

# MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, DECEMBER 26, 1900.

Number 901

William Connor, 20 years with us, will be at Sweet's Hotel, Grand Rapids, Mich., Jan. 2 to Jan. 10, with Spring Samples Ready Made Clothing, from \$4.50 up. Customers' expenses allowed or write him care Sweet's Hotel and he will call on you. We guarantee quality, prices and fit. Our 50 years' reputation for stouts, slims and all specialties requires no comment. All mail orders receive prompt attention. **KOLB & SON,** Wholesale Clothiers, Rochester, N. Y.

N. B.—If you are low on Winter Ulsters, Overcoats, Suits, Wm. Connor can show you large line.

## 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.

## 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.**



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### CHRISTMAS SHOPPING.

Touching Scenes Repeated Every Holiday Season.

The morning market in the height of the season is one of the liveliest places in Grand Rapids, but it is nothing to the city streets when the people are getting ready for the grand culmination of the year. Wherever there are goods for sale there buyers most do congregate and there are brought out those sidelights of human nature which both madden and delight. There is often something of the pathetic sure to steal in and—give trade the glory—many a price during the last few days has been lessened that the widow's and the mother's mite might be made to cover the Christmas treasures which otherwise would have been left unbought.

\* \* \*

There is little to note in the buyer of Christmas presents with a fat purse. It is a mere matter of selection. So to those who have the heart without the means of making costly presents there is a feeling of envy liable to steal in and a tendency to find fault with the decrees of Providence. A little of this made itself known a day or two ago on Monroe street. A valuable fur was called for and displayed. The garment was a beauty and well worth the price charged for it. It was looked at from every point of view. It was well made and attention was called to the superior workmanship and when the middle aged husband, satisfied that he had found what he wanted, concluded his examination with, "I'll take it," at the same time taking from a heavy roll of bills a single one that paid for the costly garment, and an instant after left the store, something more than the shadow of a sigh came from a masculine looker-on, who wondered why matters financially could not be more evenly adjusted at Christmas time. Lucky for that young husband and others like him that the dollar is never an element to be considered in the real Christmas gift and that the present he did take home, however small its value, may stand for more in

the receiver's eyes than the elegant seal-skin cost.

\* \* \*

A class—a diminishing one, it is to be hoped—that always appears at the Christmas time is the one that represents the give-and-take idea. Cost is apt to be here the first consideration. If Mrs. Brown gives Mrs. Jones an article that cost \$10 and Mrs. Jones' present to Mrs. Brown cost only \$5, contempt and consternation are the inevitable results. For a long time—it reaches, at all events, over the next year's holidays, if the friendship(?) lasts so long—there lives in Mrs. Brown's unchanging mind the thought that she has been as good as swindled, while Mrs. Jones, with a horror she can not escape, vainly endeavors to hit upon some plan which will relieve her from the charge of being mercenary, if it does not restore her to her old place in the affections of her dear fair weather friend.

\* \* \*

The two, each in sealskin of equal value, were trying to reach a conclusion in regard to an article of vertu. "The fact is, I rather by half keep this money in my purse. Our relations are very incidental and what prompted the woman to make the present is beyond me. It couldn't have cost less than \$15 and it was something I never could fancy and don't know what to do with. So now all I have to do is to spend that amount when I can hardly afford it for a person I care absolutely nothing for. Let me see the cost mark. Fifteen dollars! That's all right. Now here's my card and you can deliver the article Christmas eve, can't you? There, thank fortune. That's off my mind."

\* \* \*

There was a rustle of silk skirts—that kind of rustle, and the only desirable one, produced by silk rubbing against silk—a closing of the door as the two women went out and a "Damn that sort!" from the clerk who had waited on them. "That's the stuff that's running Christmas into the ground. Do you know it?" Alas! yes; but let us be thankful it will run itself into the ground—six feet under, let us hope!—first.

\* \* \*

Some of the best instances of what comes with the birthday of the Christ-child are found among the class to which He was born. They may have a place to lay their heads, which He had not; the cradle which holds the baby may be better than His manger and the home something better than the stall which sheltered Him, but it is the home of the poor, and the wages of the Carpenter are their wages and, with the scanty allowance, they have come down town to see what can be done to make the holiday "A Merry Christmas." The list is long and money short; and there is the place for the heart triumphs to come in.

\* \* \*

One of the sorrowful sights—and yet was it not what He died for?—is to see a mother turn from what her heart has selected for her darling child when she

knows the price is beyond her. It was on Monroe street. The other things will do fairly well, but that, only that, is the thing she wants. How she looks at it! How tenderly she touches it, almost as if it were the child itself! She leaves it and goes back to it and then, with a long-drawn breath and something very like a tear in her eye, she turns away, wishing—just this once—that they were not quite so poor.

\* \* \*

It happened in a large department store. The woman and her husband had been able to buy almost all they wanted, and the almost meant here not a plaything but a crutch. The boy, judging from the coveted article, may have been 9 years old; and there it stood tormenting them. It was exactly what they wanted, but it was more—much more—than they could afford to pay. They consulted their list; they looked over the purchases; there was but one thing to do. It was a dollar more than they could afford to pay and, with a look—it is to be hoped that humanity for a like reason does not have it often—the mother reluctantly took an inferior one. In spite of herself, her lip quivered as she put it down, but she turned bravely away with, "Ah, well! we can't and that's all there is to it." As the clerk was proceeding to wrap up the crutch a woman who had watched the whole proceeding stopped the clerk as he passed her at the counter, placed a dollar in his hand and told him to do up the crutch the woman wanted. No sooner said than done; and the responsive earth on Christmas morning, for that one deed of kindness, sent back to the rejoicing host a heartfelt song that heaven itself was glad to hear.

It is unfortunate that Governor-elect Bliss should have decided to follow the precedent established by Governor Rich—and continued by Governor Pingree—of insisting on naming the deputies for all of his official appointees. Such a system must necessarily deprive the Governor of the assistance and advice of men of standing and character, because no man of spirit or independence will consent to take a portfolio, and become responsible for his administration of the department, unless he can select his own lieutenants, with special reference to their peculiar fitness for the duties involved, rather than their ability to pack caucuses and conventions in behalf of the Governor-elect. Such a system necessarily confines the Governor's official family to place hunters and salary grabbers, and the announcement of the selections thus far made by the Executive is anything but reassuring, because it plainly indicates that the appointments are dictated more by political expediency than by fitness for the duties connected with the various offices.

A talented woman has been writing on "Dress as an Aid to Happiness." Ask papa, who pays the bills.

The man in the moon seems entirely satisfied. He is allowed to go out nights.



### Thought and Originality Requisite to Success.

Winter weather will make the winter goods move. People must put off light weight clothing for the warmer woollens. Some people are always on the lookout for change of styles and seasons that they may don a change in wearing apparel; others never seem to think of it until a suggestion from outside themselves comes to awaken their thoughts to the necessities. We can safely put all people in these two classes, viz.: those who are looking for the new, and those who need a suggestion to tell them there is a new. At this season then there are two reasons why the merchant should push forward the seasonable goods, namely, for the benefit of these two classes of people. It is very evident the first class will be attracted to that store that reaches out and meets them in their search, telling them "this way, ladies and gentlemen. Here are the very newest and latest styles in those articles we see you are looking for. We always seek to meet the early demand in all the changes of fashion and carry the newest things out. What's that? You say Mrs. So-and-So told you she purchased that beautiful gown at Up-to-date & Co.'s? Yes. Mrs. So-and-So is a very stylish dresser; she has been a customer of ours ever since the firm 'of Up-to-date & Co. bought out Mr. Non-progressive. That was ten years ago, and we have a host of customers that are equally as permanent customers as Mrs. So-and-So. Mrs. Stylish-dresser, Mrs. Fashion-plate, Mrs. Charming-widow, and a host of others are our constant customers and best advertisers, for 'a satisfied customer is the best advertisement,' is our motto."

A merchant does not necessarily talk in that style, but the very atmosphere around the establishment, the class of goods carried, the manner in which window displays are made, the way in which they are brought to the front inside the store, the class of customers one sees at the counters, the class of clerks behind and the manner in which they handle a customer, all these speak the language of the words above written more effectively than I can put them on paper or any man can utter them. These things all speak the silent language of the progressive store, and the public, like the child in the kindergarten, unconsciously is learning through these artistic displays and pleasant ways of presentation.

It requires thought, not mere copying of other people's methods to make the best success. But to that merchant in any town, no matter how small, who puts original thought and foresight into his merchandising methods, there is sure to be a most substantial pecuniary reward. It is no mere experiment. It is the history of every successful merchant in every town, and his success has been in a direct ratio with his ability to use the principles here enunciated. And I hold that no merchant has made such a signal success in any community but that it is possible for another to push even ahead. This may appear as a mis-statement to some readers, who have seen the large department stores keep in the van for so many years, and see no one of their rivals able to even touch the outer rim of success of the leader. Such it seems to be. He undoubtedly is America's greatest merchant. But it is the combination of talent included in that establishment that makes the success. Wanamaker has been shrewd enough to draw to him the high-

est talent and have that talent devoted to his interests rather than have it in competition with him. In that is his secret, and it does not in the least belie my statement that no merchant has made such a signal success in any community but that it is possible for another to gain even a greater success.

Displays of winter goods and hard and fast advertising should be the program now. It costs an effort and a thought. These some merchants seem to be shy of, but that merchant that has the best trade in a community is the one that comes the nearest to this ideal. I know I once had an idea I wanted put into a store practice. I wanted the boss to adopt it in window display and advertisement. He let me write the advertisement and I remember how I felt after I had it written, that I had reached the bottom and the reservoir was dry. I thought I would never be able to write another. But I did, and the more I wrote the fuller the reservoir actually was.—F. H. Hendryx in Merchants Journal.

### Forgot the Beefsteak.

The Pan-American Exposition at Buffalo is becoming a very absorbing topic. Proof of this is found in what a resident of Ithaca, N. Y., did the other day when he went to the market to get a beefsteak for breakfast. He had just come from a trip to Buffalo and the grounds of the great exposition. He met a friend who was just going there. The two fell to discussing the exposition, and the man who had been in Buffalo became so enthusiastic in describing what he had seen upon the grounds where the splendid exposition buildings are situated that he forgot his errand and went home without the beefsteak.

### The Truth in Jest.

"I wanted to go out shopping today," sighed young Mrs. Maddox, "but I couldn't on account of the rain."  
"Wanted to try to get something for nothing, as usual, I suppose," said her husband, attempting to be facetious.  
"Well, I did think of getting you some neckwear," replied Mrs. Maddox, innocently.

### Reminiscences of the Old National Bank. Written for the Tradesman.

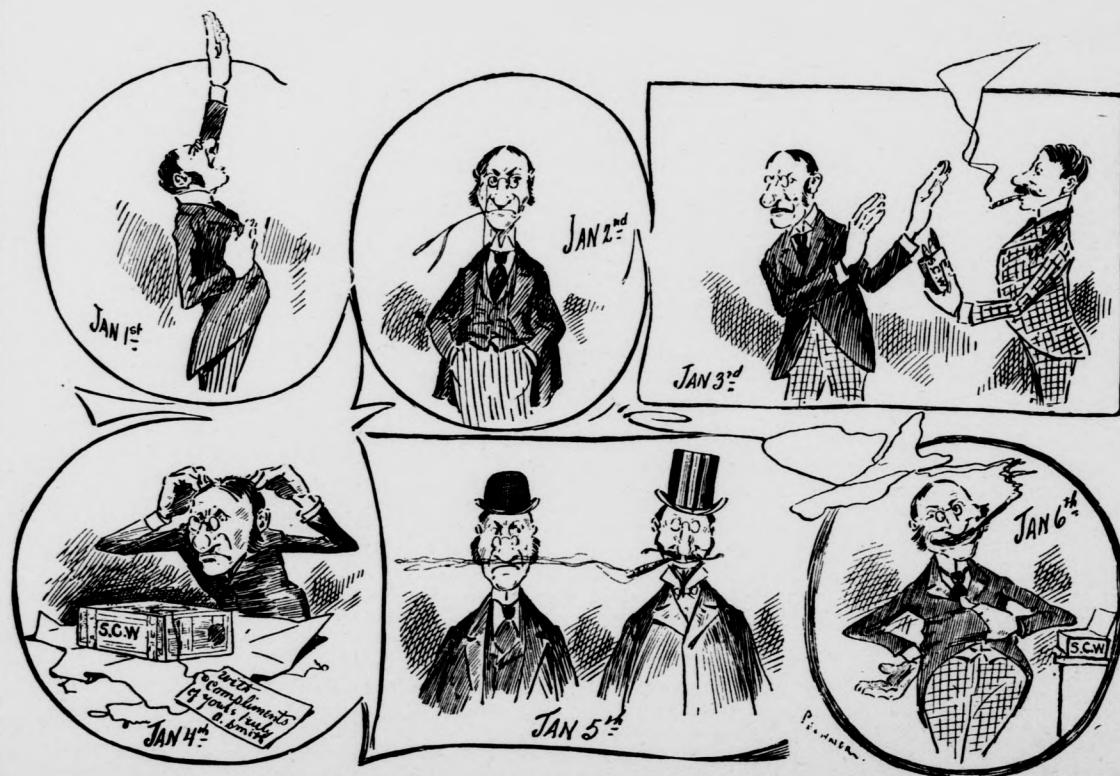
The illustrated full page advertisement of the Old National Bank of Grand Rapids in its new quarters, published in the Tradesman of December 5, and the familiar face of its long-time Cashier, Harvey J. Hollister, bring to me many recollections of fifty years ago. The writer's first acquaintance with Mr. Hollister dates back to the commencement of what has proved to be his life work, when he was in the banking office of Daniel Ball, which was located in the second story of a rickety old wooden building that occupied the ground where now stands Sweet's Hotel. I remember well the stormy time between Daniel Ball and Tanner Taylor over the right of possession of the ground occupied by that dilapidated old building, then used by Daniel Ball as a private bank, out of which institution sprang the First National Bank of Grand Rapids. Tanner Taylor and his men would move the old building into the middle of Canal street during the night and Daniel Ball and his men would move it back to its old foundation in the morning. Colonel Babcock and Ira S. Hatch were on the warpath for Daniel Ball, and Tanner Taylor commanded his forces in person. The old rookery made two or three journeys back and forth before the matter was finally settled by the lawyers of the two parties. The conflict was mostly a war of words. Although some of the language used on the occasion was more forcible than polite, it made abundant sport for the crowd of citizens who collected at the foot of Monroe street.

Very few of the banking institutions of the country can boast of so extensive a career of successful business usefulness as the First National Bank of Grand Rapids. Its long life and successes are easily accounted for as the legitimate result of conducting the banking business upon an ethical basis. In the estimation of business men the morals of good banking, as well as the morals of its officers, are as much a

part of its capital as the United States bonds deposited to secure its circulation. The career of Mr. Hollister as Cashier of this bank is one of which he may justly feel proud. It has extended over an unusual period of time and through every vicissitude of commercial changes incidental to the business of banking for fifty years in one institution without a break, and still the vigilance and painstaking are as marked in his declining years as in his youth. As a young man he was always active in every movement for moral reform or in charitable actions. It is to the pure life, moral character and example of just such men as Harvey J. Hollister that Grand Rapids is indebted for much of its commercial grandeur. May he still live many years to enjoy the fruit of his labors and the esteem of his fellow citizens.

Here I am reminded of some of Mr. Hollister's business associates and friends of fifty years ago. Many have passed away and left honorable names. A few others are still living. Albert Baxter, Noyes L. Avery, William T. Powers, Crawford Angell, George and Ezra Neison, and a few others whose names do not occur to me now, are left to conjure up many pleasing recollections of Old Grand Rapids. Even a partial list of his departed cotemporaries would be too long for insertion here, but I can not close this short paper without mention of two, who were also very dear to me: First, the large-hearted, genial Benjamin F. Haxton, whose business life was in some respects the counterpart of Mr. Hollister's, the same moral tone dominating all his actions; and Peter R. L. Peirce, the fun-inspiring gentleman and scholar, the life of every social event in which he participated. He viewed everything in life from the bright side. His cheerfulness was contagious and his pure life a worthy example to follow. Grand Rapids has been the nursery of many good men in all walks of life.

