade in New York, Pennsylvania and Ohio, as well as Michigan.

The Tradesman is in receipt of a communication from D. S. Hatfield, complaining that he was abused by Landlord White, of the Williams House, Battle Creek, because he called attention to the condition of the room to which he was assigned.

Marshall Statesman: Al Ward, of this city, traveling salesman for a Rochester clothing house, narrowly escaped cremation in a hotel fire in Grayling last Monday night. He made his exit from the burning building by means of a rope from the second story window.

New England Grocer: A Boston drummer and a Manchester drummer were walking on a street in Manchester, N. H., when they came across a small boy crying, and having in one hand a single newspaper. The Boston drummer asked the boy what he was crying about. He said, "I have lost two cents." The Boston drummer gave him two cents, which made him whole. Then the Manchester drummer gave him three cents for his paper and gave him back the paper. This is one of the ways drummers have of doing kindly deeds.

Lansing Republican: At the meeting of Post A, Knights of the Grip, at the Hudson House, Saturday evening, arrangements were completed to attend the annual meeting at Grand Rapids on Thursday of next week. The railroad committee reported that a special train had been engaged over the Pere Marquette road, which will leave Lansing at 8:30 a. m., Dec. 27. The hotel committee has engaged quarters at the Hotel Brunswick for the Lansing party. Other committees made final reports. It is thought about 100 will go from this city, and the total attendance at Grand Rapids is expected to reach 600.

Nominates B. D. Palmer for the Presidency.

Owosso, Dec. 18—Some time ago I noticed an article, in one of our State papers, regarding the coming convention of the Michigan Knights of the Grip, to be held in Grand Rapids next week. The writer of the article was in error, as he said the office of Secretary was one that would hold over for another year. I would be perfectly satisfied if it were so at the present time, because the present incumbent is a man worthy of a second term and his faithful work certainly entitles him to the office for another year. Mr. Stitt is a man of sterling worth and his integrity is unquestioned. Let us make his nomination and election unanimous for the ensuing year.

For the Presidency of our organization we have plenty of good material to select from, but, in making a selection, should we not consider the man for what he has done to further the interests of our Association? Last year, you will remember, you published an article advocating the election of our esteemed brother, the old war horse, B. D. Palmer, of St. Johns. All you said in his favor at that time holds good to-day. I understand that Mr. Palmer would accept the office if the brethren choose to honor him. There are none better qualified.

Knight of the Grip.

Endorsed by His Local Post.

Jackson, Dec. 10—At a meeting of Post B, Michigan Knights of the Grip, held at the Hibbard House parlors on Saturday evening, Dec. 8, a resolution was unanimously adopted, endorsing Brother A. W. Stitt for State Secretary for the ensuing year.

M. J. Moore, Sec'y.

SUCCESSFUL SALESMEN.

Geo. F. Owen, Traveling Salesman and All Round Good Fellow.

Geo. Franklin Owen was born in Sussex county, New Jersey, March 9, 1843, and lived there until 9 years of age, when he removed with his parents to Pontiac, Mich., where he remained a short time, going thence to Waterford, Oakland county, where he worked in a drug store for a year. He then returned to Pontiac, where he entered the dry goods establishment of J. C. Goodsell, with whom he remained three years, and also one year with his successors, W. H. Jennings & Bro. His next move was to identify himself with E. R. Emmons, general dealer at Orion, with whom he remained five years, having entire charge of the business. His next move was to accept a position as traveling salesman for W. H. Shaw & Co. wholesale notion dealers at Detroit, his territory being Southern Michigan and Northern Indiana and Ohio. He continued in the employ of that house about three years, when he accepted a similar position with Fowler, Slocum & Forman, hosiery and notion jobbers of New York City, with whom he remained five years, covering every considerable town between Detroit and Omaha. Receiving an offer of the general management of the Howe Sewing Machine Co.'s business in this territory, he came to Grand Rapids and continued in the service of that corporation about three years, when he engaged in the musical merchandise business on his own account, which he carried on successfully for about seven years. It was during this time that he made the acquaintance of Julia A. Moore, the "Sweet Singer of Michigan," and introduced her to enraptured audiences on several occasions. Poor health compelled him to dispose of his music business, which he did in December, 1879, and he took a much-needed rest until September, 1880, when he engaged to travel for Spring & Company, taking the Northern trade and the Southern trade on the C. & W. M. railway. He continued with that house until January 1, 1884, when he engaged to travel for Brewster & Stanton, of Detroit, with whom he remained about twelve years, during which time the firm name was changed to Stanton, Morey & Co. He then sold clothing for a year for a Chicago house, subsequently traveling a year or so for the Peerless Manufacturing Co., of Detroit. About three years ago Mr. Owen became interested in the subject of illumination by acetylene gas and invented a generator which has had a large sale in this and adjoining states. He also handles carbide in a jobbing way, having the Western Michigan agency for the Union Carbide Co., of Chicago.

Mr. Owen has always been more or less of a jiner. He is an enthusiastic Mason, having taken all the degrees up to 32d, which he would have taken last week but for the fact that he was called out of town to sell a gas generator and couldn't do both at the same time. He wears a fez when the Shriners are in session, having been selected by Saladin Temple some months ago as the proper person to milk the camels and heat the sand previous to initiation ceremonies.

Mr. Owen was for many years a member of the Michigan Commercial Travelers' Association and was one of the pioneer members of the Michigan Knights of the Grip. About three years ago he was elected Secretary of the Michigan Commercial Travelers' Mutual

Accident Association, which has experienced a healthy growth under his management and is rapidly taking rank among the successful accident associations of the country.

Personally, Mr. Owen is one of the most companionable of men, as he possesses a genial disposition and a happy temperament. He has a strong appreciation of the humorous, and has always at hand a fund of anecdotes which invariably ensures the interest of his auditors. He is also regarded as a good business man and a capital salesman, his varied business experience having fitted him for the peculiar duties incident to his present vocation.

At a meeting of Post E, held last Saturday evening, it was unanimously decided to present Mr. Owen's name to the Michigan Knights of the Grip at the convention next week for the presidency of the organization. Mr. Owen held the office of Secretary two terms and discharged the duties in a satisfactory manner. He has not been an aspirant for the office of President and consented to become a candidate only after the urgent solicitation of many friends in this city and elsewhere throughout the State, who feel that his election to the presidency of the organization would round out his career and be a worthy recognition of the energetic effort he has given the organization from the time it was started to the present day. As Grand Rapids will probably have no other candidate for any other office within the gift of the organization, it is very generally conceded that Mr. Owen will receive a very handsome vote at the hands of the local membership.

Baltimore's Colored Druggist.

From the Baltimore American.
The Maryland Pharmaceutical Association evidently does not believe in restrictions of sex or color, for, at its third semi-annual meeting, held yesterday at the Maryland College of Pharmacy, one female pharmacist and one colored pharmacist were admitted to membership in the Association. The female member is Miss Jane Craven Cooper, of Chestertown, Md. She is the only female member of the Association and the second ever admitted. Miss Cooper is a graduate of a school of pharmacy in Philadelphia. The colored druggist is Howard E. Young.

Anticipated His Grandfather.

Boy—Grandpa, I wish you'd buy me a pony.

Grandpa (a philanthropist)—My son, think of the poor boys who can't even get bread to eat.

Boy—I was thinking of them—the poor little boys whose papas have ponies to sell that nobody will buy.

A Western editor recently received the following unique letter: "Send me a few copies of the paper which had the obituary and verses in about the death of my child a week or two ago. You will publish the enclosed clipping about my niece's marriage. And I wish you would mention in your local columns, if it don't cost me anything, that I am going to have a few extra calves to sell. Send me a couple of extra copies of the paper this week, but as my time is out you can stop my paper, as times are too hard to waste money on a newspaper."