W. S. H. Welton.



As it was, is, and ever will be.



### Convention of Michigan Retail Grocers' Association Postponed.

At the seventh annual convention of the Michigan Retail Grocers' Association, held in this city last January, an invitation was extended to hold the eighth annual convention in Bay City the third week in January, which was accepted.

Six months later the executive officers of the so-called National Retail Grocers' Association held a meeting in Detroit and decided to hold the Detroit convention the fourth week in January.

Fearing that the holding of two conventions of retail grocers in Michigan in successive weeks would interfere with the attendance at the Detroit meeting, President Hanson recently addressed a polite letter to the Secretary of the Michigan Retail Grocers' Association, asking if the officers of that organization would not kindly consent to the postponement of the Bay City convention for a month or two, in order that there might be no possible conflict in the matter of attendance. The request was so courteously worded and the method of presenting the matter was so much at variance with the course pursued by some other officers and assumed exponents of the organization that Secretary Stowe immediately dispatched the following letter to each of the five members of the Executive Board:

I am this day in receipt of a letter from President Hanson, of the National Retail Grocers' Association, asking me to request the Executive Board of our Association to postpone our annual convention—which is called for January 16 and 17—until after the convention of the National Retail Grocers' Association which is called to meet in Detroit the week following.

Mr. Hanson states that if he had been informed in July that our convention was to be held in January—as he says he should have been—he would have insisted on calling the Detroit convention in February or March, instead of in January.

As Mr. Hanson is an excellent gentleman and a representative grocer, and as his request for the postponement of our meeting is made solely for the purpose of securing a larger attendance for the Detroit convention, I am disposed to commend the request to you, because we can surely obtain just as large an attendance a little later and in giving way to the National organization at this time, we are showing an act of courtesy to our fraters in other parts of the country who are to be the guests of the Detroit grocers on the occasion above referred to.

Please give this matter immediate attention and acquaint me with your ideas on the subject at the earliest possible moment.

Four of the five members of the Board responded by first mail, cheerfully acquiescing in the request of President Hanson and, on receipt of a letter from Bay City, consenting to the postponement of the convention, an official statement was immediately issued and circulated, postponing the meeting to such time as may be hereafter designated by the Executive Board, which will be called together soon to decide the matter.

As soon as the decision of the Executive Board was known, President Hanson was made acquainted with it, responding as follows:

Your letter of December 19 at hand, with the good news therein. I assure you that, as chief executive of the National Association, I appreciate this very much. The office of President was thrust upon me. I did not seek it, did not ask for it and did not work for it, and what I have done, I have done for the good of grocerydom and to build up a strong association. I believe we have done some splendid work this year. We have organized a great many states and the organization movement is moving

forward very rapidly. I believe the National has come to stay and, if properly officered, I believe that the entire trade press will be behind it and push it along as fast as possible.

I do not think we could get any officers that would be above criticism, but I do believe that if it was officered with grocers, as has been suggested, that the trade press would feel much more free to work for it than they have during the past year.

I assure you that I, and the other officers, as well as the Grocers' Association of Detroit, fully appreciate your action in this case.

I want to again thank you very heartily for your action in this matter and for your kind and helpful attitude to me personally.

### Tribute to the Tireless Toilers for Trade.

I know how common it is to find the expression both in newspapers and in novels, "only a traveling man," and that the common idea of a traveling man is of a fellow with a big diamond, unlimited cheek, works until noon, is full all the rest of the day, is a masher of the most approved type, is the embodiment of all that is smart, bold and bad, is as irresistible with the country maiden as he is alluring to the country merchant, and is, in fact, socially a sort of Pariah to be both shunned and feared. There may be some of this kind of cattle who get into the traveling fold now and then. They do in the pulpit, but they are as much a failure in the one place as the other. From the time thousands of years ago when the oldest of all traveling men, Old Moses, started with his line of samples of children for the Canaan market down to the present day, there has really but one kind of man attained any great permanent success in any calling, whether mercantile or professional, and that is the man of untiring industry, of undoubted integrity, and with these must be also pluck and brains. I do not mean that a man may not get money by other means and other ways. There is many a crooked path which leads to a gold mine, but I can conceive of no poorer man than the man who has only money, who knows, whenever he meets another wealthy man who has won his fortune honestly, that his money counts not half as much in the eyes of that upright man as the salaries he pays his travelers, honestly earned and gladly paid. I believe that there is no calling which has turned out as many successful men as that of a commercial traveler. There is hardly a prominent house to-day in any branch of commercial business that does not number among its partners one or more of its former travelers, and show me a house where there is near or at the head of it a successful traveler and I will show you always a successful house. There is no schooling on earth like it. It brings out all that is best in a man. It teaches him to be both courteous and truthful, for there is no lie that you can tell your customer to-day that your competitor will not discover and expose tomorrow. It teaches him the value of promptness and cleanliness. He must be the possessor of a fund of knowledge that will not only enable him to instruct his customer, but also amuse him. No man ever held the trade of his customer unless he first won his confidence and respect. We all know that while there are black sheep and noncompetents in our flock, as in others, yet there are thousands and tens of thousands of successful travelers, and I say, and say it boldly, that there is no calling on earth that numbers in its ranks any larger average of honorable, brainy men, and not

one that can hold a candle in the showing of royal good fellows. To them one and all I say: Hail and Godspeed you, and when that day comes that you must start on that last trip, where they give no return tickets and take no extra baggage, if you can look back to an honest, upright life, you can look forward to meeting a judge and friend who for thirty years traveled up and down the land, whose heart is full of loving kindness to us all, and whose life was a lesson and whose death was sublime.

### Is This a Fruit Preserve Trust?

Preliminary steps are said to have been taken at Wheeling, W. Va., for the formation of a National trust of fruit preservers. A local concern has sent out letters sounding the various firms in the trade, and the replies indicate a speedy agreement. The trust, it is indicated, will include only the makers of jams, jellies and preserves and will not take in what are known to the trade as makers of "sour goods." There are thirty-two concerns in the country of which six are in Pennsylvania, four in Maryland, two in West Virginia, and the others scattered in Ohio and other states. The makers of catsups, canned goods and sauces are in the Western Canners' Association.

It is said of John D. Rockefeller that he is unconscious of wrong doing in anything in the course of his life. With him the end justifies the means, and any means which he would adopt would be right. His purpose is inflexible, and, contrary to common belief, there is nothing that makes for oppression in his composition. He has cheapened every commodity in which he deals, and consumers have nothing to complain of on his account. In a broad sense and in many details he is a benefactor to his race, but he is the kind of benefactor who insists at all times upon having his own way. He performs along lines which he himself marks out. In his personal habits Mr. Rockefeller is a model of correctness and simplicity. Many a man on \$5,000 a year enjoys more personal luxuries than he does.

Man never realizes how insignificant he is until he attends his own wedding.

We make a specialty of

### Pure Rye Flour

We have the best equipped mill in Michigan for this purpose. Write for prices. We deal direct with merchants.

Olsen & Youngquist, Whitehall, Mich.

### 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.

## One Way

To insure a Happy New Year and a good business year is to be able to satisfy your customers.

There is no better way to do it in the way of farm goods, harness, carriages, horse goods, etc., than to buy them of us. You get them promptly, and are sure of the best of its kind for the least money.

**BROWN & SEHLER**

GRAND RAPIDS, MICH.

Can not stand still. Must go forward or backward.

have gone forward. They're better now than ever.

**Uneeda Biscuit**

NATIONAL BISCUIT COMPANY.



## Around the State

### Movements of Merchants.

Dryden—F. C. Davis, meat dealer, has sold out to P. C. Bain.

Litchfield—A. L. Lovejoy has retired from the Hub Clothing Co.

Port Huron—John A. Green, baker, has sold out to J. D. Clark.

Otsego—Perry Foot has purchased the grocery stock of Wm. J. Olds.

Port Huron—Lenhoff & Burnstein succeed the Cut-Rate Clothing Co.

St. Joseph—John C. Cole has purchased the drug stock of Bert W. Ricaby.

Vassar—Chas. A. Southan, baker and confectioner, is succeeded by Meston & Lockhart.

Camden—L. F. Shannon succeeds Shannon & Black in the drug and grocery business.

Battle Creek—Chas. G. Smith has purchased the confectionery business of L. A. Davison.

Port Huron—Moscovitz Bros., dealers in fruits and confectionery, have sold out to Luete & Jones.

Decatur—Theo. Trowbridge continues the grain and produce business of Young & Trowbridge.

Romulus—Dr. Frank D. Whitacre has purchased the general merchandise stock of E. J. Johnson.

Hastings—H. & M. Withey have added to their bazaar stock lines of dry goods, shoes and groceries.

Waldron—Chas. Gish continues the hardware business formerly conducted under the style of Gish Bros.

Saginaw—The E. Feige Desk Co. has been dissolved. Ernest Feige will continue the business under the same style.

Manistee—Parry & Welters, hardware dealers, have dissolved partnership. The business will be continued by Leon A. Welters.

Hancock—The W. A. Washburn Co. is closing out its men's furnishing and clothing stock and will discontinue business.

Jones—Wm. Thomas has purchased the interest of his partner in the hardware and implement business of Thomas & Defenderfer.

Muskegon—A. D. Valk & Co. have removed their shoe stock from 91 Third street to the corner of Third street and Houston avenue.

Sitka—F. C. Stillwell, dealer in general merchandise, has disposed of his stock and will engage in the grocery business at St. Louis.

Newberry—Smith Bros. is the style of the new firm which succeeds H. E. Smith in the stationery, harness and flour and feed business.

Detroit—Richmond Beegen has purchased the hardware stock and stovepipe manufacturing business of Isadore Gottfield. He will take possession Jan. 1.

Bancroft—John F. Devereaux has purchased the interest of his partner in the grocery firm of Devereaux & Gunlach and will continue the business in his own name.

Ionia—M. E. Simpson, formerly of the dry goods firm of Simpson & Peer and Charles R. Currie have formed a copartnership to engage in the dry goods business. They expect to open their store about March 1.

Calumet—Bajari & Ulseth recently purchased a second-hand safe and the other day the cashier was nosing around in it and found \$90 in bills and gold under the cash drawer. The matter was investigated and the money returned to the former owner of the safe.

Jackson—Carl Dettman, senior member of the firm of Carl Dettman & Son, wholesale meats, well known throughout this section, dropped dead from heart disease in his place of business Dec. 24. Only ten days ago Mr. Dettman took out an additional life insurance policy of \$5,000.

Hesperia—Charles M. Perkins recently accompanied a carload of live poultry to Buffalo. While unloading his car he became aware that his new overcoat, for which he had paid a lot of dollars, had disappeared. Rushing to the car door he saw an urchin who had been hanging around running down the track with a bag over his shoulder. An officer gave chase with Charles and they located the thief in a house with an old woman, who denied knowledge of the garment. But the officer frightened the boy until he crawled under the bed and drew forth a brace of chickens stolen from the car. The chickens were toted back, and they go so far toward buying a new overcoat.

### Manufacturing Matters.

Muskegon—The style of the E. H. Stafford Desk Co. has been changed to the Moon Desk Co.

Spring Lake—The stockholders of the Cutler & Sledge Lumber Co. have voted to issue \$100,000 of preferred stock.

Manistee—The Canfield & Wheeler Co., manufacturer of lumber, has reduced its capital stock from \$165,000 to \$82,500.

Kalamazoo—W. W. Landon has purchased the Reves cigar factory and will take charge at once, with an increased force of men.

Grand Haven—The stockholders of the Challenge Corn Planter Co. have voted to issue \$100,000 preferred stock and also to change the name of the corporation to the Challenge Refrigerator Co.

Bay City—The incorporation papers of the German-American Co-operative Sugar Co. have been signed by the 650 or more stockholders, and what was up to this time merely a number of farmers working together in harmony is now a corporation capitalized at \$300,000.

West Bay City—Wm. Goldie, manufacturer of hoops, will be succeeded Jan. 1 by the Godie Manufacturing Co.

Paw Paw—Reed & Eaton have agreed to remove their box factory from South Haven to this place in consideration of their being given two acres of land, \$600 in cash and free transportation of their machinery. Reed & Eaton agree to keep running the year around and employ from twenty to fifty hands.

Ionia—Crookshank, Somers & Co. is the style of a new firm which has been organized with a capital stock of \$15,000, of which \$12,000 is paid in. The members of the new company, are D. C. Crookshank, Fred Somers and Bert Talcott, each owning 500 shares, the personnel of the new corporation being the same as of the old. They will continue the manufacture of sash, doors and blinds, in connection with contract building.

Rochester—The factory of the Detroit Sugar Co. has closed up its business for this year. The factory was in operation just two days less than two months and manufactured about the same amount of sugar that it did a year ago. One hundred and fifty men were employed this year. The acreage which furnished beets to the factory was considerably less than that of a year ago, but, on account of the favorable year for beet raising, furnished nearly the same amount

of beets. Farmers refused to sign contracts at the beginning of the year, owing to the failure of the beet crop a year ago. The prospects are bright for a good year for the sugar company next year.

### Failed For Seventy-five Thousand Dollars.

A. M. Donsereaux, proprietor of the Lansing department store, has uttered three chattel mortgages aggregating \$75,614.65, divided into three classes.

The first mortgage is given to T. O. Christian, of Owosso, who is a brother-in-law of Donsereaux. The consideration is \$33,971.50—alleged borrowed money.

The second mortgage is given to H. E. Thomas, as trustee for the following creditors:

H. B. Claflin & Co., New York, \$5,789.71; Root & McBride, Cleveland, \$5,600; Strong, Lee & Co., Detroit, \$4,176.42; H. Black & Co., Cleveland, \$1,933.54; Printz, Briederman & Co., Cleveland, \$1,555.95; Burnham, Stoepel & Co., Detroit, \$1,006.47; Adam, Mel-drum & Co., Buffalo, \$1,499.67; C. F. Bates & Co., New York, \$1,328.83; Edwin S. George, Detroit, \$622.55.

The third mortgage is given to Charles W. Foster, as trustee for the following creditors:

C. F. Hovey & Co., \$94.00; William Taylor Sons & Co., \$1,384.17; A. H. Jackson, \$909.20; Warner Bros. & Co., \$532.55; Chas. Schoolhouse & Son, \$467.50; P. K. Wilson & Son, \$413.59; Wm. Meyer & Co., \$736.49; Louis Mandel, \$898; James Elliott & Co., \$526; S. S. H. & Co., \$2,269.73; Reed Bros. & Co., \$330.94; Banman & Sperling, \$1,113.18; Zacharias & Mason, \$107.13; Hall & Arbes, \$399.50; F. Boss & Bro., \$1,747.45; A. Samberg & Co., \$935.05; Joseph Liebling, \$1,395.25; William Miller & Co., \$575.10; A. Rosen & Co., \$1,455.

### Wanted Underwear for Tenderbacks.

A local wholesale dry goods house recently received the following communication from one of its esteemed customers:

We had some of your No. 731 underwear and some of the tenderbacks brought the goods back intimating, between bursts of profanity, that the fleecing was composed of thistles, toothpicks, horseradish graters and glue. If you have any underwear, with a fleecing a little more of the nature of a poultice, send us 10 dozen.

### The Boys Behind the Counter.

Portland—Elon A. Richards, manager of the H. M. Gibbs drug store, was recently married to Miss Lola McClelland, daughter of John A. McClelland, the general merchant at this place.

Evart—Geo. B. Selby has a new clerk in his grocery store in the person of Albert Proctor, of Hersey.

Pentwater—D. Archer has taken a position in the drug store of D. D. Alton.

Jackson Patriot: Last evening Foote & Jenks, the popular perfume manufacturers, gave a banquet at the Hibbard House to their employees. About twenty-four were present. After a fine supper a pleasing program of toasts and music was enjoyed. Charles C. Jenks, Secretary and Treasurer of the firm, made a few appropriate remarks. Henry E. Edwards acted as toastmaster. Charles E. Foote, President of the company, responded to the toast, "Our company."

Fred H. DeGraff discoursed on "An ideal customer," Perry W. Green spoke on "Special ties" and Miss Della Herrick read a poem on "Our traveling men." A. P. Hough gave several solos. The happy event closed by all joining in singing "Auld Lang Syne."

### GENERAL TRADE REVIEW.

There are many interesting features of the business situation as the year approaches its close, the most notable, perhaps, being the degree of activity in speculative markets at the time when public attention is usually monopolized by the holiday retail distribution. While the volume of the latter seems to have exceeded all precedents in most localities, the week in Wall Street breaks all records in volume of business. That this should occur during the time of the ordinary holiday pause shows that the tide is too strong to be controlled by usual influences. Just before the beginning of the year there is generally a disposition to wait for annual settlements. Now the confidence seems such that there is no waiting for anything. Last year at this time there was a decided panic on account of money stringency; this year, while there has been uneasiness in view of the anticipated demands, there seems to be enough money at hand to meet any possible requirements.

The holiday trade has been a record breaker in most parts of the country. Never in our history has there been so wide a distribution of ready money. Merchants laid their plans for a tremendous rush and, as the weather, while more seasonable, was not too cold for people to be out, their plans seem to have been fully realized. In this city most of the retailers have only been limited in amount of business by what their force could handle. The occurrence of the holiday on Tuesday gave two great buying days and meals or other interruptions to the work were made as short as possible. The current week promises continued activity, although the great rush is over.

The iron and steel trades continue the rush almost without pause for the holiday vacations. Demand is so strong, with urgency for speedy deliveries, especially for railway equipment, that price changes have been in advance although the spirit of conservatism on the part of operators prevents any radical advances. The orders already in hand and the projected enterprises in transportation and other structural fields assure a continued rush well into the first year of the century.

While there is more conservatism in the textile world, the conditions there are not quiet by any means. Cotton still holds above 10c. Prospects are favorable in English requirements and in our Southern mills. Boots and shoes are holding well in price, while leather and hides are lower. Orders have been placed for considerable work in advance and many factories are engaged until well into the spring.

### Some Peculiar Advertisements.

"Wanted—The acquaintance of an Italian lady who owns a spaghetti factory; object macaroni."

"Wanted—A boy not over 25 years of age; must bring his own lunch for the proprietor to eat, and no questions asked."

"Lost—A pair of shoes from the foot of Olive street."

"Lost—A man; when last seen he was walking in the opposite direction from that in which he was going."

### Even Exchange No Robbery.

An easy-going grocer trusted a customer who, when the bill was presented, refused to pay it.

"That is downright robbery," exclaimed the excited retailer.

"Be off with you," replied the cheeky customer, "a fair exchange is no robbery. You have given me food for the body and I have given you food for thought, and there's an end to it."



# Grand Rapids Gossip

## The Produce Market.

Apples—Fancy fruit fetches \$2.50@3.25 per bbl.  
 Bananas—Prices range from \$1.25@1.75 per bunch according to size.  
 Beans—The market continues firm and strong on the basis of \$2 in carlots and \$2.10 in less than carlots. To what extent the present high price is due to speculation can not now be determined, but there is no indication of a lower range of values for some time to come, owing to the large amount of stock which is going out of the country.  
 Beets—\$1 per bbl.  
 Butter—Creamery has declined to 23c and is slow sale at that. Dairy grades are coming in very freely, finding an outlet at 14@16c. Country buyers are still paying too much for offerings of dairy to enable them to get out whole.  
 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—Jersey stock commands \$3 per bu. and \$9 per bbl.  
 Dressed Calves—Choice, 7@8c per lb.  
 Eggs—Receipts of fresh are beginning to come in freely and the price has receded to 20@22c, according to the quality. The demand has shrunk to small proportions, owing to the high prices which have prevailed of late, and it is expected that the receipts will be sufficient to meet the demand from now on.  
 Game—Belgian hares are beginning to come in freely, finding ready market on the basis of 8@10c per lb. for dressed. Local handlers pay \$1@1.20 per doz. for gray and fox squirrels. Common cottontail rabbits are taken readily at 90c@95c 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@85c 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—Steady at \$3.50 for 300s. No one wants large lots, but there is an increased demand for small orders, and full price are generally obtained.  
 Lettuce—Hothouse commands 13@14c per lb. for leaf.  
 Limes—\$1.25 per 100; \$1@1.25 per box.  
 Lima Beans—7c per lb.  
 Onions—Dry are firm at 75@80c. Spanish are slow sale at \$1.50 per crate.  
 Oranges—Present prices are \$3.25 for 126s and 150s brights and russets, and \$3.50 for 176s, 200s and 216s brights and russets.  
 Parsnips—\$1.25 per bbl.  
 Pears—Cold storage Kieffers command \$1 per bu.  
 Pop Corn—\$1 per bu.  
 Potatoes—The market is strong and active, but is badly hampered by lack of cars and inability to obtain adequate transportation facilities. Local buyers pay 35c here and at the principal shipping stations.  
 Poultry—The market is strong and higher, due to the continuance of cool weather. Local dealers pay as follows: Spring turkeys 10@11c; old, 8@9c; spring chickens, 9@10c; fowls, 7@8c; spring ducks, 10@11c—old not wanted at any price; spring geese, 8@10c—old not wanted.  
 Sweet Potatoes—\$2.50 for Virginias, \$3.25 for Illinois and \$3.50 for Jerseys.  
 Squash—2c per lb. for Hubbard.  
 Turnips—\$1 per bbl.

## The Grain Market.

Wheat, owing to the holiday dullness, has remained at about the same price and there will probably be no revival of activity until after New Year's. A few trades in December were closed up and January deals will be transferred into May, as the spread is only about

2 3/4c per bu. Between these months, the visible will probably show a decrease; at least, it is expected. Bradstreet's also made a small decrease for the week. While all kinds of stocks, both railway and industrials, are on the boom, nothing seems to affect wheat except dullness. We must remember that it is a long road that has no turn and it would not be surprising, under present conditions, if wheat would make a rise of 5@10c per bu. in the near future.

Corn has disappointed its friends by selling off 2c per bu. The quality of new corn does not improve and old corn seems to be out of the question, as it is hard to find.

Oats remain strong. No amount of short selling seems to affect them, for the offerings are all absorbed—so much so that shorts are anxious to cover.

Rye is really the duller cereal at present. While prices are nominal, 48c in carlots, there are no sales made except for future shipments in January.

There is no material change in the flour trade. Stocks are low. The enquiry is about as usual at this time of the year, for both local and domestic.

Mill feed remains steady. The mills are not getting any ahead at present. The trade in buckwheat flour is very brisk at \$4.50 per bbl. in sacks.

Receipts of grain during the week were as follows: 53 cars of wheat, 11 cars of corn, 11 cars of oats, 3 cars of flour, 3 cars of beans, 1 car of hay, 12 cars of potatoes.

Mills are paying 74c for wheat.

C. G. A. Voigt.

## Law Against the Use of Preservatives Unconstitutional.

An appeal has been taken by Commissioner Weiting, of the New York State Agricultural Department, from the decision of Justice Bischoff, declaring unconstitutional the law prohibiting the use of preservatives in cream, butter, milk and cheese other than salt in butter, spirits in cheese and sugar in condensed milk. The decision was entered in an action brought against John S. Bieserker, of New York City, Justice Bischoff held that the law was unconstitutional because it not only prohibited the use of deleterious but also wholesome and healthy preservatives.

## The Soap Matched the Towel.

Soap Agent—I have here, sir, a sample of the greatest soap of the century; it is a soap that no man aiming to win a reputation for clean business methods can afford to do without. It is a soap—Hotel Proprietor—That's enough; you're wasting your breath, young man; we don't need anything in that line.

Soap Agent—Why, my friend, you have no idea what you're losing when you turn away from an opportunity like this. The soap I am now offering you is used by 50,000,000 of people daily—Transient—Landlord, you want that soap; it will just match that towel you have in the wash room.

Charles J. James, formerly connected with the linen department of Marshall Field & Co. and more recently on the road for Carson, Pirie, Scott & Co. in Wisconsin and the Upper Peninsula, succeeds E. E. Wooley as Western Michigan representative for the Root & McBride Co., of Cleveland. He is a brother of Willard James, the veteran shoe salesman.

Don't ship poultry in goods or shoe boxes. Buy box material from the poultry box people who advertise in this paper, and your goods will be right when they get to the market. It is false economy to use poor or irregular packages.

The Tradesman wishes its readers, one and all, a Happy New Year.

## The Grocery Market.

Sugars—The raw sugar market continues quiet, with the tendency of prices downward. Quotations are still 4 3/4c for 96 deg. test centrifugals, but refiners do not seem willing to pay this price and are bidding 1-16@1/8c lower. Owing to the easier tendency for raws, refined sugar is quiet, with a slightly easier feeling and a light demand. Purchases are of a hand-to-mouth character, buyers having but little confidence in the future situation.

Canned Goods—The canned goods market is very quiet, with a very small demand for all lines. We believe there will be a decided change in corn, peas and tomatoes early in the new year. Some packers report that not for many years have they been so well sold up on corn and peas so early in the season as now, nor have they ever at this time of the year had so many enquiries for special grades in cheap corn and cheap peas as at the present time. Tomatoes are unchanged, but they are expected to improve shortly. Out of the Indiana packing of over 700,000 cases not exceeding 50,000 cases are in the hands of the packers. In view of this fact it would certainly seem that better prices ought to be realized soon. Packers of gallon apples are a little firmer in their views, although there seems to be but a small demand for the goods at present. Salmon is unchanged and quiet. There is a good demand for cove oysters at unchanged prices.

Dried Fruits—The downward tendency of prices continues, with a lessening of demand as the New Year draws nearer. Local trading is of a hand-to-mouth character, but large holders continue confident of a strong reaction in the market shortly after the approaching holiday. Raisins are in small demand and prices have an easier tendency. What trade there is at present is mostly for the layer raisins for the holiday trade. Prunes are selling very slowly, with no sign of improvement at the moment. Peaches have been neglected for some time and have dropped to what we believe is the low price for the season and we think it would be well for the trade to anticipate their wants a little on this line at present prices. The same would apply to apricots and we believe it would be well not to let stocks get too low, for we look for a good demand and higher prices after the first of the year. Currants show a somewhat easier tendency, although there is a fair demand for the goods. The demand for dates continues good at unchanged prices. The quality of all sorts of dates is very satisfactory, especially Sairs. This growth appears to be of the best quality of any crop known in the history of the trade, and as the crop consists more largely of this grade than in previous years and prices are rather attractive for so early in the season, it is probable that a great consumption will result.

Rice—The rice market is firm, with fair demand. Prices have an upward tendency and holders are very firm. The export demand continues good for low grade domestic and foreign grades rule strong.

Tea—Trade remains slow and no improvement is expected until after the holidays. Prices are fairly steady but business is small.

Molasses—The usual holiday quiet is noted and only scattered sales were made of grocery grades of New Orleans. Prices rule strong and holders continue to exhibit a firm attitude as a result of

small receipts at primary ports and an advance in prices for the better grades of molasses at New Orleans.

Corn Syrup—Officers of the Glucose Sugar Refining Co. are not alarmed by the reported threats of opposition from the Standard Oil Co. Standard Oil does not usually advertise its intentions in advance of executing them as the reported scheme of the New Jersey plant has been advertised.

Nuts—Nuts continue in fair demand but the tendency of the market is easy. Walnuts are slightly lower, due to large arrivals and the desire of holders to reduce stocks before Jan. 1. Filberts and almonds are both somewhat lower, but pecans and peanuts are very firm and prices on peanuts show an advance of 1/4c.

Tobacco—The Finzers, of Louisville, who were formerly large manufacturers of plug tobacco, have organized a new company, which will be operated in competition with the Continental Tobacco Co. and the American Tobacco Co. It is called the Atlas Tobacco Co. and proposes to take over two old tobacco plants. The new company will manufacture all sorts of chewing tobacco, stogies, cigarettes and snuff.

## Brought to Reason.

He was out walking with a young lady who had a decided antipathy to cigarettes, but not being aware of her prejudice he lighted one of the little rolls and began smoking with great gusto, inhaling the fumes deep into his lungs, and then blowing great rings up at the moon, which gazed tranquilly down on his folly.

Offended by his presumption, she said with dangerous urbanity:

"Do you know I can read fortunes in cigarette smoke?"

"Indeed!" exclaimed the unsuspecting youth. "Perhaps you'll condescend to read mine."

"Oh, certainly, if you wish it."

Then she gazed up in the air at the delicate blue wreaths of smoke. She hesitated, evidently puzzled about something.

"I am undecided which of two things is to befall you," she admitted; "your fortune is not so easily read as I fancied it would be."

"What are the two things?"

"Why, I can't determine whether you are marked out for lung disease or lunacy," was the answer. "Cigarettes have such diverse effects on people of your temperament."

A moment later the cigarette lay glimmering in the gutter, and the fortune teller was listening to her escort's embarrassed apologies.

"While carelessly handling a bag of mail in the postoffice," says a Milwaukee paper, "a clerk suddenly became conscious of an overpowering offensive odor. He dropped the pouch, and the odor increased in power. Eventually it was discovered that the tremendously emphatic effluvium arose from the breakage of a two ounce bottle of oil extracted from that sleek but exceedingly odoriferous animal the skunk. Who sent the stuff through the mails is not known, but before night many a Milwaukee man knew, through the medium of rank smelling letters, that it had been sent."

The Grand Rapids Fixtures Co. has shipped complete outfits for the drug stores of S. M. Snow, of Ludington, and W. R. Hall, of Manistee.

R. J. Anderson & Co. have engaged in the grocery business at Rapid City. The Ball-Barnhart-Putman Co. furnished the stock.

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



**TROPICAL FRUIT PRESERVED.****New Industry Found in Evaporating Process.**

The decline of the tropical regions of America has of late years been a fruitful topic of discussion. Well provided as the public has been with statistics as to the condition of those once favored countries, no one who has not seen with his eyes the present state of affairs can fully realize the change. In a land where nature is so prodigal that almost the casual thrusting of a branch into the earth insures a tree desolation and poverty are everywhere found. The reason is plain enough; it is only the remedy that has remained a problem. The products of the tropics are fruits, and the exportation of these involves a greater risk and a larger knowledge of the subject than has been at the command of these countries. On every side there is a waste of food fairly maddening to the student of economics; but how to utilize this superabundance, how to convey it in proper shape to the millions who win only a bare sustenance from overworked soils in other countries, is the great and hitherto unsolved problem.

The solution now suggested is one which has the sanction of Australia, and this means more than appears on the surface. Whether it be because Australia has fewer lives to care for and finds them more precious or because the authorities have less to do, can not be now debated; but the fact is that Australians are not permitted to poison themselves with adulterated food, as is the glorious privilege of free citizens in this country. The government watches with a never sleeping eye the food which supplies the tables of the people. When, therefore, the Australian government indorses a process and gives it medals galore it means that science has set her seal on it. The system of fruit preservation which is now being introduced into the West Indies and Central America has for some years been successfully tried in the countries of Australasia.

The new system is one of evaporation, but the process differs from others in that it is quickly done and insures absolute cleanliness. The fruit and vegetables are not dried on the ground for days together, like figs, prunes and similar preserves. Five or six hours is all that is required to change fresh fruit into an article which will keep for months and years, and still preserve the original flavor—in some cases actually improve it. It is not however, so much the mechanical process as the effect on the tropics which interests the ordinary observer and it is in this direction that it is at present being developed.

There is no fruit in the world so easy and cheap to raise as the banana, or which contains more nutriment and can be served in a greater variety of ways. Yet there is no fruit which is so carelessly exported and the general value of which is so little understood. The banana is the main object of attack under the new evaporation system. The exporting companies use only the largest bananas, and every year thousands and thousands of bunches rot on the plantations in the tropics. The new evaporation process takes these smaller bananas and makes them into a dozen different marketable commodities. There is banana flour, to begin with, a delicacy which is used for the making of cakes, fritters and the like. There is banana prepared as a substitute (an excellent one) for citron and raisins

in fruit cake. It also makes a delightful preserve not unlike and quite as delicate as figs and prunes. Banana butter is another product; this is a sort of jam, which is not unknown in tropical countries as a great delicacy rather difficult to make by the old-fashioned process. All these products can now be marketed at a small cost. The machinery is not elaborate, and the original cost of the fruit is almost nothing. It is estimated that the banana butter, for instance, can be put on the European market and sold there at less than half the price of any native condiment. To the poor of Europe, whose list of delicacies is so limited, this will be no small blessing.