A large Dublin manufacturer has a room entirely furnished with Irish peat. The carpets on the floor, the curtains at the windows and paper on the wall are made from this substance. For years he has experimented with the material, which is now very largely exported as fuel, and he has discovered that from it it is possible to procure almost any kind of fabric.

Most people like to be called bad in a laughing sort of a way.

Drugs--Chemicals

Michigan State Board of Pharmacy

Name	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.

Price Cutting on Patents.

About ten years ago department stores began to handle patent medicines for advertising purposes. The prices were cut to, and below, cost to demonstrate ostensibly how cheap these stores sold goods. The leading retail druggists followed suit. They cut prices to keep them from losing their patent medicine trade. This "cut rate war" has gone on until the profits on "patents" have been reduced below the living point for the average retailer.

During the past four years there has been a really national effort to raise the prices back to afford a legitimate profit. However, the most conspicuous movement has been the growth of the demand for "Own Preparations," i. e., a line of goods put up at a lower price under the retailer's name to take the place of the advertised patent remedies. For example, suppose Ayer's Sarsaparilla retails at \$1.00 regular price. The cut prices will vary from 59 cents to 85 cents per bottle. The retailer pays 68½ cents for it. His own sarsaparilla will retail at 75 cents and yield a good profit. The logical outcome of such a widespread demand has been the springing into prominence of many "non-secret" manufacturing houses, which put up any kind of remedy desired by the retailing druggist.

Nearly every druggist of any consequence in the United States has from one, or two, to two hundred such remedies of his own. Many retailers, however, make all such remedies in their own laboratories, which is a further saving in cost. These remedies are advertised through catalogues of all sizes, from eight pages to two hundred pages each, sent out to prospective and actual mail-order customers; through pamphlets, cards, novelties, rebate coupons, etc., distributed from house to house in the territory from which the retailer draws trade. This "Own Preparations" trade has assumed enormous proportions.

One of my customers, for example, has, during the past six years, increased the sale on his own eighty-seven remedies from about \$1,100 per year to over \$1,200 per month. He is only an example. There are numbers who have done as well or better. It is the common thing in every populous center to see at least one retailer who has grown from an apothecary to a prosperous merchant-manufacturer during the last eight or ten years. I think the tendency will be more and more in this direction in the immediate future. For a while there was a very disagreeable feeling between proprietary concerns and retailers over "substitution," i. e., when a customer called for Ripans, or Hood's, or Stuart's, the druggist brought out his own remedy, on which he could make a legiti-

mate profit, and argued its superior merit as against the article called for.

This practice has been largely destroyed by the tactics of the proprietary advertisers. They publicly call in question the motives of the retailer for offering "an inferior article as substitute for the original." The retailers have retorted by getting out advertising matter to push their own remedies on their own merits. This is, of course, legitimate, whereas to steal the advertisers' thunder at the moment of sale is not strictly fair. The accusations and malignings of the retailers by the proprietary concerns have made the retailers positively indifferent to the whole patent medicine trade. They say to the manufacturer: "Create a demand for your goods and we will handle them. Not until." This indifference works against the introduction of new remedies, but it does not prevent new ones from being successfully introduced frequently. It simply makes their introduction more costly and uncertain.

M. P. Gould.

A Quick Method of Sugar Coating.

While gelatin-coated pills leave little to be desired and may be so easily extemporized by the pharmacist through the use of gelatin capsules, yet there is no disguising the fact that there are many persons who can not swallow a gelatin-coated pill or capsule without "gagging." Again, there is the serious objection that under certain conditions, with alkaline instead of acid reaction in the stomach, lack of water, etc., the gelatin coating may not dissolve, as amply illustrated in fever epidemics, during the late Spanish-United States war, and from the experience of nearly every physician when prescribing quinine sulphate in gelatin-pill form. Of course, a pill is intended for action in the intestines and not in the stomach, and here the alkalinity of the bile secretions will certainly not favor the solution of the gelatin, and some other coating is therefore desirable. I have, for a number of years past, used milk sugar, since also recommended in Scovill's "Art of Dispensing," and have formulated the following method.

A mixture is prepared of the following powders:

Acacia, pulv., 2.0
Sacch. lacti, 8.0

The pills are thoroughly coated with acacia mucilage (U. S.) by quickly rolling the dust-free pills with the fingers on a piece of filter-paper saturated with mucilage laid on a pill tile; the moment the pills are covered they are transferred to a small casserole (capsule with a handle), the bottom of which is covered with a layer of the above powder, and quickly rotated, separated with the fingers if necessary, until completely covered with a firm coating. If a heavy coat be not secured, repeat the operation with the mucilage. Transfer the pills to a clean casserole beaker or box, and rotate or oscillate for several minutes, when the pills will be rounded by attrition, and a fairly firm, delicious appearing cream-white coating will be attained. The best results are obtained by using from ten to fifty pills each operation. C. S. N. Hallberg.

More Than Just.

Maude—How do you like my latest photo?

Clara—Oh, it's just too awfully lovely for anything.

Maude—Do you think it does me justice?

Clara—Justice is no name for it, dear; it is positively merciful to you.

Carbolic Poisoning Successfully Treated with Alcohol.

Every now and then another case is reported where this newly-discovered antidote for carbolic acid poisoning is used internally with success. H. Rodman, in the Medical Record, reports the case of a woman 60 years of age who took two ounces of pure carbolic acid. The poison was taken by mistake. When first seen she was unconscious, the pulse was thready and scarcely perceptible, there was extreme dyspnea, the face was congested, and her lips were cyanotic. The conjunctival and pupillary reflexes were absent. The extremities were limp and cold. The rectal temperature was 96.2 deg. An eschar had formed on the lips and tongue. A stomach-tube was introduced into the pharynx and four ounces of pure alcohol administered through the tube; this was allowed to remain two or three minutes, and the tube was then introduced into the stomach and its contents washed out with warm water. The stomach was again washed out with diluted alcohol and the stomach tube withdrawn. At the end of twenty minutes consciousness was returning, the pulse had improved, and the breathing had become less frequent. There was vomiting, and the bowels moved twice. Strychnine and other cardiac stimulants were employed. Whiskey was given hypodermically at frequent intervals. Within a half-hour the patient was in a cheerful mood, with some mental excitement, probably due to the alcohol. There was no epigastric pain or abdominal tenderness. With the exception of pain in the nasopharynx, which had not been treated with the alcohol, there was no discomfort. On the evening of the day on which the poison was taken the temperature was 102 deg. Fahrenheit and the pulse 110, but of good quality. The urine, which had been taken with the catheter, was brownish-black, of sufficient quantity, and contained no albumin. On the third day the temperature and pulse were normal, as was the urine, and on the fifth day the patient required no further attention. Three weeks later she was in excellent health.

Cascara in Chronic Constipation.

A medical contemporary calls attention to the fact that despite the repeated efforts made by manufacturers to put out palatable products of cascara, devoid of the bitter principle, the old plain fluid extract, containing this and all other principles of the drug, remains unequalled in the treatment of chronic constipation. A superior quality of the plain extract is indeed unequalled by any remedy or substance for this obstinate trouble. It is in no sense a cathartic, but rather a tonic laxative; it exerts its curative properties only on prolonged use; and it is probably the only remedy for constipation which admits of the tapering or receding treatment in the form of gradually diminished doses. Evidence of the great value and superiority of the drug in chronic constipation is seen in the immense consumption of it for this purpose.

Sponge Figures for the Window.

Four sponge figures in the show window of the A. Spiegel Drug Company in Milwaukee, Wisconsin, attracted considerable attention recently. They represented John Bull, a diver bringing up a sponge, and an old Irish couple. The heads of all four were in constant motion, which greatly added to the lifelike appearance of the group. They

were composed entirely of sponge, some of which had been dyed to show the cut and trimmings of their garments more distinctly. The Irishman had a pipe in one hand and a mug of ale in the other. John Bull was arrayed in his usual costume and besides sported a heavy cane. The diver was encased in his sub-sea suit. The group came from London with a large importation of sponges recently received by the Spiegel company. They range in value from 5 cents to \$4.

The Drug Market.

Opium—Is very firm at unchanged prices.

Quinine—Is very dull at the reduced price.

Morphine—Is unchanged.

Citric Acid—Is very firm and shows a fractional advance.

Chloral Hydrate—Has declined 25¢ per pound.

Canada Balsam Fir—Is steadily advancing, on account of scarcity.

Oil Cloves—On account of higher prices for spice, has advanced.

Gum Asafoetida—Has again advanced and is very firm for a desirable quality.

Cloves—Have advanced, on account of scarcity.

Linseed Oil—Has again declined.

A Negress in Pharmacy.

Philadelphia boasts of the distinction of having the first and only negress in this country to be the owner and conductor of a pharmacy. With every prospect of success Miss Julia P. Hughes has opened an elegantly appointed establishment in Christian street, and is already doing a profitable business. This colored woman is a native of North Carolina; she graduated in pharmacy from Howard University, at Washington, D. C., in 1897, in a class of ten, of which she was President. Before entering Howard University she graduated at Scotia Seminary at Concord, N. C. She resigned a position she held at the Frederick Douglas Hospital in Philadelphia to go into business on her own account.

A Boston Idea.

An attractive window display in Boston is drawing the attention of all passers-by, causing many laughs and much favorable comment. The firm whose idea it is is pushing a certain brand of cigars, and to gain publicity has arranged a window to represent a small room. On a table are several boxes of the cigars, and in an easy chair is seated a very "sporty" colored gentleman in evening dress, puffing away vigorously at a good cigar. It is needless to say that the colored gentleman looks delighted.

There is evidently something in spiritualism. Some mediums are quite wealthy.

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.

SOAP
Bell & Rogart brands-
Coal Oil Johnny
Peckin
Lautz Bros. brands-
Big Acme
Acme 5c
Marseilles
Master
Proctor & Gamble brands-
Lenox
Ivory, 6oz
Ivory, 10 oz
N. K. Fairbanks brands-
Santa Claus
Brown
Falry
Detroit Soap Co. brands-
Queen Anne
Big Bargain
Empire
German Family
A. B. Whiskey brands-
Good Cheer
Old Country
Johnson Soap Co. brands-
Silver King
Calumet Family
Scott Family
Cuba
Gowans & Sons brands-
Oak Leaf
Oak Leaf, big 5
Beaver Soap Co. brands-
Grandpa Wonder, large
Grandpa Wonder, small
Grandpa Wonder, small,
Ricker's Magnetic
Dingman Soap Co. brand-
Dingman
Schultz & Co. brand-
Star
B. T. Rabbit brand-
Rabbit's Best
Fels brand-
Naphtha
Scouring
Sapallo, kitchen, 3 doz
Sapallo, hand, 3 doz
SALT FISH
Cod
Georges cured
Georges genuine
Georges selected
Grand Bank
Strips or bricks
Pollock
Halibut
Strips
Chunks
Herring
Holland white hoops, bbl
Holland white hoops, 1/4 bbl
Holland white hoop, Keg
Holland white hoop mchs.
Norwegian
Round 100 lbs
Round 40 lbs
Sealed
Bloaters
Mackerel
Mess 100 lbs
Mess 40 lbs
Mess 10 lbs
Mess 8 lbs
No. 1 100 lbs
No. 1 40 lbs
No. 1 10 lbs
No. 1 8 lbs
No. 2 100 lbs
No. 2 40 lbs
No. 2 10 lbs
No. 2 8 lbs
Trout
No. 1 100 lbs
No. 1 40 lbs
No. 1 10 lbs
No. 1 8 lbs
Whitefish
No. 1 No. 2 Fam
100 lbs
40 lbs
10 lbs
8 lbs
SPICES
Whole Spices
Allspice
Cassia, China in mats
Cassia, Batavia, in bund
Cassia, Saigon, broken
Cassia, Saigon, in rolls
Cloves, Ambonya
Cloves, Zanzibar
Mace
Nutmegs, 75-80
Nutmegs, 105-10
Nutmegs, 115-20
Pepper, Singapore, black
Pepper, Singapore, white
Pepper, shot
Pure Ground in Bulk
Allspice
Cassia, Batavia
Cassia, Saigon
Cloves, Zanzibar
Ginger, African
Ginger, Cochon
Ginger, Jamaica
Mace
Mustard
Pepper, Singapore, black
Pepper, Singapore, white
Pepper, Cayenne
Sage
SEEDS
Anise
Canary, Smyrna
Caraway
Cardamon, Malabar
Celery
Hemp, Russian
Mixed Bird
Mustard, white
Poppy
Rape
Cattle Bone

STARCH
Kingsford's Corn
Kingsford's Silver Gloss
Common Corn
Common Gloss
Stove Polish
Enameline
No. 4, 3 doz in case, gross
No. 6, 3 doz in case, gross
SNUFF
Scotch, in bladders
Maccaboy, in jars
French Rappee, in jars
SODA
Boxes
Kegs, English
SUGAR
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.
Domino
Cut Leaf
Crushed
Cubes
Powdered
Coarse Powdered
XXX Powdered
Standard Granulated
Fine Granulated
Coarse Granulated
Extra Fine Granulated
2 lb. bags Fine Gran
5 lb. bags Fine Gran
Diamond A
Confector's A
No. 1, Columbia A
No. 2, Windsor A
No. 3, Ridgewood A
No. 4, Phoenix A
No. 5, Empire A
No. 6
No. 7
No. 8
No. 9
No. 10
No. 11
No. 12
No. 13
No. 14
No. 15
No. 16
Michigan Granulated 10c cwt less than Eastern.
SYRUPS
Corn
Barrels
Half bbls
1 doz. 1 gallon cans
1 doz. 1/2 gallon cans
1 doz. 1/4 gallon cans
Maple
The Canadian Maple Syrup
Co. quotes as follows:
1/2 pint bottles, 2 doz
Pint jars or bottle, 2 doz
3/4 quart jar, bottle, can, 1 doz
3/4 gal. jars or cans, 1 doz
1 gal. cans, 1/2 doz
Pure Cane
Fair
Good
Choice
TABLE SAUCES
LEA & PERRIN'S SAUCE
The Original and Genuine Worcestershire.
Lea & Perrin's, large
Lea & Perrin's, small
Halford, large
Halford, small
Salad Dressing, large
Salad Dressing, small