The banana is not the only tropical fruit which is being treated by the new process. Any one who has lived in tropical countries knows that the negroes who are out of the track of civilization make from the cassava a kind of flour which is extremely wholesome and cheap. This is also being put up for exportation. The extremely nutritious okra, the value of which is fully realized in the tropics, where it is constantly used as a food for invalids, is being prepared in quantities for exportation. In its canned form the okra necessarily fails to retain all its value as a food, but the evaporated vegetable has been proved by analysis to contain all the nutriment. The man who makes okra soup a standard food among the poor of any country is bestowing a permanent benefit. Sweet potato flour is also made for exportation.

The British government is just now unusually keen as to the condition of its West Indian possessions. As long as fruit is the chief product of those countries, and as long as old methods of exportation prevail, so long will the decline of the West Indies continue. Once save the enormous waste by finding a market for the innumerable products of the South, and the islands will regain their old prestige. The government of Jamaica has been interested in the evaporation question, and a favorable outcome seems probable. In Central America the process is now fully appreciated. From Santa Tomas, Guatemala, the British army is now receiving supplies of evaporated food. The republics of Central America have all indorsed the process and are beginning to experiment on their own account. From a trade point of view the innovation is important. Fruit authorities think that it is likely to revolutionize the tropical fruit trade. Be this as it may, there is great interest in watching the attempt to give to dwellers in the comparatively unproductive North some of the blessings of the prodigal South.

**This Year's Cranberry Crop.**

C. L. Holman, of Louis River, N. J., one of the biggest cranberry growers of New Jersey, in estimating the coming cranberry crop, figures on a drop of 25 per cent. from last year's yield in Cape Cod, a falling off of 150,000 bushels. In Wisconsin the loss estimated on last year's crop is as high as 30 or 35. In New Jersey, on the other hand, it is expected that there will be at least 25 per cent. more than last year. The total crop last year was placed at 1,120,000 bushels, of which Cape Cod furnished 750,000; New Jersey, 250,000, and Wisconsin, 120,000 bushels. This year's yield is divided as follows: Cape Cod, 600,000; New Jersey, 300,000; Wisconsin, 90,000 bushels.

**Most Fatal of Habits.**

Mark Twain once pointed out that going to bed is the most fatal of human habits, inasmuch as fully 90 per cent. of all deaths take place in bed.

**Short Crop of Malaga Grapes.**  
Report of American Consul at Malaga.

I have to report a serious shortage in the Malaga grape crop. The grapes known to commerce as Malaga grapes are really grown in the province of Almeria, and are shipped to the United States through the agency at the city of Almeria, a fine seaport on the Mediterranean coast, one hundred miles from Malaga. They are the finest grapes in Spain and are almost unique in the fact that they maintain their freshness, firmness and flavor for months after being cut from the vine. Thus it happens that in all the great cities of Europe and the United States these grapes are the choicest article of fruit to be had generally in midwinter.

In 1899 the crop amounted to about eight hundred thousand barrels. This year, up to September 15, the promise was even better than usual and it was estimated that fully one million barrels would be gathered. Unfortunately, beginning on September 15, the provinces of Malaga and Almeria were visited by a succession of rainstorms, which wrought great damage to the Malaga raisin crop and considerable loss to the Almeria grape crop. But the loss in the province of Almeria was not so great until the inundations of October 20, 21 and 22 swept down upon the great vineyards. Not only were the grapes still on the vines much impaired in quality, but there was a large outright loss.

Last year there were exported from this consular district to the United States about 160,000 barrels of these grapes. This year the exportation will fall short fully fifty thousand barrels, and in the whole crop there is a proportionate shortage. It may be expected, therefore, that Malaga grapes will be scarce and dear this winter, not only in New York, but in London and Paris.

**Suggestions to Poultry Shippers.**

If carload shippers of live poultry followed instructions more closely they would oftentimes find their shipments more profitable. Coops should always

be in good condition before using and thoroughly cleaned. Sometimes they are handled rather roughly in transit, and shippers should see that they are strong and in shape for the journey. Coops should always be high enough to allow the various kinds of poultry plenty of room to stand. The varieties of poultry should be kept separate, fowls, roosters and other grades, as receivers do not have time, as a rule, to take the various kinds from the coops, and nothing deteriorates a coop of fowls or chickens as much as to have a few old roosters mixed in with them.

Shippers should know the best market days at the market they intend to ship to and should time their shipments to reach the market so they will not have to be carried over from one week to another. In New York and Chicago there is comparatively little trade after Thursday, and most of the carloads received after that day have to be carried until the following week or be sold at a sacrifice. In Chicago there is rarely much demand Monday, and other markets have their certain days when prices rule higher than during the balance of the week.

**A New Breed.**

A curious case is reported from Pittsburgh. A number of chickens belonging to residents near the Asbestos works have been in the habit of feeding on the siftings of the fiber of asbestos thrown out in the yard for some time, and the feed seems to be an incentive to make the fowls lay, but the peculiar fact in the case is that the eggs can not be cooked. They are like the asbestos—not in the least affected by fire. It is impossible to boil or fry the hen fruit laid by the chickens that feed on the siftings and they can be placed in the hottest fire for a day at a time without effect. It is thought, however, that the eggs will hatch and a genius of an experimenting turn of mind has secured an option on all such eggs and he will purchase an incubator in the hope of securing a lot of fire-proof feathers.

**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

**B E A N S**

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.**



## The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Dec. 22.—The last issue of the year. It has been a bumper week for trade in general and not only the stores but the streets have been packed. The weather has hardly been cold enough for frost and the retail trade has been enormous, save in the matter of very heavy winter clothing and sleigh bells. The jobber who shows a poor balance sheet at the close of 1900 must certainly be the victim of circumstances and should turn over a new leaf while he has another year to work on, and a year which promises to be even fuller of good cheer than this has been, if possible.

As a rule, activity prevails in the grocery trade. Where there is an exception it is quite pronounced, as in the case of some lines of canned goods, and even the coffee market. The latter has been quite slack for several weeks and with continued reports of lower rates in Europe and heavy daily arrivals the outlook is for decidedly cheap coffee for some time to come. The demand from out-of-town dealers is moderate and neither jobbers nor roasters are particularly crowded with orders. The receipts at Rio and Santos from July 1 to Dec. 19 aggregated 6,775,000 bags—almost 300,000 more than last year and a million and a half more than two years ago. These figures are plain and easy to understand. They are significant. No. 7 Rio closes at 6¼@6½c. Mild grades are in about the same condition as previously reported, although possibly there is a little firmer feeling. Good Cucuta, 9½c, East Indias are dull and without change.

An average trade is being done in refined sugars and that is about all that could be expected at this season of the year. The papers are again running the few lines which they all have stereotyped—about the reconciliation of the Havemeyers and Arbuckles and of its being denied later in the day. No change, sums up the condition all around.

Jobbers of teas report a light movement and the situation is just about what might be expected before the turn of the year when no one is taking more than they need of anything. Prices of teas, however, are steady and confidence is felt that we shall soon see a change for the better.

While prices of spices are generally pretty well sustained, there is very little actual business going forward and the same condition will likely prevail for a number of weeks. The market has been duller, however, and dealers are by no means discouraged. No changes have been announced in rates.

The rice market is firm and in good shape, both domestic and foreign selling with a degree of steadiness. There is room for improvement, however, and the new year is looked forward to with hopefulness. Good to prime, 5¼@5½c.

There is a good demand for the better grades of molasses and for such quotations are firmly sustained. Straight open kettles are most sought for, the range being from 32@40c. Foreign sorts are in light request at unchanged quotations. Syrups are moving in a moderate way. Prices are without change.

Canned tomatoes, corn and salmon are tending in favor of the buyer. Tomatoes, corn and peas appear to be in ample supply and the whole market in the line of canned goods is almost stagnant. There are rumors of a good deal of humbuggery in the labeling of salmon and it will be well for buyers to place their orders with reliable houses. Whether cat fish are colored and sold as salmon or not may not enter, but there is salmon

and salmon. Gallon tomatoes are worth \$2.15 and standard 3 lb. are held at 77½@80c. Upon the whole the market can stand a good deal of improvement over the present situation.

With the Christmas demand over, the activity in the dried fruit market noted during the past few weeks has subsided and we have a market without any particular feature of interest. Currants tend to a lower basis and are now held from 10@10¼c. Other foreign fruits are quiet. Peaches are doing fairly well, but, as a rule, trading is of only ordinary character.

Lemons are decidedly dull. Oranges have met with good call and are firmly held at quotations. Floridas, \$2.75@3.75; Californias, \$2.75@3.25.

There is a butter supply that seems ample of all grades except the very choicest and, with only an average demand, the market remains in about the same condition as last reported. Fancy Western creamery is held at 25c and this appears to be about top notch. Seconds to firsts, 20@24c; extra June makes, 22½c; imitation creamery, 17@19c; factory, prime to fancy, 17@19c; factory, 13@14½c.

While the cheese market is quiet, the week passed with a confident feeling that after the turn of the year we shall have a steady and satisfactory market until the receipt of new stock. Quotations are practically without change from those of last week.

Supplies of really desirable eggs are not large and the market is steady at 25c for the best Western. Common to good Western, 20@22c.

The market for beans is strong and choice pea are worth \$2.25; choice mediums, \$2.25; choice marrows, \$2.60.

Offered Above Market Prices and Sold Below.

Randall, Crosby & Co., of Chicago, who were exposed as fraudulent in the Michigan Tradesman of Dec. 5 and Dec. 12, appear to have secured goods on consignment to the amount of \$25,000 before they closed their career. The Chicago Tribune of Dec. 23 will be of interest to those who were victimized, as well as those who took the Tradesman's advice and kept away from the cars.

Bradford Davis and F. G. Crosby are sought by United States officials on charges of using the mails to obtain fraudulently poultry, eggs, butter and game to the estimated value of \$25,000. The men did business for a month at 170 South Water street under the firm name of Randall, Crosby & Co. During that time the boldness of their operations surpassed that shown by B. J. Hamm, the "turkey king," in his effort to corner the turkey market.

Circulars were scattered throughout the country by the firm, making offers above the market price, and the immense quantity of game, eggs and butter which came in response was sold to dealers in Chicago and other cities at prices below the market. Not content with making these offers to the producers, the firm desired to employ local agents, so \$16 a month and 3 per cent. commission was the offer held out, although the firm itself was getting only 5 per cent. commission.

Letters enquiring as to the reliability of the firm caused an investigation to be made, and Inspector Gould of the Postoffice Department has been at work for a week gathering evidence.

Yesterday he decided that he had enough to warrant the arrest of the two men, but he was unable to find them. All the books and papers at the office were seized by him, and Deputy United States Marshals Middleton and Farrell were sent to arrest Davis. He had left

his home on the North Side with his wife and child an hour before the deputies arrived. It is said that he had a magnificently furnished flat in Ohio street, near Dearborn avenue.

Inspector Gould ascertained that Crosby had a room at the St. Charles Hotel and went there to arrest him but he was not there. Crosby had left his trunk at the hotel and this was seized by Inspector Gould. It is the belief of the officers that Davis is on the way to Montreal or Baltimore and Crosby is thought to be in Milwaukee.

At the place of business of the firm it was said that Davis had left shortly before 11 o'clock, after taking \$900 from the cash drawer, and that Crosby had followed him a few minutes later, with the remainder of the money, \$300.

Three girl book-keepers have been employed by the firm, besides five men drivers. The firm is indebted to all of these for their wages, all being promised from \$12 to \$20 a week.

Shortly before the books were seized by Inspector Gould an attachment for \$214 was served on the produce in the store, valued at \$400. This attachment was in behalf of Hoedebeck & Fritscher, of Dietrich, Ill.

Davis, according to the employees of the firm, was the head man. On Nov. 8 Davis deposited at the Produce Exchange Bank in his own name. He transferred the account to the credit of Randall, Crosby & Co. on Nov. 17. Circulars were immediately sent out headed "Randall, Crosby & Co., wholesale dealers and jobbers in butter, eggs, veal, poultry, game, etc., 170 South Water street, Chicago, Ill. Branch houses—New York City, Boston, Mass. Cable address Ranship."

In the statement set forth in the circular the following references were offered: The Produce Exchange Bank of Chicago, the Clinton National Bank of New York City, and the Third National Bank of Boston.

Cashier Cook, of the Produce Exchange Bank, denied that the firm had any right to give the bank as reference and last Monday deposits of the firm were refused and Davis was told to remove the amount then on deposit, \$230.

Have you considered what an immense institution is the poultry industry in this country? The value of poultry and poultry products in the United States is upward of \$300,000,000 annually. This is more than the combined output of all the mines, except iron and coal and is 50 per cent. more than the pig iron output. Of late years a great improvement has been gradually introduced in the quality of fowls raised on the farms. Thirty years ago the breeders of fancy poultry were almost as scarce as hen's teeth, but to-day we meet them on every crossing. The thoroughbred fowl has not reached its place among its kind that the beef "critter" enjoys, but it is getting so numerous that our great markets are now demanding it. Many poultry dealers are paying considerable attention to the encouragement of the farmers in the raising of the proper breeds. The time is coming when poultry must be well bred to bring a decent price in any market.

New Zealand has decided to try universal penny postage. After Jan. 1, 1901, letters to foreign parts will be carried for a penny stamp. The colony anticipates a loss of \$400,000 the first year of the venture.

## 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.

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

# L. O. SNEDECOR

## Egg Receiver

36 Harrison Street, New York

REFERENCE:—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

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





Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - DECEMBER 26, 1900.

STATE OF MICHIGAN } ss.  
County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of Dec. 19, 1900, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

Sworn and subscribed before me, a notary public in and for said county, this twenty-second day of December, 1900.

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

#### DISTRIBUTION OF THE SEXES.

The census of 1890 gave as the population of the United States 32,067,880 males and 30,554,370 females. Doubtless the census of 1900 will give similar results. While the population for the entire Union shows a very considerable surplus of men, this rule can not be laid down for each state. The following show more women than men: New Hampshire, Massachusetts, Connecticut, New York, New Jersey, Maryland, District of Columbia, Virginia, North Carolina and South Carolina. Louisiana barely escapes by having 115 more males than females.

It will be seen from the statement given by the census that the surplus of women is confined to the states east of the Alleghany Mountains, while those west of that range contain an excess of men, and in most of the Far Western States this excess is very large, and the inequality in the location of the sexes is doubtless due to the large emigration of men from the old states of the Atlantic slope to the new commonwealths of the West.

William Axon, in the London Humanitarian for December, gives some interesting facts in regard to the comparative birth rates of the sexes, which, in European countries, have been determined to be 106 males to 100 females. The general rule holds with royalty and the peerage as with the common people. The Almanac de Gotha for 1873 showed, of royal births, 328 males to 257 females; while Sadler's report on the families of the British aristocracy gives 1,027 marriages of peers, from which resulted 2,158 boys and 2,050 girls.

In Oriental countries, as far as statistics could be reached, there was in every country an excess of male births, and this was the case in those in which polygamy was the rule. This excess of males seems to be in obedience to a law of nature to provide for the unduly large

destruction of men in war and in the pursuit of dangerous trades and callings, so that in every country there would be, as a rule, a man for each woman.

Thus it is that nature seems to have established a natural law of monogamy, or a wife for each man; but the law of the United States has been violated by the westward emigration of the men, leaving the women behind. When it is reflected that in thirty-six states of the Union there are a million and a half surplus men, while in nine states and the District of Columbia some 260,000 women are left without the prospect of husbands unless they shall come from the states where men abound, it is seen that artificial causes can work great derangement of natural laws.