TEA
Japan
Sundried, medium
Sundried, choice
Sundried, fancy
Regular, medium
Regular, choice
Regular, fancy
Basket-fired, medium
Basket-fired, choice
Basket-fired, fancy
Nibs
Siftings
Fannings
Gunpowder
Moynue, medium
Moynue, choice
Moynue, fancy
Pingsuey, choice
Pingsuey, fancy
Young Hyson
Choice
Fancy
Oolong
Formosa, fancy
Amoy, medium
Amoy, choice
English Breakfast
Medium
Choice
Fancy
India
Ceylon, choice
Fancy
TOBACCO
Scotten Tobacco Co.'s Brands.
Sweet Chunk plug
Candillac fine cut
Sweet Lima fine cut
VINEGAR
Malt White Wine, 40 grain
Malt White Wine, 80 grain
Pure Cider, Red Star
Pure Cider, Robinson
Pure Cider, Silver
WASHING POWDER
Rub-No-More 100 12 oz
WICKING
No. 0, per gross
No. 1, per gross
No. 2, per gross
No. 3, per gross
WOODENWARE
Baskets
Bushels
Market
Splint, large
Splint, medium
Splint, small
Willow Clothes, large
Willow Clothes, medium
Willow Clothes, small
Butter Plates
No. 1 Oval, 250 in crate
No. 2 Oval, 250 in crate
No. 3 Oval, 250 in crate
No. 5 Oval, 250 in crate
Clothes Pins
Round head, 5 gross box
Round head, cartons
Egg Crates
Humpty Dumpty
No. 1, complete
No. 2, complete
Mop Sticks
Trojan spring
Eclipse patent spring
No. 1 common brush holder
No. 2 patent brush holder
12 lb. cotton mop heads
Pails
2-hoop Standard
3-hoop Standard
2-wire, Cable
3-wire, Cable
Cedar, all red, brass bound
Paper, Eureka
Fibre
Toothpicks
Hardwood
Softwood
Banquet
Ideal
Tubs
26-inch, Standard, No. 1
18-inch, Standard, No. 2
16-inch, Standard, No. 3
20-inch, Cable, No. 1
18-inch, Cable, No. 2
16-inch, Cable, No. 3
No. 1 Fibre
No. 2 Fibre
No. 3 Fibre
Wash Boards
Bronze Globe
Doubtless
Single Acme
Double Peerless
Single Peerless
Northern Queen
Double Duplex
Good Luck
Universal
Wood Bowls
13 in. Butter
13 in. Butter
15 in. Butter
17 in. Butter
19 in. Butter
Assorted 13-15-17
Assorted 15-17-19
YEAST CAKE
Magic, 3 doz
Sunlight, 3 doz
Sunlight, 1 1/2 doz
Yeast Cream, 3 doz
Yeast Foam, 3 doz
Yeast Foam, 1 1/2 doz

Grains and Feedstuffs
Wheat
Winter Wheat Flour
Local Brands
Patents
Second Patent
Straight
Clear
Graham
Buckwheat
Rye
Subject to usual cash discount.
Flour in bbls., 25c per bbl. additional.
Ball-Barnhart-Putnam's Brand
Diamond 1/4s
Diamond 1/2s
Diamond 3/4s
Worden Grocer Co.'s Brand
Quaker 1/4s
Quaker 1/2s
Quaker 3/4s
Spring Wheat Flour
Clark-Jewell-Wells Co.'s Brand
Pillsbury's Best 1/4s
Pillsbury's Best 1/2s
Pillsbury's Best 3/4s paper
Pillsbury's Best 1/4s paper
Ball-Barnhart-Putnam's Brand
Duluth Imperial 1/4s
Duluth Imperial 1/2s
Duluth Imperial 3/4s
Lemon & Wheeler Co.'s Brand
Wingold 1/4s
Wingold 1/2s
Wingold 3/4s
Olney & Judson's Brand
Ceresota 1/4s
Ceresota 1/2s
Ceresota 3/4s
Worden Grocer Co.'s Brand
Laurel 1/4s
Laurel 1/2s
Laurel 3/4s
Washburn-Crosby Co.'s Brand.

Fresh Meats
Beef
Carcass
Forequarters
Hindquarters
Loins No. 3
Ribs
Chucks
Plates
Dressed
Loins
Boston Butts
Shoulders
Leaf Lard
Mutton
Carcass
Spring Lambs
Veal
Carcass
Barreled Pork
Mess
Back
Short cut
Pig
Bean
Family Mess
Dry Salt Meats
Bellies
Briskets
Extra shorts
Smoked Meats
Hams, 12 lb. average
Hams, 14 lb. average
Hams, 16 lb. average
Hams, 20 lb. average
Ham dried beef
Shoulders (N. Y. cut)
Bacon, clear
California hams
Boneless hams
Boiled Hams
Picnic Boiled Hams
Berlin Hams
Mince Hams
Lards-In Tierces
Compound
Kettle
Vegetole
60 lb. Tubs, advance
80 lb. Tubs, advance
50 lb. Tins, advance
20 lb. Pails, advance
5 lb. Pails, advance
3 lb. Pails, advance
Sausages
Bologna
Liver
Frankfort
Pork
Blood
Tongue
Headcheese
Beef
Extra Mess
Boneless
Rump
Pigs Feet
1/4 bbls., 40 lbs
1/4 bbls., 80 lbs
Tripe
Kits, 15 lbs
1/4 bbls., 40 lbs
1/4 bbls., 80 lbs
Casings
Pork
Beef rounds
Beef middles
Sheep
Butterine
Solid, dairy
Rolls, dairy
Rolls, creamery
Solid, creamery
Canned Meats
Corned beef, 2 lb
Roast beef, 2 lb
Potted ham, 1/4s
Potted ham, 1/2s
Potted ham, 3/4s
Deviled ham, 1/4s
Deviled ham, 1/2s
Potted tongue, 1/4s
Potted tongue, 1/2s
Potted tongue, 3/4s

Candies
Stick Candy
Standard
Standard H. H.
Standard Twist
Cut Leaf
Jumbo, 32 lb. cases
Extra H. H.
Boston Cream
Beet Root
Mixed Candy
Grocers
Competition
Special
Conserve
Royal
Ribbon
Broken
Cut Leaf
English Rock
Kindergarten
French Cream
Dandy Pan
Hand Made Cream
mixed
Crystal Cream mix
Fancy-In Bulk
San Blas Goodies
Lozenges, plain
Lozenges, printed
Choc. Drops
Eclipse Chocolates
Choc. Montmarts
Gum Drops
Moss Drops
Lemon Sours
Imperials
Ital. Cream Opera
Ital. Cream Bonbons
20 lb. pails
Molasses Chews, 15 lb. pails
Pine Apple Ice
Maroons
Golden Waffles
Fancy-In 5 lb. Boxes
Lemon Sours
Peppermint Drops
Chocolate Drops
H. M. Choc. Drops
H. M. Choc. Lt. and Dk. No. 12
Gum Drops
Licorice Drops
Lozenges, plain
Lozenges, printed
Imperials
Mottoes
Cream Bar
Molasses Bar
Hand Made Creams
Cream Buttons, Pep. and Wint.
String Rock
Wintergreen Berries
Caramels
No. 1 wrapped, 3 lb. boxes
Penny Goods
Fruits
Oranges
Florida Russett
Florida Bright
Fancy Navels
Extra Choice
Late Valencia
Seedlings
Lat. Sweets
Jamaicas
Rodi
Lemons
Messina, 300s
Messina, 360s
California 360s
California 300s
Bananas
Medium bunches
Large bunches
Foreign Dried Fruits
Figs
California, Fancy
Cal. pkg, 10 lb. boxes
Extra Choice, 10 lb. boxes
Fancy, 12 lb. boxes
Pulled, 6 lb. boxes
Naturals, in bags
Dates
Fards in 10 lb. boxes
Fards in 60 lb. cases
Persians, F. H. V
lb. cases, new
Sairs, 60 lb. cases
Nuts
Almonds, Tarragona
Almonds, Ivica
Almonds, California, soft shelled
Brazilis
Walnuts
Walnuts Grenobles
Walnut, softshelled
California No. 1
Table Nuts, fancy
Table Nuts, choice
Pecans, Med
Pecans, Ex. Large
Pecans, Jumbos
Hickory Nuts per bu.
Ohio, new
Cocoanuts, full sacks
Chestnuts, per bu
Peanuts
Fancy, H. P., Suns
Fancy, H. P., Flags
Roasted
Choice, H. P., Extras
Choice, H. P., Extras Roasted
Span. Shld No. 1 n'w

Prices always right. Write or wire Musselman Grocer Co. for special quotations.
Meal
Bolted
Granulated
Feed and Millstuffs
St. Car Feed, screened
No. 1 Corn and Oats
Unbolted Corn Meal
Winter Wheat Bran
Winter Wheat Middlings
Screenings
Corn
Corn, car lots
Oats
Car lots, clipped
Less than car lots
Hay
No. 1 Timothy car lots
No. 1 Timothy ton lots
Hides and Pelts
The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:
Hides
Green No. 1
Green No. 2
Cured No. 1
Cured No. 2
Calfskins, green No. 1
Calfskins, green No. 2
Calfskins, cured No. 1
Calfskins, cured No. 2
Pelts
Pelts, each
Lamb
Tallow
No. 1
No. 2
Wool
Washed, fine
Washed, medium
Unwashed, fine
Unwashed, medium
Furs
Beaver
Wolverine
Lynx
Muskrat
Mink
Raccoon
Skunk



Fresh Fish
White fish
Trout
Black Bass
Halibut
Cliscoes or Herring
Bluefish
Live Lobster
Boiled Lobster
Cod
Haddock
No. 1 Pickered
Pike
Perch
Smoked Whitefish
Red Snapper
Col River Salmon
Mackerel
Oysters in Bulk
Per gal.
Counts
Ext. Selects
Selects
Standards
Anchor Standards
Oysters in Cans.
F. H. Counts
F. J. D. Selects
Selects
F. J. D. Standards
Standards
Favorite
Shell Goods.
Clams, per 100
Oysters, per 100

Village Improvement

What Nature Does for the Roads in Winter.

Twice a year as surely as the globe swings around Nature takes it upon herself to teach mankind a much-needed lesson. Just now the instruction takes a pleasing form. The fall rains are over, the harvests are gathered and garnered and, lifting her wand of cold, she sets her roadbuilders at work and between sunset and dawn they have laid a roadbed for the winter's traffic. There is nothing niggardly in plan or execution. There is no single highway from trade center to trade center, leaving the byway and the farm to look out for themselves but wherever a wheel can run she has laid down her sleepers of cold and on them has laid a roadbed which the cunning of man can not improve. From the asphalt of Grand Rapids to that of Detroit and Chicago she has done her work and not a village or hamlet or the most wayside and wandering of country roads has been forgotten and a highway as hard as adamant stretches from bin to market the land over. Before the cold set in the country roads were in a wretched condition, so that Mr. Voigt, in commenting on the oats market last week, made the price of oats depend upon the transportation as the title of this article states: "Should the roads, which are very bad, improve, there will come more oats on the market" and beyond that it is unnecessary now to go.

With the ground frozen now to go begins. A few days' traffic knocks off and grinds down the "hubbles" and then over a road as smooth as a floor the loaded wagon is pulled with ease to market. Snow may or may not come. The road is there, hard and smooth in either case, and the transportation goes lively on. If snow falls the roadbed could not be better and the snow only improves the excellent condition of things should it come. The winter comes and goes and if the roads remain in good condition during the reign of the Frost King, profit is piled upon profit and the prosperity that comes alone from that easy transportation in itself ought to be sufficient to teach men that a good road is the only road that pays and is the only road to be tolerated—the fact that Nature does her best to drive through the thick skulls of men.

This kind of winter comes to an end in March. Cold and heat struggle then for the mastery. The snow melts, the ice breaks up, the frozen ground thaws, the road-floor gives way and mud reigns. For weeks there is no going to market. When need makes the attempt a necessity, a double team with a small load plows and flounders back and forth, every inch of the way a protest against a condition of things wholly unnecessary and the more grievous to endure from the fact that for three months Nature, rough and ungainly as she knows how to be, has been showing what a road should be and that men can have such roads if they will. It is lesson number two, and like the one winter has taught is a lesson of practice.

It would be easy here to tell what has already become trite in telling; that a line of road as easy to travel in March as in December is not only a possibility but a fact. It costs money, but it pays—better any way than to sustain the loss that comes from the common roads, even when they are not at their worst. Every week in market-time, the mud-spattered wagon of the pro-

ducer tells its own disheartening story of mud and ruts at the Island Market. Now and then a wagon after a rain puts in an appearance with unspattered wheels, and the "How does it happen that mud hasn't hit you?" is invariably followed by "Oh, I live on the main line."

We are entering upon the new century. For nineteen hundred years the most of the inhabitants of the world have floundered through mud and knocked against the rocks of the unimproved highway. Rome knew the value of a good road and so cemented together the different parts of her Empire. Europe to-day is making the most of the lesson so taught. This country is beginning to believe that it is worth learning and there are cheering signs that the bad road has had its day in the United States. Heaven knows there is need enough of it. The New England rocks have been praying for it and the rest of the country has shouted "Amen!" May the prayer be answered and may the Middle West be the first to see if the petition can not be early granted.

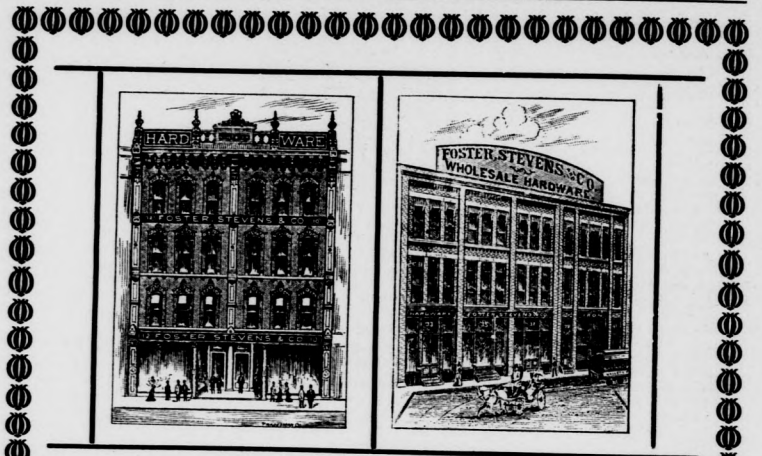
From the Soo to Hudson Bay.

Sault Ste. Marie, Dec. 15—After a great deal of talk the building of a railway from the upper lake region to Hudson Bay has finally been undertaken. Ground was broken less than four months ago, and already something like thirty miles has been completed and put in operation. The line starts from the Canadian town of Sault Ste. Marie, runs nearly northward and will be over 500 miles in length. Its name, the Algoma Central, is derived from the county through which a large part of the route lies. The Province of Ontario has liberally encouraged the enterprise by grants of land, but most of the capital required has been supplied by Americans.

One of the objects of this scheme is to open a through route to Europe by way of the Arctic Ocean for the shipment of grain. Another is the building of considerable towns in what is now a vast wilderness. Both of these plans require time for their realization. But the road is yielding a considerable revenue from the very start by opening up particularly rich timber lands. Heavy consignments of timber are already being hauled down to the "Soo." A part of this material, no doubt, will be consumed by the pulp mills there, but the output of lumber will be enormous. The road runs for hundreds of miles through forests of birch, maple, balsam, poplar and white pine. Curlybirch, which sells for 40 cents a cord along the road, commands \$40 a thousand feet in the United States. Elm wood can be cut for 10 cents a cord there and sold on this side of the line for \$25 a thousand feet. Thus it will be seen that handsome returns are to be had from the investment from the very outset.