It was the deficiency in the numbers of men in Oriental countries, caused by their destruction in war, or by their emigration to other lands, that left great numbers of women without male protectors and induced the adoption of polygamous social institutions. In order to correct the conditions existing in a monogamous country like the United States, there should be an organized emigration of the fair ones from the old states of the East, where they are a drug on the market, to the commonwealths of the West, where they are at a premium. Some such arrangement would be in the line of a most important reform.

Only a door apart there are two fruit and confectionery stores on Canal street. One store kept its doors wide open last Saturday evening and the other kept its doors closed. One displayed oranges and apples, tastefully arranged, in one window and handsome boxes of uncovered candy in the other window. The other store had its show windows full of tinsel and gewgaws, tumbled together without any idea of symmetry. The first store had two men clerks, and the other six girl clerks, who were distributed around the store in pairs. The first store was constantly full of customers and the register must have shown sales of \$30 or \$40 after 7 o'clock. The other store was deserted, except at rare intervals during the evening, and the total sales probably did not exceed \$10. As both stores were equally well located, certain questions naturally arise as to why one should have a rush of business and the other a frost. Was it the open doors? Was it the windows filled with wholesome fruit and attractive candy instead of tinsel? Was it the men clerks instead of the red gowned girls? The Tradesman has its own opinion as to why one store should have received the lion's share of patronage, but prefers to give its readers an opportunity to be heard from on the subject first and hopes to receive several solutions of the problem in time for next week's paper.

Tobacco and sugar cane are the two principal products of Cuba. The Spanish war sadly interfered with both. Many men who would otherwise have been tilling the fields were in the insurgent army, many plantations were destroyed by the Spanish and agriculture was a business conducted only under the greatest difficulties. While the war with Spain was on, the production of sugar fell as low as 250,000 tons. This year, according to the Havana Times, the sugar crop is estimated at 1,000,000 tons. This would indicate that normal conditions have returned and that the inhabitants of Cuba are enjoying something of the same sort of prosperity which obtains in the United States.

#### INDUSTRIAL EDUCATION.

Interpreting the phrase to mean instruction in the mechanic trades and in other practical technical arts, it should begin to dawn on the American people that the demand for such instruction is going to lead to results that were never intended when the talk about technical education was first started.

The original idea embodied in the free schools in the United States was to fit the youths to grow up to be worthy citizens in a great system of free government. It was considered necessary not only that every American citizen should know how to read and write and cipher up his day's business, but that he should be told something about the history of his country and be given some plain and comprehensive ideas of the nature of its government and institutions.

It was never proposed in the beginning that the free school system should embrace any course of study in political economy and the science of government, but the scholar was expected to know the rudiments of the American system and of the manner in which it had been established by the "Fathers of the Republic." It does not require any elaborate explanation to give to a youth of ordinary intelligence simple information concerning American history and of a government in which the people elect their own rulers and their representatives who make their laws, in contradistinction to a system in which a man becomes a king or emperor by virtue of being the son or near relative of a former king or emperor, and in which the laws are dictated by the monarch.

It was to this extent, in addition to a fair degree of instruction in the mother tongue, that free education was originally intended to go. Since then, the scope of public education has greatly increased, so that the free high schools embrace in their courses many of the studies belonging to a college curriculum, and not a few scholars are given free tuition in the colleges themselves. These statements present conditions which very properly meet with general approbation, and without doubt the scope of free education is going to expand as the means at the disposal of the school authorities will permit. But recently another demand has been made in the way of free education which promises to lead to the most serious conditions. It is the desire which is being recently so loudly voiced for industrial and technical education.

It is seen that men may graduate in colleges and universities and yet find themselves at a disadvantage in the art of earning a livelihood. The demand, then, is that the youth of the country shall be taught the mechanical and other trades, so that, instead of being merely laborers who have to strive with main strength and muscle for daily bread, they, by their skill at some useful calling wherein educated hands as well as an instructed mind may be made available, may secure better pay.

It has heretofore been held that, while the state is bound to give due attention to the education of the minds of its people, they were required to employ their means in acquiring the skill and technical knowledge necessary to becoming skilled in any trade or profession. The establishing at the public expense of schools where such instruction is given free has opened a wide field for future demands on public bounty.

In teaching the mechanical trades,

the practical details of printing, of type-writing and of many other technical callings free to some youths, there is established an implied obligation to give similar advantages to all who demand it. The idea of educating the people free in all the trades and professions is current among the socialists and is regarded as a public obligation; but it is difficult, even for the wildest theorists among them, to settle upon any system of equalizing the rights of individuals to the public bounty.

When it is placed in the power of youths to learn, at the expense of the state, the various mechanical trades only, there will not be so much difficulty in fixing a choice, and there will be carpenters, blacksmiths, masons, plasterers, painters, machinists and the like, since each trade will be chosen by one or another of the candidates.

But if all those and other such trades shall be taught at the public cost, what is to prevent the scope of public education from taking in also the learned professions? Why should not physicians, lawyers, civil engineers, expert chemists and electricians also be educated at the expense of the state, and, if so, where is the aspiring American boy who would elect to learn a handicraft if he could be made a lawyer or a doctor through the state's bounty?

The idea that free education will ever be carried to the extent indicated may be scoffed at and ridiculed; but in a country where the people are supreme and where they give free education in certain trades and callings, who can say that, to a popular demand for the increasing of the scope of such bread-winning instruction, there will be no response? Who can stop the people from increasing their own free educational facilities and who can say where the limits of public education will be fixed?

It is not enough for the state to teach its people to be worthy citizens. It has begun to teach them the means of earning a livelihood, and, if such advantages are available at the public cost, upon what rule or principle of justice can it be limited to favored persons and withheld from the balance of the youthful population? This is a question to be put aside to-day with a mere shrug of the shoulders. Nevertheless it is a problem to be solved.

Graeme Stewart, who is making an energetic effort to capture the Republican nomination for Mayor of Chicago, has just returned from Washington, where he appeared before a committee of Congress in behalf of a pure food measure. Mr. Stewart is certainly well qualified to act in such a capacity, because, in addition to the experience he has gained as a wholesale grocer, he has had a wide experience in handling food products which are anything but pure. For instance, it is only two or three years ago that the State Dairy and Food Commissioner of Michigan discovered that he was sending into the State a compound marked "pure cream of tartar" and guaranteed to be perfectly pure, which contained no cream of tartar whatever, but was composed of sulphuric acid and gypsum. The combination cost less than a cent a pound, but was sold at 14 cents a pound and was guaranteed to be "strictly pure."

Money and trouble are so nearly related that when a man can not borrow money, he does the next easiest thing and borrows trouble.



## FROM THE LAKES TO THE GULF.

The question of water transportation from the Great Lakes to the sea is now uppermost in Chicago.

A good deal has been said in the Chicago press of the proposition which is being made to have the Federal Government take control of the Chicago drainage canal, through which the waters of Lake Michigan are poured into the Illinois River, and thence into the Mississippi, and complete a navigable channel for vessels of considerable size from the lake at Chicago to the Gulf of Mexico, through the Mississippi River.

More than this, much has been said about the project of cutting, inside the State of New York, a ship canal around Niagara Falls, from Lake Erie to Lake Ontario, and from the latter lake, through the Mohawk and Hudson Rivers, to the sea at New York City. This scheme has been surveyed and estimates of the cost of such a work figure up over \$300,000,000, nearly twice as much as is proposed for the construction of the Nicaragua Inter-oceanic Canal.

The idea of connecting Lake Michigan with the Gulf of Mexico, through the Mississippi River, is by no means a wild scheme, particularly as the Chicago drainage canal, which cost \$34,000,000 and has already been completed, is to be a part of the proposed waterway. This scheme was recently discussed by the Rivers and Harbors Committee of the House at Washington, on an application for a survey of the proposed work at the expense of the National Government. There should be no objection to ordering a survey, because it may one day be of the greatest importance to execute such a work.

The importance of a waterway from the great grain region of the Northwest to the sea can not be over-estimated. There is such a route already; but, after leaving Lake Erie, it passes through a canal in Canadian territory, into Lake Ontario, and thence by way of the St. Lawrence River, through British territory, to the sea, almost in the arctic regions. Such a route for commerce is not practicable in the winter, when the northern waters are locked in ice; but what is of more moment is the fact that a great part of that route is in foreign territory. What is most needed is a waterway for the commerce of the lakes wholly in the territory of the United States.

The existing treaty with Great Britain prohibits either nation from having warships on the lakes which are common to both; but, while this is so, a British fleet can navigate or lie in the St. Lawrence River ready at a moment's warning to enter the lakes, while there is no waterway which can give access to United States warships into the lakes; but if there were a waterway of 14 feet depth, as is proposed, good-sized gunboats could be promptly put into the lakes when required.

## LOVE BY TELEPHONE.

The touch of nature that makes the whole world kin is falling in love. Love levels all ranks and reduces high and low, rich and poor, wise and simple, to a common plane of imbecility. The greatest savant in the world displays no more intelligence in falling in love than the most ignorant boor and can give no better reason for it. Love is a thing beyond all argument or understanding and, in dealing with it, we habitually eliminate common sense. The most profound philosophy vanishes

at the touch of a hand, the clearest judgment is at naught before the glance of an eye or the curve of a cheek. Famous scholars have fallen in love and wed women who were totally unlettered. Shrewd and suspicious old business men, who have spent a lifetime in taking in their fellowmen, have, in turn, been taken in by a snip of a school girl, and never doubted that they were being married for love and not money, as if May ever espoused December without December coming up with the cash. Men of irreproachable and colossal dignity have written letters in which they signed themselves, "Your Itty Ducky Daddie," and never realized what blooming idiots they were making of themselves until they heard their words of endearment read out in a breach of promise suit. It was observing people in love that made Puck exclaim, "What fools these mortals be." The only real democracy is the democracy of love, and a striking illustration of this has just been given by the young Queen of Holland, who has had a telephone line installed between her palace and that in which her fiancé is lodged, so that she may spoon with him over the wire just like any other Mary Jane with her first engagement on hand. To anybody looking at the matter in cold blood it doesn't seem like a telephone is particularly adapted to carrying on a courtship. It's like eating chocolate creams with a pitchfork; you are too far off from the sweetness. Besides, it makes the girl miss too many points in the game. Blushes are lost. Tender tones are no good. Downcast looks are a waste of good material; but, in spite of all its drawbacks, there is something in the telephone that gives people in love an irresistible desire to clog up the wire with taffy. It doesn't seem to make any difference to them that other people may hear their imbecile ravings or that they may paralyze business over a line while they exchange bulletins as to the exact temperature of their affection. When a girl begins to hang around the telephone and jump every time the bell rings, it is the first premonitory sign of falling in love, and her mother will do well to take the case in hand at the start and order out the telephone. Nothing else will keep her from making a goose of herself and saying many things she will wish afterwards she had kept to herself. It isn't fair to the young man, either. Nothing else queers an employee so quickly with the head of the firm as to have a young lady continually at the other end of the telephone demanding to speak with him. Business men don't hire clerks to gossip in business hours, and many a young fellow has lost his job through too great popularity with a lot of idle girls who had nothing to do but ring him up and waste the time of his employer. Spooning over a telephone may be all right for Wilhelmina in Holland, where the Queen business is an easy job anyway, but it is a bad plan for practical Americans.

The Pan-American issue of postage stamps will illustrate modes of travel. The one cent stamp will show a lake steamer with side wheels; the two cent stamp a train drawn by a locomotive with four drivers; the four cent stamp a picture of an automobile of the closed coach order; the five cent stamp will present the great single span steel bridge at Niagara Falls; the eight cent stamp the ship canal locks at Sault Ste. Marie and the ten cent stamp an ocean steamer of the American line.

## THE BUILDING OF WARSHIPS.

Although not many more than fifteen years have elapsed since American shipyards commenced to build modern warships on contract for the Government, this country now rivals some of the leading maritime nations in the number and capacity of the private yards capable of turning out warships of the very largest dimensions. For a long time but two firms possessed the facilities for constructing vessels as large as battle-ships, namely, the Cramps shipyard, on the Atlantic coast, and the Union Iron Works, on the Pacific coast. When bids were opened, a few days ago, for the construction of five battle-ships and six large armored cruisers, it was found that six different firms were capable of undertaking the contracts.

Our shipbuilding firms have been kept so busy with work for the Government of the United States that they have had little reason to seek work from foreign governments. It is true that the Cramps have successfully undertaken a limited amount of such work, but it has been on no such scale as has been common with some of the European shipyards. So far our shipbuilders have kept strictly to the shipbuilding branch, relying upon other establishments for armor plate and guns, as well as electrical outfit. In England, as well as on the continent of Europe, there are firms which are able to turn out warships complete in every respect, including armor, guns and even ammunition. The fact that American firms are not so situated as to be able to bid for the construction of warships has handicapped them in the competition for foreign work.

It is now announced that the great shipbuilding establishment of the Cramps, at Philadelphia, is endeavoring to make such arrangements as will make it possible for the firm to undertake to construct warships complete in every detail, including armor, guns and ammunition, just as the great Armstrong works in England do. For that purpose the firm is seeking to secure control of armor-plate works and a gun foundry, as well as other facilities for the work contemplated.

That the Cramps establishment will be successful in arranging to enter the field in competition with European builders of warships there is not the least reason to doubt. What has already been accomplished in the way of accumulating a plant for the construction of the largest type of warships makes it certain that the other plants required to merely put the finishing touches on such ships will present no serious obstacles.

If the Government could contract with the shipbuilders for the delivery of warships complete, there would be considerable saving in cost, as it would not be necessary to make separate contracts for armor, and still other contracts for guns. The development proposed by the Cramps will not only be of advantage to the shipbuilders themselves, but will also be good for the country by reducing the cost of naval vessels.

## THE HEAD OF THE HOUSE.

In these days when women are undertaking pretty much all of the employments hitherto monopolized by men and going along with most of them acceptably it affords an appropriate time for the discussion of the question as to who is the head of the house. The general supposition has been, according to

tradition and all that sort of thing, that the man occupies this proud position, and in most cases it does not do violence to the fact. There are instances, however, where the woman is the bread earner, the greater support and the stronger mind. There is at last a judicial decision to the effect that in such instances she is entitled to the emoluments of the rank as well as to its responsibilities. In the Virginia constitution, the head of the house, if a bankrupt, is entitled to what is called a homestead exemption of \$2,000. There is no other specification given other than the term, "head of the household." Judge Parnell of the United States Circuit Court recently gave his judicial opinion on the matter in these words:

When an intelligent, active, industrious, frugal woman finds she has married a man who, instead of coming up to the standard of a husband, is a mere dependent, who acknowledges that he is only a helpmate to his wife, obeys her instructions, pours his little earnings into her lap, acknowledges her to be and always to have been the head of the family, and leaves to her its support, it would be contradictory of fact and an absurd construction of law to say he, and not she, is the head of the family, and deny to her the benefits intended for the family, and of the separate estate she has accumulated, because the title is in her and she lives with him.

Without knowing the particular facts in the case before him, this part of the decision reads like good common sense. The case in point came to him on appeal. A Mrs. Richardson of Plum Point in Virginia has been a hard worker all her life. She kept a store and managed the postoffice and in these and other ways supported the family, being the breadwinner in every sense. Her husband, if he acted at all, acted as her agent. A couple of years ago she was obliged to make an assignment, and later applied under the United States statutes to be adjudged a bankrupt. She claimed the homestead exemption of \$2,000. The exemption was opposed, on the ground that she had a husband, that he was the head of the household, and that as Mr. Richardson had not applied for bankruptcy proceedings there was no occasion to grant the \$2,000 exemption. Judge Waddell, before whom the case was originally tried, sustained the objection, on the theory that tradition and judicial precedents were to the effect that a woman could not be the head of the house if she had a husband living. On appeal the judgment was reversed and an extract from the opinion is given above. It is gratifying to note that good law and good common sense at least occasionally go together.

A Yale professor loaned his manuscript of a lecture to a reporter of the New Haven Palladium that he might make an abstract for publication. The reporter failed to return it and now the professor sues the paper for \$6,000 damages—\$1,000 for the value of the manuscript, and \$5,000 loss from inability to deliver lectures from the manuscript, which the plaintiff says he is unable to reproduce.