The region about to be developed is also rich in mineral resources. These can not be utilized immediately, but represent almost fabulous wealth. There are great beds of gypsum and extensive deposits of iron and copper. Whether the Algoma Central taps the nickel producing district of Ontario does not appear.

The railway company proposes not only to build suitable hotels at a number of points along the route, but also to establish a first-class seaside resort on the shores of Hudson Bay. Game and fish abound in this part of the world, and will attract sportsmen, and the climate and scenery will present other charms to the tourist. Something like three years must elapse before the line is finished, inasmuch as construction goes on at the rate of only half a mile a day. But the road is built in a singularly substantial manner for a new one. The rails weigh eighty-five pounds to the yard, and the locomotives are marvels in respect to weight. Some of them are reported to weigh 135 tons each; but these figures may possibly include the tender. The roads over which these engines were obliged to pass, on the way from Chicago to the "Soo," strengthened their bridges to prevent mishap.



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Foster, Stevens & Co.,

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10 & 12 Monroe St.

Grand Rapids, Mich.

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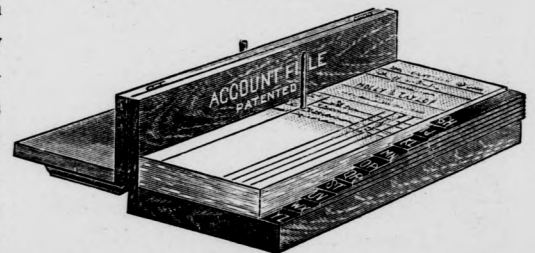
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TRADESMAN COMPANY, Grand Rapids.

INSTALLMENT STORES.

Development of this Line of Credit Business.

When writing recently upon the many changes in retail trade methods which have taken place within the last half century, and rapidly increased within the last half of that period, we purposefully made no mention of the plan of selling many varieties of goods upon small payments to be made weekly. While we have been observers of the establishment and growth of stores which have adopted this plan, we are indebted for some statistics in regard to the business in Boston to the annual report of the Bureau of Statistics of Labor, as we were for the facts in the previous article.

As we first remember this business it was started by those who were dealers in what might be called articles of luxury, the dealers in musical instruments, who sold pianos and organs upon this plan, or rather leased them, they remaining the property of the dealer until the last installment had been paid. About the same time the family sewing machines were sold in the same way, and many a poor woman was able with her machine to earn the money which paid for it. As it was then claimed, the machine was made to pay its own cost, and women became possessors of those household helps who would not have done so if they had tried to save the money from the scanty earnings they could get by other methods. We are not sure in which of these lines the installment plan first began, or if any other antedated them, and it is not material. We know also that some shrewd traders sold carriages, harnesses and even horses in this way soon after the close of the war to young men who were more ambitious to make a good display than to hoard up their wages.

But the success of those who began this plan soon led to other goods being sold in the same way. Household furniture and furnishings came quickly to be added to the lists. Many a young couple began housekeeping with leased furniture, even beds and bedding; the table they sat at to eat, and the other that was kept for the parlor lamp, were the property of the firm, whose agent called promptly after each pay day to collect his dues and incidentally to see that the property was still there subject to his claim if the payment was not made.

Of course, the system was liable to abuse. Some buyers would disappear with the goods but partially paid for, and hide them away from the owner. Some, deciding that they could not or would not continue the payments, would maliciously damage them before surrendering them. And there were dealers or agents who seemed ever most ready to claim a forfeiture of the property under the lease when nearly the real value had been paid, and sickness or other cause delayed a payment.

There is, however, less trouble in both of these ways lately than at first. Perhaps men and women are not more honest, but the holder of leased property found it more difficult to keep it hidden away long than he had thought. The dealer who was known to be exorbitant in prices when selling goods on this plan, charging much more than the fair retail price, or who would not be lenient to an unfortunate purchaser or who meant to pay according to agreement but could not do so, found it a very bad advertisement for his business.

The man or woman who wants good clothing to obtain or retain a situation

where it is a requisite that they shall be neatly dressed, or those who are suddenly called upon to attend a funeral, wedding or other occasion where the better clothing seems desirable, are thus accommodated, and perhaps the necessity of meeting monthly or weekly payments restrains them from other extravagances, even as some men have said they could save money only when they had debts to pay.

Trust stores claim to sell at as low prices on installments as others do for cash, and if this is not always exactly true, the difference is not great. Probably their losses by unpaid bills are not a greater percentage on their sales than those of the average wholesale dealer who gives sixty or ninety days' credit to the retailer.

While we supposed that the number of firms doing business in this way and the amount of business had largely increased, we were hardly prepared for the statements made in the report we have alluded to. Thus one firm selling clothing claims to have a list of 35,000 customers, of whom about 95 per cent. buy upon the installment plan, and most of them have come to them on the recommendation of previous customers, and they say that other firms have equally good trade.

Reports from 155 furniture stores say about 71 per cent. of their trade is for cash and 29 per cent. on installments. Of 76 stores which do business both for cash and on installments which are in Boston or nearby 41 per cent. of the trade was for cash, and 59 per cent. was upon installments, and in many of them without other security than the promise of the buyer, and a statement of his occupation and the prospect of his having some regular income to meet his obligation. In case of illness they will wait if the weekly or monthly report shows the failure to pay is from an unavoidable cause.

The other stores do not claim that their trade is greatly injured by this method of accommodating the poor man or woman, with the exception of pawnbrokers and dealers in second-hand clothing or furniture, and to some extent those who deal in cheap goods. Many buy better and more durable goods when buying on credit than they could or would buy if all cash payments were asked.

We do not know that this plan has extended to the grocery trade, but some grocery dealers are trying what they call a co-operative plan, selling to customers shares of stock from \$1 upward, and allowing on cash purchases a discount until it reaches the value of the stock, after which the stock, then having cost nothing, becomes entitled to dividends in proportion to the profits of the business. Thus the working capital of the firm is increased, and the buyer is a silent partner in the business.—Boston Budget.

His Difficulty.

Mrs. Crimsonbeak—There's one thing about my husband I never could understand.

Mrs. Yeast—And what's that?
"Why, when he comes home late he can't find the keyhole, but when he gets inside, from the noise he makes he seems to find everything in the room."

A Savage Mystery.

Customer—I heard you scolding your new boy about the disappearance of a sausage. What did he say?

Butcher—He said the pithecanthropus was in the canine.

Customer—What did he mean by that?
Butcher—He meant the missing link was in the dog.

Trained for a Huckster.

Successful Farmer (whose son has been to college)—What was all that howlin' you was doin' out in th' grove?
Cultured Son—I was merely showing Miss Brighteyes what a college yell is like!

Farmer—Wall, I swan! Colleges is some good after all. I'm goin' into town to sell some truck to-morrow. You kin go along an' do th' callin'.

No Such Word in the Language.

Mr. Hubb—Nonsense! I do not see why I should take any notice of the epithet he applied to me. It meant nothing.

Mr. Penn—What? Why, the man called you a blithering idiot!

Mr. Hubb—Exactly; and there is no such word in the English language as blithering.

Hardware Price Current

Augurs and Bits			
Snell's.....			60
Jennings genuine.....			25
Jennings' imitation.....			50
Axes			
First Quality, S. B. Bronze.....		7 00	
First Quality, D. B. Bronze.....		11 50	
First Quality, S. B. S. Steel.....		7 75	
First Quality, D. B. Steel.....		13 00	
Barrows			
Railroad.....		17 00	
Garden.....		32 00	
Bolts			
Stove.....		60	
Carriage, new list.....		70&10	
Plow.....		50	
Buckets			
Well, plain.....		\$4 00	
Butts, Cast			
Cast Loose Pin, figured.....		65	
Wrought Narrow.....		60	
Cartridges			
Rim Fire.....		40&10	
Central Fire.....		20	
Chain			
Com.....	¾ in.	5-16 in.	¾ in.
BB.....	7 c.	6 c.	5 c.
BBB.....	8½	7½	6½
BBB.....	8½	7½	6½
Crowbars			
Cast Steel, per lb.....		6	
Caps			
Ely's 1-10, per m.....		65	
Hick's C. F., per m.....		55	
G. D., per m.....		45	
Musket, per m.....		75	
Chisels			
Socket Firmer.....		65	
Socket Framing.....		65	
Socket Corner.....		65	
Socket Sinks.....		65	
Elbows			
Com. 4 piece, 6 in., per doz.....		65	
Corrugated, per doz.....		1 25	
Adjustable.....		40&10	
Expansive Bits			
Clark's small, \$18; large, \$26.....		40	
Ives' 1, \$18; 2, \$24; 3, \$30.....		25	
Files—New List			
New American.....		70&10	
Nicholson's.....		70	
Heller's Horse Rasps.....		70	
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....		28	
Discount, 70.....		17	
Gauges			
Stanley Rule and Level Co.'s.....		60&10	
Glass			
Single Strength, by box.....		85&20	
Double Strength, by box.....		85&20	
By the Light.....		85&	
Hammers			
Maydole & Co.'s, new list.....		33½	
Yerkes & Plumb's.....		40&10	
Mason's Solid Cast Steel.....		30c list	
70.....			
Hinges			
Gate, Clark's 1, 2, 3.....		60&10	
Hollow Ware			
Pots.....		50&10	
Kettles.....		50&10	
Spiders.....		50&10	
Horse Nails			
Au Sable.....		40&10	
Putnam.....		5	
House Furnishing Goods			
Stamped Tinware, new list.....		70	
Japanned Tinware.....		20&10	
Iron			
Bar Iron.....		2 25 c rates	
Light Band.....		3 c rates	
Knobs—New List			
Door, mineral, jap. trimmings.....		75	
Door, porcelain, jap. trimmings.....		85	
Lanterns			
Regular 0 Tubular, Doz.....		5 00	
Warren, Galvanized Fount.....		6 00	
Levels			
Stanley Rule and Level Co.'s.....		70	
Mattocks			
Adze Eye.....		\$17 00. dis	
70-10.....			
Metals—Zinc			
600 pound casks.....		7½	
Per pound.....		8	

Miscellaneous	
Bird Cages.....	40
Pumps, Gistern.....	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 Plinished Iron	
"A" Wood's patent plinished, Nos. 24 to 27.....	10 75
"B" Wood's patent plinished, Nos. 25 to 27.....	9 75
Broken packages ¼¢ 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 55
20 to 60 advance.....	Base
10 to 16 advance.....	5
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	36
Finish 6 advance.....	45
Barrel ½ advance.....	86
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, ½ inch and larger.....	8½
Manilla.....	12
Sand Paper	
List acct. 19, '86.....	dis 50
Sash Weights	
Solid Eyes, per ton.....	25 00
Sheet Iron	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$3 20
Nos. 18 to 21.....	3 20
Nos. 22 to 24.....	3 30
Nos. 25 to 26.....	3 40
No. 27.....	3 70
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	3 60
Shells—Loaded	
Loaded with Black Powder.....	dis 40
Loaded with Nitro Powder.....	dis 40&10
Shot	
Drop.....	1 45
B B and Buck.....	1 70
Shovels and Spades	
First Grade, Doz.....	8 00
Second Grade, Doz.....	7 50
Solder	
½@¾.....	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron.....	65
Tin—Melyn Grade	
10x14 IC, Charcoal.....	\$ 8 50
14x20 IC, Charcoal.....	8 50
20x14 IX, Charcoal.....	9 75
Each additional X on this grade, \$1.25.	
Tin—Alloway Grade	
10x14 IC, Charcoal.....	7 00
14x20 IC, Charcoal.....	7 00
10x14 IX, Charcoal.....	8 50
14x20 IX, Charcoal.....	8 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	10
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game.....	75
Oneida Community, Newhouse's.....	40&10
Oneida Community, Hawley & Norton's.....	65
Mouse, choker per doz.....	15
Mouse, delusion, per doz.....	1 25
Wire	
Bright Market.....	60
Annealed Market.....	60
Coppered Market.....	50&10
Tinned Market.....	50&10
Coppered Spring Steel.....	40
Barbed Fence, Galvanized.....	3 20
Barbed Fence, Painted.....	2 90
Wire Goods	
Bright.....	80
Screw Eyes.....	80
Hooks.....	80
Gate Hooks and Eyes.....	80
Wrenches	
Baxter's Adjustable, Nickeled.....	30
Coe's Genuine.....	30
Coe's Patent Agricultural, Wrought.....	70&10

COMMERCIAL NEPOTISM.

When the question came up the other day how far a merchant should go in making easy a commercial career for his son, the extremists at once came to the front and the battle was waged fiercely and long. Each was positive that only his own position was tenable and every assertion was strengthened by well-known examples. The discussion ended as it began, without convincing either disputant, and the question was promising to be a "draw," when the Tradesman took occasion to remark that the whole matter depended upon the young man.

It is needless to go off the street to find illustrations of too much commercial boasting on the part of men who are anxious to give the boy a chance—something the successful father claims he never had in his climb from penury to prosperity. For the sake of that needed chance he takes the boy into his store, gives him an opportunity to learn the business, not, at the same time, compelling him to endure suffering and privation. Why not? What better use could he put this money to that has rewarded his own industry and perseverance? What has he been accumulating it for if not to knock off the sharp angles and corners of his own boys' lives and bring them by easier stages to the same success he has won on a rockier road? So the boy comes from college and is taken into the store and given good wages from the start. Why not? This talk of beginning in the basement and working up is mostly nonsense. Where is the discipline in the hardship of spending six months in the cellar working with boxes and hammer? It is drudgery that untrained labor needs because there is a discipline in that kind of work necessary for those who have no other discipline. Good schooling makes that unnecessary. The boy that hates books and study and overcomes that hatred has done what the boy down cellar has done and does not need to repeat the lesson. He has brought into play all those powers that lie at the basis of success and from the unbending "must" of duty determinedly declares "I can," and that is the end of it. "It is a simple matter of method and I accomplish my purpose by a gentler way."

"But you don't," is the prompt rejoinder. "You spoil the boy and the whole idea of commercial nepotism leads inevitably to the ruin of the boy."

"The boy, O where was he?" He is the one to settle this question. With what books and school have done for him, with his Alps to climb and his Italy to gain, this commercial Hannibal sets about his task. If in his father's store the man in him—there is your starting point—can best get started on the work of his life, in that store it is. If the basement drill is necessary, of his own accord he dons overalls and blouse and wears them until he gets all they can give. If his father's store is a hindrance, no power on earth can force him there. There is no danger of ruining a young man who is bound to get what he is after. Is his early life made easy for him? The right kind of young man will set his ideal so much the higher; and whoever yet saw the winning of any ideal worth striving for that came without the strife?

"But these helps have ruined thousands." The statement lacks proof. The boy who goes home to lie down is the boy who would lie down anyway. He is sent to school and goes because

he has not gumption enough to run away. He dawdles through school and college. He dawdles after he gets through. He dawdles in the store exactly as he did through boyhood and the commercial nepotism which he thoroughly enjoys does not save him from being the nuisance he has always been since he dawdled into the world. It is not the nepotism that has killed him. He has simply used that to show himself a nonentity; and then, too, what difference does it make, if real manhood is realized, whether the boy is born with a silver spoon or with a spade? If the real stuff is in him it will come out and if a little home coddling will ensure the outcome, so be it; if that is found to be a detriment, the young fellow's foot of its own accord will spurn the would-be help and start in on its own account in another direction. It is not the nepotism nor the lack of it, gentlemen, it is the young man himself that settles the question, and he will settle it every time.