The King of Italy is said to be a man of most vigorous health, due to his early training, which was almost Spartan in its severity. He had to rise at daybreak and bathe in cold water all the year around. If he was late his tutor allowed him no breakfast. All his mornings were spent in study and all his amusements were of an educational kind.

The man who wants more time on his debt payments is waiting for eternity.



## Dry Goods

### The Dry Goods Market.

Staple Cottons—Brown sheetings and drills are easy to deal with for spot business, and even for future contracts the sellers are a little bit less conservative than they were a week ago. This does not mean that prices are any lower in the open quotations, for up to present writing no changes have been made. Bleached cottons show a moderate amount of business in some sections, although others report some increase. Prices remain unchanged. Denims, ticks, checks, stripes and plaids, and, in fact, all coarse colored cottons, are steady and firm, and show an average amount of business for this season.

Prints and Gingham—Printed calicoes, while irregular in demand, show considerable improvement in certain sections, and as a whole the amount of business being transacted is quite fair. Specialties and staples attract the most attention, fancies being somewhat neglected. From the West some excellent orders for prints have been received, also from Southern points. The market is steady. The narrow goods to arrive are held "at value," and agents feel that there is danger of a scarcity in the near future, owing to curtailment in production. Gingham is firm, and stocks very moderate in both dress and staple styles.

Dress Goods—The dress goods market is in the midst of the usual holiday season quietness, and consequently sales are limited, both as to numbers and volume. The buyer's interest, such as it is, centers entirely in spring goods. He has apparently supplied his requirements for the current heavyweight retailing season, and he is not inclined to supplement this spring-weight purchases. Skirtmakers appear to have no settled opinions as to their wants; some think they want 20-ounce goods, and some talk of 16-ounce, two-faced goods. Double-faced goods at 16 ounces seem to be anything but advisable. They would be too light weight to give good service. It would seem that in double-faced goods 20 ounces would be none too heavy.

Underwear—Of course, nothing is expected in the knit goods market at just this season, even under the best of conditions, but when it is Christmas week and the weather for the whole season has been so warm with the exception of two or three days at a time that heavy underwear would have been uncomfortable in many sections of the country, and the stocks of underwear in all branches of the market were prepared in the expectation of a long severe winter—which weather experts told us was positively due—there is very little disposition to duplicate any heavyweight orders. As a matter of fact there is little, if any, probability that orders will be duplicated, even if the weather turns out tremendously cold. The sellers will sell off what stock they have and let it go at that. They will not try to fill up again to any great extent. The jobbers, if they can dispose of their present supplies, will feel the same way; consequently, the manufacturers can look forward to little or nothing for the present season. This puts the market in a peculiar condition for the fall of 1901, which season is about to open. In fact, there are already goods on the market. Naturally they never want to do any heavy investing for that season if their shelves are still full of present sea-

son's goods. As an offset to this, however, the lightweight season, the first part of which has just passed, has been remarkably good. No goods were carried over from last season, and the entire spring and summer business must be taken care of from the new productions. True, the lightweight business is a very small factor compared with the heavyweight business usually, but this season it will be enough better than usual to make it quite important. The most important matter in connection with the present heavyweight business is that unless there is a good spurt in the retail trade by the first of January or by the second week anyway, it is probable that there will be cuts of the heavyweight prices after 1901, a condition to be greatly deplored.

Hosiery—Both the importers and the domestic men are enjoying a relaxation from their long continued activity. Spring business is practically over, although some more is expected after the first of January. Perhaps the most prominent feature of the domestic business at present is the fancy end, which has assumed a prominence that four years ago was not dreamed of. In one of our reports at about that time, we stated that the domestic manufacturers were making extensive experiments in this direction and hoped to be able to compete with the foreign knitters in the near future. It seems as though they were about to realize their expectations, for in certain directions they are equaling them now. The very fact that there is domestic fancy hosiery on the market now masquerading as imported proves this. The principal drawback at the present time with domestic fancies is the finish, and that is rapidly improving.

Carpets—The holiday season is reflecting very generally on the retail carpet trade, as merchants at this time push their holiday goods and set aside carpets. The fine weather which has prevailed lately has brought a harvest to the average merchant in the general stores. Rugs are always in demand at this time of the year and each year sees the demand for rugs of all kinds increasing. They make a very useful gift. Manufacturers of  $\frac{3}{4}$  goods are doing a fairly good business and expect to round out a profitable season.

### Why the Cut in Ingrains?

From the Wool and Cotton Reporter.

One traveling among the carpet manufacturers has met with the question, Why the cut in ingrain this year? Did the Lowell-Bigelow Company inaugurate the cut or was it brought about by other manufacturers? We are informed this week that the representative of a certain large ingrain manufacturing concern in Philadelphia went West early in the season and offered to sell at lower prices than Eastern mills; afterward making a trip to the East, he urged a certain official of a large company to hold at a certain price. The official, however, refused. Afterwards, hearing of the effort to go below Eastern prices, the latter concluded to put a quietus on this little game and made a price which would cover all contingencies, not only of the cut by the Philadelphia concern, but also any lower price that might be the result of local competition in Philadelphia. The price made thus enabled Eastern mills to obtain orders which could not be competed for by Philadelphia manufacturers. Wages in the Eastern carpet mills on ingrain are, it is reported, lower than in Philadelphia, and large mills are always in a position to buy their material at a price below the smaller concerns. It can plainly be seen that the game did not work as its inceptors thought it would, but, in-

stead, acted as a boomerang. The trade was not looking for this cut and did not expect it, and as we have said previously, many orders had been taken at higher prices. After the Eastern mills had secured enough orders to run their looms for some time to come, they put the price up again, but the best of the business had been taken at the lower prices, and advancing them again did not affect it one way or the other.

It is to be regretted that this condition of affairs was brought about. Ever since the cut was finally launched, the average manufacturer of ingrain in Philadelphia has been "at sea" to know what to do, and the orders for yarn, in anticipation of future business, have been small in comparison with what was expected previous to the opening of the season.

The question now of most concern is, Will the cut result in increasing the volume of business with ingrain manufacturers, which will permit them to run their plants full? As yet this has not brought the orders, as some buyers who had placed orders at higher than the cut prices have in some instances canceled them, and still more buyers, who were about ready to place orders, held off to see how much lower the competition would bring prices. It is to be regretted that with higher prices being obtained and large orders placed for tapestry and velvet carpets, the ingrain manufacturers did not at least hold for last season's prices. But the die has now been cast and it is too late to turn back. If the Philadelphia manufacturers find it uphill work this season, they know where to place the responsibility, as frequent expressions made have already shown.

### She Understood.

He—Do you understand the language of flowers, dear?

She—Oh, yes, a little.

"Do you know what those dozen roses I sent you last night mean, love?"

"Why, yes; about \$2.75, dear."

*Young Men and Women!*

It pays to attend "The Best"

The McLACHLAN

BUSINESS UNIVERSITY.

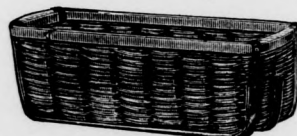
### The Proof

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.

## Balloo Baskets Are Best



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

We make all kinds.

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

Send for catalogue.

BALLOO BASKET WORKS, Belding, Mich

## Season 1901

Samples of WASH GOODS and PRINTS ready the first week in January. Prices right.

P. STEKETEE & SONS,  
WHOLESALE DRY GOODS, GRAND RAPIDS, MICH.

## Voigt, Herpolsheimer & Co.

Wholesale Dry Goods,

Grand Rapids, Mich.

Our complete spring line will be ready

January 1, 1901.



## Clothing

**Clothing Dealer Tries His Hand at Swearing Off.**  
Written for the Tradesman.

It was midnight in the clothing store and the firm was "taking stock." I was the last night of the year, too, and things were at sixes-and-sevens. The salesmen were angry at being so employed on a festival night, the proprietor was angry at the showing made and the store was colder than a dinner at a church fair because the furnace fire had been neglected.

"Sweet old time to take an invoice," growled one of the clerks. "I had a date with Mame to-night."

"And I am due at a watch-the-old-year-out party," said another, shivering in his overcoat. "I wonder why the boss don't build a fire? See him prowling about in arctics and a fur muffler."

Presently the proprietor came and sat down on the edge of the counter near where I stood.

"The New Year has begun," he said. "I presume you've sworn off on about everything?"

"On nothing," I replied. "How is it with you?"

"I've been wondering what I should reform on," was the reply, "and I can't think of a thing. Of course, I might swear off on smoking and the free lunch habit and all that, but it wouldn't do a bit of good. Look at that old stock tumbling out," he added, as the clerks reached a distant corner of the shelving. "That stuff represents a good many dollars and ought to have been worked off long ago."

"Why didn't you advertise it and work it off?" I asked.

"I did advertise it," was the reply, "but it didn't sell. Guess I didn't do it right. I'll tell you what," he continued, "I'm going to change my advertising methods this year. When I haven't time to describe the goods accurately and don't care to quote prices, I won't pay for advertising space. It's throwing money away."

"Then you are swearing off on old advertising methods," I said.

"I didn't think of it in that way," replied the merchant, "but that is about the size of it. What's the good of my paying a newspaper \$5 a week to say that I sell clothing at this number? Might as well put a red monkey in the window to induce people to crowd in front of the store. Yes, sir. This year I mean to let the people know just what I've got to sell and what the price is."

"That's an excellent New Year resolution."

"Look at that showcase," said the merchant, with a frown, as a clerk began unloading a lot of neckwear. "Most of the stock I bought for it is still there, and the thing has lost trade for me."

"How is that?" I asked. "There is a good profit on neckwear."

"I've tried to make it too good," was the answer. "Look here, I'm in business to sell suits and overcoats and goods of that sort. If I can sell a customer a suit or an overcoat, I can afford to let him have a tie or a collar at cost, can't I? Of course. I got my eyes opened on that point one day last week. I met a gentleman I have known for a number of years and asked him why he never traded with me. What do you think he said? My prices were too high! As if I didn't sell good goods at the same price my competitors ask for cheap stuff! Of course I asked him where he got that idea, and he replied

that I asked more for neckwear and that sort of truck than the notion man down the street did, which is true, for that is a cheap-john concern. See how he reasoned? If I asked more for neckwear than my competitors, I must, of course, ask more for my suits and overcoats."

"Well, you can hardly blame him." "Of course not. Well, I am not here to sell ties and cuffs and I am here to sell clothing. I won't drive away any more suit customers by trying to make 20 cents on a 50 cent tie. You may gamble on that. Hereafter I'm just going to save myself on that showcase stock."

"Another excellent New Year resolution," I said, "especially as the cheap-john houses are selling neckwear at low rates."

"Cheap stuff, too. And mittens for a cent a pair. And summer underwear for 10 cents a garment. And suspenders for a nickel. It makes me tired. And buyers don't seem to know the difference between such rubbish and the goods I handle. I'm going to make some new acquaintances through that showcase this year, anyway, whether I make money on it or not."

Just then the merchant observed a clerk making a special arrangement of flashy suits at one of his tables.

"What are you doing there?" he asked, walking down that way.

"Oh," replied the clerk, "these are the swellest things I have in my department and I always push 'em hard."

The merchant turned away in disgust. "That idiot thinks he knows more about the needs of buyers than do the buyers themselves," he said to me. "If a preacher was to ask for a black suit he'd probably lose him if he couldn't work off one of those state prison things that I wouldn't wear to a dog fight. I have noticed that clerk standing over that line arguing with customers more than once, when he should have been showing every shade and pattern until he made a hit. There's another thing to swear off on."

"What is it?"

"Why, that clerk and all like him. He's just equal to talking one thing at a session. Then his gray matter gives out. He ought to be traveling from house to house, selling rat exterminators or powdered salt warranted to prevent explosions in lamps."

"You'll soon have quite a list of reforms if you keep on," I said.

"There's one right there," said the merchant, pointing at the huge pile of old goods before referred to. "I'm going to be more careful in buying. I can order goods if I run short, but I can't send back an overstock. A man has to be a weather prophet to make a good clothier."

"I heard a hardware man say the same thing the other day," I remarked. "He was long on stoves and the weather has been like May up to a week or so ago."

"Stoves!" said the merchant, with a snarl. "Stoves don't go out of fashion and lose color and get white at the seams if they remain in stock a spell. Why, in clothing, a man that wears a pig-skin jacket all the week and shovels sand will kick if his Sunday-suit is three days off in cut or shade. People want imported goods for \$9 a suit. It keeps us guessing, I assure you. If St. Peter doesn't let clothiers pass in at the pearly gates without going through the examination, he isn't holding his job down right."

"You stick to your proposed reforms

this year," I said, "and see how you'll come out."

"Oh, there'll be some kink somewhere. Hear that clerk holler because he missed an evening with Miss Snicker! I think I'll let the boys go home. To-morrow will be a dull day in all lines except the Tom-and-Jerry line, and we can finish then."

And he left the store, making a mental note of the things he had sworn off on: Careless advertising, big profits on small sales, clerks too indifferent to show goods and overstocking. He might have added finding fault with the business which brought him a good income, but he didn't.

Alfred B. Tozer.

### Encouragement to Marry.

A Providence, R. I., furniture firm, "to stimulate trade, promote human happiness and benefit the community," proposes to provide the wedding feast, the minister and a three day honeymoon trip to all marrying couples who will purchase their household furniture of this particular firm. The bridal couple is to have the choice of the clergyman and the feast will be for ten persons if desired and is to be "dry." No liquors will be provided. All these things go to couples that furnish seven-room houses, while those who furnish six rooms get everything except the trip, and those who furnish five-room houses will get the feast only, while the four-room class will have the parson's bill only paid. But all of these couples receiving the bounty of the house upon marriage will have a silver mug and a high chair for each child born within five years after the marriage, a \$5 gold piece for each child receiving the orthodox baptism and a \$10 gold piece for each child named after the furniture store. How's that for an advertising scheme?

## 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.**

WORLD'S BEST

**S.C.W.**

50. CIGAR. ALL JOBBERS AND  
**G. J. JOHNSON CIGAR CO.**  
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.

**THE ONLY WAY...**

To learn the real value of a trade or class paper is to find out how the men in whose interest it is published value it. Ask the merchants of Michigan what they think of the...

**MICHIGAN TRADESMAN**

We are willing to abide by their decision.



## Shoes and Rubbers

How Three Clerks Were Cut Out by Their Employer.

We, an inseparable trio—three links—like an Odd Fellow's token—one until Love divided us, were all clerks in the shoe department of a great city store.

We were stricken simultaneously with love at first sight when she entered. We stole admiring glances at the dainty little lady; at the adorable golden curl lying on the nape of her perfect neck; at her small pink ears, perfect profile and the long-fringed lashes resting against the carmine of her rounded cheek, as she waited for someone to attend to her wants.

I was busy just then with a pugnacious customer of exceedingly unprepossessing appearance, and dared not leave her. I was trying to hurry a flat-footed foreigner of deliberate disposition into a choice, while Tom was making wild attempts to conciliate the sharp-featured, critical customer whom it was his misfortune to have offended. His glance wandered, however, from time to time in the direction of the newcomer.

"Forward, someone!" sounded the loud, important voice of Mr. Oldham, one of the firm, as he bent a bland, oily countenance above the stylish hat shading her pretty face. He could see plainly enough that we were all busy, but he, too, evidently had eyes in his head, and wished to create a favorable impression by his assiduity.

"Forward, Mr. Norton," he said again, indicating me, and, nothing loth, I dropped my customer like a hot cake, and knelt before my queen of love and beauty, her loyal knight of the shoe shop. Mr. Oldham buzzed around with pompous politeness—a most unusual occurrence—apparently loth to leave her in my devoted hands, while Tom and Dick glared at me with unmistakable signs of envy. When, at the end of her quest, she turned her violet orbs upward and thanked me in dulcet tones, it was all up with me from that moment. I didn't know whether I was on my head or my heels the rest of the afternoon, but one thing impressed itself upon my mind, and that was her address, which she left in order to have her package delivered. How I hunted that neighborhood. She lived, I discovered, with her father, in a tiny flat, and they were not too well off, judging by appearances. How Tom and Dick managed to find out her home was a mystery to me, but they did, and by some hocus-pocus Dick managed to scrape acquaintance with her father. Then it was my turn to be envious. One evening Tom and I chanced to meet him, with her on his arm, at a concert and, fastening on, fairly compelled him to introduce us. Then the struggle began.