WEAK MEN AT THE HELM.

The London Daily Mail has issued a year book, which has just been given to the public. It sets forth, among other matters, what is supposed to be the current English opinion of American statesmanship. That opinion is embodied in the expression: "The United States has many able men, but not one of conspicuous merit."

This verdict is probably as near the truth as could be expressed in so brief a sentence, and it will apply with equal aptness and justice to Great Britain and to most of the other foreign countries. The simple fact seems to be that the present is the age of mediocre men in public life. There is not one of the first class, either in politics or in war. One looks in vain for such statesmen as Cavour, Calhoun, Lincoln, Clay, Webster, Pitt, Fox, Thiers, Beaconsfield, Gladstone or Bismarck. And there are no soldiers like Napoleon, Wellington, Grant or Sherman.

The greatest men are the product of great emergencies. They come to the surface in tremendous social upheavals, or they are forged in the fury and flame of revolution. To-day some of the most momentous issues that ever confronted mankind and demand the wisest statesmanship, and the most splendid soldierhood, are being incubated amid the eager and unscrupulous contentions of the great nations, but they are restrained by a recognition of the terrible results that must come from any break in the relations that apparently hold the nations in an amicable entente.

But the nations are wholly hypocritical and insincere. They all hate each the other and, while they hate, they fear. Beneath the crust of ceremony, the most violent passions and the bitterest jealousies threaten to break forth in blind and furious antagonisms. It is doubtless the lack of great and ambitious leaders and the presence everywhere in their stead of men of moderate talents that prevent the bursting of the storm. This mediocrity for the moment is a blessing, but it can only for a brief period keep back the hurricane which must soon break forth. Then there will be great need for great leaders, and doubtless amid the fury and fire of such an upheaval they will be forced to the front.

Couldn't Take It With Him.

Parishioner—Wall, ole Deacon Skinner's dead. They say 't he's 'cumerlated consider'ble propputty though. Hev you any idee how much he left?
Minister—Yes. He left all he had.

Hides, Pelts, Furs, Tallow and Wool.

The hide market is rather weak and depressed. Buyers hold out for the present and dealers are not anxious sellers at prices offered. It looks bright for the future, although not much of an advance in price is expected.

Pelts are not eagerly sought after at the prices ruling. Stocks are ample for all demands, having cost fully the price pullers care to pay.

Furs are quiet. The home demand is supplied for the holiday trade. The foreign demand does not warrant the prices now being paid. A decline is looked for.

Tallow is in full supply, with fair demand. Low prices rule.

Wool seems to have struck bottom and is firmer abroad. Trade is in small sales and small volume at weak prices. Values are not what was hoped for, and the bulk must, therefore, be carried over to next year. All speculation is limited and holders anticipate higher values when buying begins for heavy weight goods. Stocks are light at the mills, with a full supply in sight with the dealers. Wm. T. Hess.

The superintendent of the Philadelphia mint has fourteen presses running full and overtime, coining pennies, of which 500,000 are sent away daily. And still the cry is for more. By adding to the overtime it is hoped to turn out 800,000 cents a day until the rush demand ceases. The demand for cents comes chiefly from the West, where formerly the small coin was little in use. The holiday season always makes a demand on penny coinage but this season it is unusually loud.

There is a coal scarcity in Norway, the price having risen 40 per cent., notwithstanding the fact that coal imports have increased 25 per cent. The Christiania papers intimate that the United States would find ready purchasers of coal in Norway.

Carbon Oils

Barrels	
Eocene	@ 10 1/4
Perfection	@ 9 1/2
Water White Michigan	@ 9
Diamond White	@ 8 1/2
Deodorized Stove Gasoline	@ 11 1/4
Deodorized Naphtha	@ 10
Cylinder	@ 29
Engine	@ 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.

FOR SALE, CHEAP—SMALL STOCK readymade clothing. C. L. Dolph, Temple, Mich. 624

WANTED—LOCATION FOR DRUG STORE in small town in Northern Michigan. Address No. 622, care Michigan Tradesman. 622

FOR SALE—GENERAL STOCK IN HEART of Michigan fruit belt, six miles from Fennville and Saugatuck; good school and church close by; stock and fixtures will invoice about \$1,000; will reduce stock to suit purchaser; no trades. Geo. F. Barber, Ganges, Mich. 621

FOR SALE—STOCK OF HARDWARE, FURNITURE, and implements at Woodland. Stock invoice about \$6,000. Will sell all or part. Will sell hardware and furniture and retain implements, or suit the wishes of purchaser. If stock is too large will divide it. If we sell, must do so at once. Address Carpenter Bros., Woodland, Mich. 627

WANTED—LOCATION FOR A PHYSICIAN and surgeon. Will take some furniture and rent house and office. Do not care to purchase prospective practice. Write Physician, Box 7, Prativille, Mich. 625

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

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—RETAIL MERCHANTS IN ALL lines to write for illustrated price list of trade winning specialties and premium goods. T. S. Maxwell, 194 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. Rogan, 14 Kanter Building, Detroit, Mich. 614

FOR SALE—A MEN'S FURNISHING AND hat business, in a good lively town. Address M. J. Rogan, 14 Kanter Building, Detroit. 615

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

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

STOCK OF HARDWARE AND IMPLEMENTS for sale in a thriving Southern Michigan town; also store to sell or lease. Address No. 600, care Michigan Tradesman 610

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. 609

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 inventing about \$2,500, enjoying lucrative trade in good country town about thirty miles from Grand Rapids. Will rent or sell store building. Buyer can purchase team and peddling wagon. If desired, Terms, half cash, balance on time. Address No. 592, care Michigan Tradesman. 592

FOR SALE—A GENERAL STOCK OF hardware, harnesses, cutters, sleighs, buggies, wagon and farming implements, surrounded by good farming country in Northern Michigan. Must be sold at once. Address No. 595, care Michigan Tradesman. 595

FOR SALE—GENERAL MERCHANDISE stock, involving about \$7,000; stock in A1 shape; selling about \$25,000 a year, with good profits; trade established over twenty years; for sale here for a hustler. Terms, one-half cash down, balance one and two years, well secured by real estate mortgage; also store building and fixtures for sale or exchange for good Grand Rapids residence property on East Side; must be free from debt and title perfect. Address No. 520, care Michigan Tradesman. 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. 685

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 \$650. Will sell cheap for cash. R. E. Hardy, 1383 Jefferson Ave., Detroit, Mich. 635

HOTEL FOR RENT OR SALE—STEAM heat, electric lights, hardwood floors, etc.; located in Bessemer, Mich., county seat Gogebie county. Address J. M. Whiteside, Bessemer, Mich. 623

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 BY REGISTERED pharmacist; eleven years' experience; speaks German; work reasonable; prefers a city under 80,000 population. Address W. J. S., care Kalamazoo Telegraph, Kalamazoo, Mich. 623

WANTED—POSITION AS STENOGRAPHER or book-keeper; college references; experience the object. Address No. 620, care Michigan Tradesman. 620

WANTED BY YOUNG MAN OF GOOD habits—Position as clerk and stockkeeper in general clothing, dry goods or shoe store; six years' experience; good reference furnished. Address No. 625, care Michigan Tradesman. 625

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 REGISTERED 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