We drifted apart as if by mutual consent, yet we seemed to be perpetually running across one another; at the florist's, the confectioner's and the magazine counters. I may safely say that no young lady was ever so besieged, bombarded and deluged with attentions.

I became thin and pale. No wonder; I neither slept nor ate. I lived on love—a very slender diet for an able-bodied youth. They began to conjecture the cause at home and made jocose and irreverent remarks at my expense. Tom, blue-eyed, curly-headed Tom, looked anything but pleasant when we chanced to meet, while Dick—he of the

hay-colored locks, stiff as porker's bristles, and a temper as obstinate, whose ringing laugh made all who heard it laugh out of pure sympathy—had a decidedly belligerent air when he encountered me. My small salary melted away like dew before the morning sun in the light of my lady's smile, and I had reason to suspect that the other two were in the same straits as myself. It chanced one evening that we all met at the house of our enslaver. We were very ceremonious and coldly civil to each other, although inwardly burning with a consuming jealousy. She was, as usual, all sweetness and amiability, but distractingly impartial. That evening a new actor appeared upon the scene—Mr. Oldham, fat, pompous, but rich, disgustingly rich. He seemed very much at home, and something in his manner—an air of proprietorship—gave me a discouraged feeling. Miss Vane's father did not put in an appearance or I would have imagined that Mr. Oldham was his visitor.

Ten o'clock came—half-past—eleven. It would take bolder men than we were to try to sit out "the boss," so, first Tom, then Dick, and lastly myself took ourselves off. About a week after this occurrence, I plucked up courage and, arrayed in my very best, ventured to make my appearance at the abode of the Vanes. Miss Vane received me so kindly that I seated myself beside her on the sofa and plunged headlong, with my usual impetuosity, into a proposal of marriage. She did not repulse me at first, and I exclaimed in ecstasy:

"You love me! Dearest Violet; oh, say that you love me," and I clasped her in my arms.

"Yes, Harry," she answered blushing, "you have won my heart, but I can never be yours. Papa would never consent and I shall never without that be the wife of any man."

I pleaded and coaxed, becoming quite tragic, but without avail. She kindly consented to keep the ring I had slipped on her finger, taking it for granted that I had won—it was really a fine one and had taken every cent I could rake and scrape together to buy it—and I left her feeling heartbroken.

Not a great while afterward, as I was gloomily attending to my duties in the store, the lady of my dreams came in, looking, if possible, more charming than ever. It is said that history repeats itself. It did in this case. Mr. Oldham appeared on the scene as before, and

"Forward, someone!" he called out in the self-same tone and words.

"Forward, Mr. Norton," and I knelt again at the feet of my enslaver, while the "boys" looked on again, green with envy.

"What can you be thinking of, Mr. Norton?" said Mr. Oldham impatiently. "Mrs. Oldham wears a No. 3 and you have there a 5," and he handed me back the pair of boots I had brought.

"Mrs. Oldham!" I stood staring stupidly in his face. I am sure he had an inkling of the state of my feelings, for he called someone else to attend to his wife and left me to come to myself as best I could.

I got through the day somehow and had gone to my room after supper, when who should burst in like a whirlwind but Tom.

"Well, old fellow," he said, "misery likes company, and I have come to condole with you and be consoled with. It isn't so bad for me, for I have the consolation of knowing that she loves

## We Cannot Help It that Everyone Wants Our Factory Make of Shoes



Folks seem to know a good thing when it comes to the wear. We know that we have put our tradeto considerable inconvenience in not filling their orders promptly, but in future we will do better as we have increased our capacity and are turning out more shoes daily than ever before. Send in your orders early and they will receive prompt attention.

RINDGE, KALMBACH, LOGIE & CO.,

10-22 NORTH IONIA STREET,

GRAND RAPIDS, MICHIGAN

## 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.



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

## 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.



me. She has married to please her father, poor girl. She told me so," with a dreamy smile. "You have won my heart, Tom," she said, "but I shall never marry without my father's consent," and, of course, the old duffer wouldn't think of letting her have a beggar like your humble servant."

I glared at him a minute, then shouted:

"You lie!"

"Say that again!" he cried, jumping up and lifting a clenched fist. Then he let it fall and said soothingly:

"Harry, old boy, I know how you feel, but come, don't be a fool. We have both of us lost, you know."

"Tom," I answered chokingly; "she said those very words to me. I gave her a diamond ring."

"By Jove, so did I," and he whistled. Then he laughed. I failed to see anything humorous about the situation, but Tom always sees the funny side of everything.

"Dick will be the next to testify," said he, and so it proved. That evening Tom and I came upon him on the outskirts of the Park, wandering moodily and aimlessly along. He was short and surly when we accosted him, but after some persuasion accompanied us to my room. Under the genial influence of Tom's manner he thawed out, and we cautiously proceeded to pump him. He admitted that Miss Vane had refused him, but said he:

"You know I'm obstinate, boys?"

"Stubborn as a mule," cheerfully admitted Tom.

"I was bound I wouldn't give her up," said he. "What had her confounded old pater against me, anyway? He doesn't look as if he knew enough to pound sand."

"Appearances are deceiving, as we all must admit," said Tom. "The old man was sharp enough to know an eligible when he saw him, as in Mr. Oldham's case."

"Boys, she loves me," burst out Dick. "That is the heart-breaking part of it."

"How do you know?" enquired Tom with a grin.

"She told me so," said Dick triumphantly. She said—"very sheepishly"—"that I had won her heart, but she could never marry without her father's consent—What the devil do you fellows see to snicker about?" Tom had exploded, and I had all I could do to pacify Dick, who was starting in high dudgeon, when Tom implored him to stay. When at length we convinced him of the true state of affairs he tore around the room, tossed things about and "cussed." Dick doesn't often swear. He is a gentleman. At last he sat down and stared at us. Then, with his hand outstretched, he said solemnly:

"Shake," and we shook, cementing a triple alliance never to be broken.—Nancy Nettleton in Boots and Shoes Weekly.

#### Shoe Store Thoughts.

Exclusive prices—inexpensive prices. Built for winter. Our object is to save your sole. He who enters here makes his exit with a bargain.

Fashion waits for our styles—notice our patrons.

No matter how low our price is, the value is never impaired.

We are willing to bet our shoes against any other dealers when it comes to value for the money.

The best is cheapest in the long run—you get it here.

Yes, our variety is endless but no style is out of date.

To see a pair is to want a pair; to try a pair is to buy a pair.

#### Various Abuses to Which the Foot Is Subjected.

As a general thing, the human foot receives less care and more abuse than any other portion of the human frame. It is often squeezed into shoes which are either too small for it, or do not conform to its shape, either of which faults will, inevitably, in the course of time, result in greater or less malformation, such as enlarged joints, bunions, ingrowing toe-nails or corns. In consequence of the general abuse to which it is subjected, adult humanity seldom possesses a foot that can be called anything near perfect, or that is free from more or less suffering.

And yet, there is no reason in nature why the foot should be misshapen more than the hand. There is no reason why it should not grow in the way it was intended it should; the toes in a straight line forward, the joints perfectly normal in shape, and every portion of it entirely free from painful protuberances.

The anatomical formation of the foot exhibits a wonderful piece of mechanism. There are twenty-six bones in each foot, below the ankle joint; just one-fourth of all the bones in the human body in the two feet. A portion of these bones, the phalanges, or toe bones, are movable; the remainder are, for the most part, incapable of separate action, although they are not joined together except by ligaments and tendons. Of the phalanges, or toe bones, there are fourteen; three in each of the smaller toes and two in the great toe. These, naturally, possess considerable mobility, as is proved by the fact that cases have been known where they have been able to cut with scissors, to use the brush in painting, and perform many other feats which generally come within the province of the hands.

The bones which articulate with these are the metatarsal bones, of which there are five. These in their turn are joined to the tarsal bones, those which form the instep of the foot, also five in number. In addition to these there are the os calcis, or heel bone, which is the largest bone in the foot, and the astragalus, which is the keystone of the arch formed by the bones of the instep and the heel bone. All these bones are joined together and held in place by strong cartilages and ligaments. At the bottom of the foot, extending from the fore part of the ball to the heel, is a strong, but slightly elastic, cord, called the plantar ligament. At the back, connecting the heel with the upper part of the ankle, is another cord, the largest and strongest in the human body, which is called the tendo-Achillis.

Every bone is encased in an elastic, but exceedingly tough substance, which is called the periosteum. At the joints a sack is formed of this substance which encloses a fluid called sinovia, which serves the purpose of oil on machinery by keeping the joints properly lubricated.

The main cause of the unsightly protuberance so often found at the joint of the great toe is the habitual wearing of shoes that are too short. If the foot is prevented by its covering from growing lengthwise it will, naturally, distend sideways, and, as the weakest point must yield first, and as that point is the place of the great toe joint, it is there that the injury will be effected.

From what has been written it will be seen that the formation of the foot is not only very intricate, but also exceedingly delicate. And when we consider the amount of labor performed by the

feet we can not but wonder at the skill and wisdom that have constructed them in a manner so completely in accord with the requirements exacted from them. To willfully abuse such faithful servants would seem to be an almost unpardonable offense and yet, from earliest childhood, while it is growing and gradually assuming its natural form, the foot is often forced by unthinking parents into shoes which cramp it and prevent it from growing in a proper form. Footwear should always be sufficiently snug to give a proper support to the foot and thus aid it in the onerous labor which it is called upon to perform, but also sufficiently easy to admit of a proper and natural motion at the joints. And, above all things, shoes that are too short should never be worn, as this fault is more prolific of injury to the feet than any other. The profile of the

shoe should accord perfectly with that of the foot, and the upper leather, when the foot is in repose, should be entirely free from wrinkles.

At least as much care as is bestowed on other parts of the body should be given to the feet, and then it could not be said, as at present, that hardly one man in fifty could be found who was the happy possessor of a pair of perfectly sound feet, free from corns and bunions and consequently free from aches and pains.—O. W. Boyden in Boots and Shoes Weekly.

#### Took Him at His Word.

He (enthusiastically)—I love everything that is grand, beautiful, poetic and lovely. I love the peerless, the serene and the perfect in life.

She—How you must love me, darling; why did you not propose before?

## "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.

## 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.



### Dictionary Too Comprehensive for Every-day Use.

"Last winter a shoe drummer came down here from Boston," said the man with grizzled whiskers and the drawl of the piney woods. "He was composed mostly of a pair of eyeglasses and a little hackin' cough that he said was partly hereditary and partly owin' to the east winds that always blow at Boston, and Mr. Shoedrummer allowed he'd combine the pleasure of curin' his cough with the business of sellin' a big order of shoes, but the shoe end of the deal failed to materialize—that is, the way he fondly hoped it would.

"He was projectin' round one day like he did most of the time, with a spare pair of spectacles in one hand and a bottle of cough-cure in the other, 'takin' in the beauties of nature," he called it, and before he knew where he was he was up agin the stockade, where they're breakin' stone for the new State road.

"He hadn't any idea what he was up against, because they don't do no such work as that in the penitentiaries up North. There all they have to do is to listen to a edifyin' discourse on the future of the Fiji Islands, or something of that sort, or p'raps some of the violentest, most owdacious is now an' then set to work to hem a cambric handkerchief by way of exercise an' punishment combined.

"Well, when Mr. Drummer came home to dinner he asked Hi—maybe I didn't tell you before that he lived to Hi Bascom's—well, he asked Hi whose quarry it was, an' who was a-runnin' it, an' whether it was a good quality of stone, an' said they was quarries all around Boston of the best kind of granite an' marble, an' other kinds of rock, an' every little while they'd dig up a lot of bones in some quarry or other, an' generally under the bones they'd be a box with iron straps all around it, an' the box'd be full of money—gold an' silver, an' di'mon's an' pearls an' ear-rings, an' the general outfit of goods kep' in stock by a first-class pirate in the days of his prosperity.

"After givin' a full account of Captain Kidd an' several other distinguished Yanks, he got 'round agin to the stockade question an' asked Hi how many men was prob'ly workin' there. Hi told him they was nigh onto a thousand men an' they was all under one boss, an' that boss furnished 'em everything they had to eat, drink an' wear. That started the Yank drummer in less'n two shakes thinkin' he'd get a order for shoes for them thousand men, or he'd bust his little cough in the attempt.

"He begun by beatin' about the bush a while, an' askin' Hi whether they was well clothed an' if their 'raiment,' as he called it, was of an expensive grade.

"He didn't think of what was in the drummer's block at all, and he answered kind of absent-minded like that they had all the clothin' they required, 'although,' he added, as if he was thinkin' of something else, 'I allow they's some of 'em don't get all they ought to—no—nor what the'd get if I was bossin' the place.'

"The Yank, he kep' a-askin' about this an' that an' finally he got 'round to the one idea that had been in his mind all the time an' he asks Hi about it—only he never mentioned shoes or boots at all. 'Pears like they don't never say what they mean in Boston, but talk all round it. The way he put the question to Hi was this, 'An', Mr. Bascom, are

they plentifully supplied with such heavy, serviceable footwear as must be required in their occupation?' Hi, he 'lowed that there wa'n't no dearth of footwear an' said the most of it was of the heaviest kind. 'You see,' he says, 'They's mostly a gang of big burly coons an' light weight stuff wouldn't be no use at all.'

"The drummer asked Bascom if he knew the boss of the outfit, so's to give him the knock-down to him, an' in cose Hi 'lowed he did, an' the drummer was all for goin' right up an' gettin' acquainted, but Hi puts him off one way or 'nother for a long time. Sometimes it was that he'd got to do some fishin' that he'd forgot about last week, an' then it was that he'd got to put hoops on some bar'ls so's to have 'em ready for cider next fall, an' now one excuse an' then another 'til finally the drummer got tired waitin' and started out sole an' alone with his spare spectacles an' his cough medicine an' a book full of pictures of shoes of all sorts, sizes an' kinds.

"After a while he got up to the gate of the corral where he was immediately gobbled up by two fellows with shot-guns an' before he could say a word they had the nippers on him an' a couple of bloodhounds were sniffin' up an' down his legs as if a little uncertain whether there mout or mout not be any blood in that vicinity.

"Well, they brought him up to the boss's shanty to see what kind of a fellow he was an' what he was there for, an' whatsoever they'd do with him an' after askin' a lot of questions about his name, age, color an' previous condition of servitude, the boss asked him what the gehenna he was doin' there anyhow. The Yank by this time had got his second wind an' said he'd come up to enquire into the condition of the physical an' mental, an' likewise spiritual welfare of the laborin' class whose lot had been cast within the limits of the fence. The old man told him to 'stow' the pretty talk an' come down to hardpan, an' the drummer finally 'lowed that incidentally—that's the word he said—'incidentally' he 'lowed he'd enquire about the footwear of the gentlemen employed in the plant, an' he went on to say that Mr. Bascom, that was a friend of the boss—an' by the way he didn't know the boss's name yet himself—had told him that a good deal of heavy footwear was required an' he had come prepared to show illustrations of what his firm had in stock an' to quote prices way below what the same kind of goods could be bought for anywhere else, an' he pulled out the book of pictures and handed it over to the boss.

"'Great jumpin' Jehosaphat,' says the boss. 'An' Hi Bascom told you I bought shoes for this whole convict camp, did he? Shoes?' 'Well,' says the Yank, 'that's what I understood. I asked him about the raiment an' the underwear an' the footwear an' he told me about it an' said likewise that there was a lot of very heavy footwear required here at all times.'

"'Well,' says the boss, 'Hi was right about that, but your hifalutin' Yank 'footwear' is what raised gehenna with the outfit. The only footwear in use here is like this,' he says pushin' out a leg iron with about a hundred pound ball attached. 'That's all these cusses wear on their feet at this season of the year, but as Hi told you, it's a derned heavy grade of goods.'

"'An' young feller,' he concluded, 'while you are travelin' through that

portion of the vale of tears designated on the maps as Georgia, when you are talkin' about boots an' shoes call 'em boots an' shoes an' not footwear or may be somebody'll make a mistake an' your firm'll have to hunt a new drummer.'

"That's how the drummer slipped up on the big order he 'lowed he'd take home in place of his hackin' cough."—Herbert Edwards in Boot and Shoe Recorder.

### Cannot Well Advance the Price.

The custom of fixing the price of shoes on the dollar and the half dollar, has made the adjustment of prices by the manufacturers a hard proposition. Both the dealer and the manufacturer have continually beaten down the price until the margin is so close that the slightest fluctuation in cost of material to the manufacturer or the finished product to the dealer is a very serious matter. It seems funny that, if the dealer has to pay ten cents a pair more for a shoe which usually retails at \$1.50, he can not add the cost to the price, as he would if it was a pound of sugar and sell it for \$1.60. It appears, however, that this can not be done without everlastingly shattering the framework of things.

### Onto His Job.

They had called to solicit the firm's assistance for a local charity.

Greene—Suppose we ask this gentleman that is coming up the aisle.

Gray—No; he's dressed too well, and he has too much the air of enterprise and activity. He is undoubtedly an underling on a small salary. We will tackle that slouchy looking, woebegone little man at the desk. He is sure to be the head of the establishment.

### Not So Bad.

The Minister—Do you attend church?  
The Coachman—No; but I drive others there.

# ALABASTINE

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

### Plasticon

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

### N. P. Brand of Stucco

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

### Bug Finish

The effective Potato Bug Exterminator.

### Land Plaster

Finely ground and of superior quality.

For lowest prices address

Alabastine Company,  
Plaster Sales Department  
Grand Rapids, Mich.

## 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.



# ONLY FOUR LIVING.

Men Who Were in Business Here Fifty Years Ago.

The mercantile trade of Grand Rapids has grown up from that first little pioneer store, built of slabs and rough boards, within the memory of some people yet living. The city is now fifty years old. It may be of interest to many to make a little inventory of the mercantile business of half a century ago, by way of contrast to that of the present, and the almost marvelous growth in that department. The reader has only to look over this little sketch, while bearing in mind the present outlook, and the study will seem almost like a story of imaginative and fabulous character.

Fifty years ago the village of Grand Rapids had not a single graded street of the present profile. Mercantile business was edged by narrow plank sidewalks within the space from the Luce Block to Waterloo street, down the latter street about two blocks, then down Monroe to the junction with Pearl, then into Canal street and up that to Bridge street, and for nearly half that distance there was no sidewalk at all.

Now take a look at the stores of that day. Wholesale trade was almost wholly unknown, although some signs of it were just budding in hardware and one or two other specialties. On the Luce Block corner in 1849 was Thomas Sinclair, with a varied stock of groceries, liquors and dry goods, succeeded immediately in that fall by Preusser, the jeweler, and his son Albert. In nearly the order here given down the street were Sheldon Leavitt, William H. and John McConnell, Wm. Bemis, Z. G. Winsor, L. N. Wade (hatter), George C. Evans, (dry goods), William Fulton (meat market and restaurant), Barker & Almy (drugs), W. L. Waring (dry goods), Foster & Parry, A. Roberts & Son, the Kendall brothers, Judge Morrison, the Ringuettes and one or two other small stores. Across Monroe were a furniture shop below the National hotel, A. Dikeman's jewelry shop and store; Lyon's and Hanchet's harness shops, Bidwell's candy factory and store, Peck's grocery, J. W. Winsor's variety store, Shepard & Putnam (drugs), Perkins & Woodward (boots, shoes and leather), R. C. Luce (groceries), James Lyman (general assortment), Heman Leonard (groceries, etc.), and at the foot two or three saloons and Geo. M. Mills (fancy goods), while across, at the foot of Pearl street, were Powers & Ball, Martin Bros. and James D. Lyon.

On Canal street at this time there were but few stores, comprising, on the east side, the Clancy brothers, S. M. Nelson (groceries and Yankee notions), L. N. Harmon (hats) and A. McKenzie (boots and shoes). Scattered along were various little places of entertainment and a few mechanic shops, although at the Crescent avenue corner were a stone block, also some more pretentious establishments, and at Bridge street a carpenter shop, flanked by a little grocery and a botanic medicine store. On the west side of Canal street a few small trading places and some wagon and paint shops, shoemaking shops, blacksmith shops and livery barns took most of the room; but there may be mentioned Porter's clothing store, Rose & Covell's store and John W. Peirce's store, the latter the longest standby of them all. It is doubtful if, at the time we are writing about, the entire stock in trade of all these establishments would

have footed up \$150,000 in a fair appraisal, but bear in mind that the entire city population in 1850 was but 2,686. The beginnings of mercantile trade were not on Monroe street, but near the Eagle Hotel, and it migrated from its early moorings before the city was chartered.

Well, how many are living who were in the mercantile business in Grand Rapids prior to 1850? W. R. Barnard, John T. Barker, Ransom C. Luce, Albert Preusser—the writer remembers no others.

Albert Baxter.

## Modern Methods of the Retail Grocery Trade.

Written for the Tradesman.

What benefit does the retail grocer derive from cutting rates and special sales?

This subject has been often discussed in the columns of the Tradesman and the same question asked, but I have never seen anything in defense or mitigation of the nefarious practice by those who indulge in it. If there are really any good business reasons for the practice some of its votaries ought to give the readers of the Tradesman the benefit of their experience.

Any of the six working days in the week, the whole year around, there can be bought, right here in Owosso, some leading staple articles in the grocery line, that are used in every household, at cut rates, often below the actual cost and transportation, or in other words at an actual loss to the grocer who sells them. When the regular price of granulated sugar is 16½ or 17 pounds for a dollar you will see placards offering 18 pounds for a dollar. When the regular price of picnic hams is 8 or 9 cents you will see a pile of them ticketed at only 7 cents; or sugar cured hams piled up and ticketed at only 9 cents when the retail price is 11 or 12 cents. Another grocer gives notice of a great cut on the price of tea: "All our choice 50 cent teas sold to-day at 40 cents." Another gives notice of a special coffee sale of some well known brand at cost or less, and so on through the whole list of staple articles kept in a grocery store. Industrious and sharp shoppers watch out for these special sales and keep themselves supplied with cut rate staple goods, who never buy a dollar's worth of anything else of the same dealer for fear of being overcharged on other goods they know less about, to make up the dealer's loss on the cut rate goods.

One can realize the wisdom of cutting the price of perishable goods or fancy stock that sells slowly, and it is always good business policy for the merchant to keep his stock as clean as possible and free from unsightly or shopworn goods, but one can not see how selling his staples below cost is going to help the dealer dispose of his undesirable merchandise, or where the profit comes in when he strikes his balance between profit and loss. The habit surely demoralizes trade, and often creates bad feeling between the merchant and his customers or his neighbor who is disposed to do a legitimate business. Either from preference or personal friendship every family has a regular place to buy their groceries. A bond of confidence exists between them and children and servants are trusted to make purchases; but when the child or servant returns with purchases and the customer sees that he has been charged a cent or two above the cut rates advertised by other dealers the question suggests itself, Why can't our grocer

sell us goods as cheaply as other merchants advertise to sell them? If you appeal to your friend the grocer for an explanation he replies that his neighbor is selling the article you are kicking about at a loss, which he can't afford to meet in competition; but if you look about his store you will probably find just as staple an article ticketed at a cut rate equally as ruinous. Of course, if you need the goods you buy them of him and ask no questions. There seems to be an understanding among the grocery dealers that every man has the right to make as big a fool of himself as he chooses, even at the expense of straightforward, honorable dealing. The whole custom is a delusion and a snare. It is not legitimate from a business standpoint. It is a cut-throat practice that somebody must pay for or those who follow it must sooner or later bust.

W. S. H. Welton.

## Tobacco Trust Gives Up Cigarette Fight.

The American Tobacco Co., otherwise known as the Tobacco Trust, has given up its fight against the Iowa State law which prohibited the sale of cigarettes and cigarette papers. Dealers have been backed by the Trust in a fight against the law, but the constitutionality of the law was passed upon by the United States Supreme Court last week, and the Trust gives up the fight. Orders have been received by all tobacco dealers to ship out of the State at once their entire stock of cigarettes and cigarette papers.

## Crackers and Sweet Goods

The National Biscuit Co. quotes as follows:

Butter	
Seymour.....	6
New York.....	6
Family.....	6
Salted.....	6
Wolverine.....	6½
Soda	
Soda XXX.....	6½
Soda, City.....	8
Long Island Wafers.....	12
Zephyrette.....	10
Oyster	
Faust.....	7½
Farina.....	6
Extra Farina.....	6½
Saltine Oyster.....	6
Sweet Goods—Boxes	
Animals.....	10
Assorted Cake.....	10
Belle Rose.....	8
Bent's Water.....	16
Cinnamon Bar.....	9
Coffee Cake, Iced.....	10
Coffee Cake, Java.....	10
Cocoanut Macaroons.....	18
Cocoanut Taffy.....	10
Cracknels.....	16
Creams, Iced.....	10
Cream Crisp.....	8
Cubans.....	11½
Current 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
Imperial.....	8
Jumbles, Honey.....	12
Lady Fingers.....	12
Lemon Snaps.....	12
Lemon Wafers.....	16
Marshmallow.....	16
Marshmallow Creams.....	16
Marshmallow Walnuts.....	16
Mary Ann.....	8
Mixed Plie.....	11½
Milk Biscuit.....	7½
Molasses Cake.....	8
Molasses Bar.....	9
Moss Jelly Bar.....	12½
Newton.....	12
Oatmeal Crackers.....	8
Oatmeal Wafers.....	12
Orange Crisp.....	9
Orange Gem.....	8
Penny Cake.....	8
Pilot Bread, XXX.....	7½
Pretzettes, hand made.....	8
Pretzels, hand made.....	8
Scotch Cookies.....	9
Sears' Lunch.....	7½
Sugar Cake.....	8
Sugar Cream, XXX.....	8
Sugar Squares.....	8
Sultanas.....	13
Tutti Frutti.....	16
Vanilla Wafers.....	16
Vienna Crimp.....	8

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Importer and Jobber of Polished Plate, Window and Ornamental

## Glass

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

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Resident Manager.

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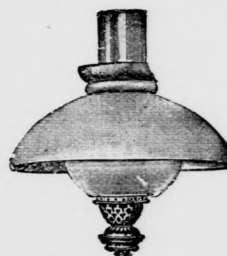
## The New White Light Gas Lamp Co. ILLUMINATORS.



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.,  
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## 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.



## Poultry

### Heavy Shipments of Canadian Poultry to England.

A. G. Gilbert in Farmers' Advocate.

Undoubtedly, of all the comparatively undeveloped sources of agricultural wealth, none will more surely fill the bill than poultry. The demand for the superior quality on the English market is unlimited. The home market is rapidly increasing. A help to this development is the cold storage system of the Department of Agriculture and the furnishing of instructions as to poultry culture from the Experimental Farm system and the Commissioner of Agriculture. But the most direct aid is in the shape of such large firms as the Canadian Produce Co., of Toronto, who buy the chickens from the farmers and do the fattening, packing and shipping of the birds.

It may be that when the superior quality of our product is known and appreciated on the British market, and the prices established so that we will know what it is possible to get, the time will be opportune for the individual farmer or association of farmers to fatten and ship for themselves. By that time our farmers should be well acquainted with methods of shipment to an already established market with guaranteed prices.

This year the poultry trade with Great Britain has developed as it never has before. As early as the middle of last month one firm had sent to England a shipment of Canadian chickens which was five times larger than all shipments sent before from this country in any previous entire year. Next year there will be a demand for chickens unheard of before. The farmer, for the present year, and probably for the next, should not try any direct shipment, but find out and send his chickens to the most reliable firms in this country. It may not pay the farmers to do the fattening, but it will certainly pay them to raise chickens to sell to the large firms, who will do the fattening and shipping.

### The Object of Caponizing. From the Farm and Garden.

The object in caponizing is to secure quality and size, but quality is the more desirable, that being sought by all who seek capons. To secure quality, much depends upon both the breed and the feed. To secure the best capons, the birds must be given plenty of time to mature, and can not, therefore, be marketed very young. In fact, age does not impair the quality of a capon, provided the bird is not kept over a year and a half, as it more readily fattens after reaching maturity than before that time. The capon is to the fowl what the steer is among cattle, the wether among sheep or the barrow among swine. It is deprived of its organs of reproduction and is entirely changed in all its characteristics. A cockerel, after being caponized, associates with the hens and will care for a brood of chicks, clucking for them the same as a hen. A capon makes a better provider for chicks than will a hen, as it works more industriously and stays with the chicks longer. Hence a capon can be utilized as a brooder during the time it is growing.

After caponizing the cockerel, do not attempt to fatten it, but keep it in growing condition. After it has fully matured, which will be at the age of about fourteen months, if of a large breed, it may be fattened in ten days by confining it in a coop or in two weeks if a number are kept in a small yard. A cross of the Dorking on Light Brahma, or a Pit Game on a Houdan-Brahma hen will produce extraordinarily fine capons.

### Canadian Fruit in England.

Commenting on a recent shipment of Canadian fruit to England, a Canadian Journal says:

Among apples there were some very fine specimens of King, of the Pippins, Blenheims, Orange, Baldwins, Snows, Cranberry, Pippins and Spies. Better

fruits could hardly be found upon the market, and they were much admired by dealers.

In pears, among others were Duchess, Beurre Clairgeau, Keiffer and Beurre D'Anjou, all of them of fine quality and appearance.

The apples were packed in bushel cases, and the pears in cases holding half that quantity. These sized packages were well suited for the fruit and as regards pears, were ample for them. In time, possibly, Canadian fruit exporters will, for their choicest pears, introduce a smaller package. They would find it to their advantage to do so.

Growers of the fruits sent included the names of some of the most advanced fruit producers in the colony, and they are certainly to be highly commended upon the skill they have exercised in the culture of such magnificent fruits.

Taken all around, the prices realized were most satisfactory and prove unmistakably that in the near future the fruit export trade of the colony will develop into a very extensive business, for such fruits will always meet an insatiable demand in the English market and at paying prices.

Contrasted with the pears sent from France, which is the pear-producing country from where the bulk of the pear supplies have hitherto been drawn, they were in size and color far superior; as regards flavor, the French fruits were nowhere with them.

Canadian apples and pears need fear no competitor, taking the lead, and standing, as far as general quality is concerned, higher than any similar fruits sent in the English markets from any foreign center.

Canadian grapes were in fine condition and of good appearance. The berries were not large, but the flavor was excellent, and quite different from the insipid foreign grapes sent from Spain and elsewhere.

The best were certainly worth from sixpence to ninepence per pound retail, and if they could be put upon the markets after October, when the glut of other outside arrivals of black grapes was over, they would meet a good sale.

Of the two varieties—Red Rogers and Black Rogers—of grapes examined, black is the best suited for the trade.

Much of the success attending the sale and shipment of these fine fruits was due to high quality and skilled culture, the use of small packages, honest grading, careful packing and care in transit.

Professor Robertson, of the agricultural department, is to be congratulated upon the success which has attended his persistent efforts to induce growers to adopt the above items, and Canadian fruit packers have done well in acting up so loyally to his instructions.

### The Honey Crop Lightest in Years.

R. A. Burnett & Co., of Chicago, write as follows:

The honey crop is perhaps the lightest gathered in many years, and the price for that produced has been high in comparison with late years. The sections of country most favored have been Michigan, Colorado and Texas, with fair yields in nearly all of the Southern States, the Eastern and Middle States in many instances not yielding enough to carry the bees through the winter months.

Prices are at a point that restrict consumption very materially; therefore there will be enough to supply those who feel that they must have honey no matter what the cost. Prices now prevailing in this market are for the best grades of white comb 15 to 16 cents; off color and amber grades generally 13 to 14 cents; buckwheat and other very dark grades 10 to 12 cents. The white extracted in desirable shape and according to body, flavor, etc., 7 to 8 cents; the ambers, 7 to 7½ cents; dark, including buckwheat, 6 to 6½ cents; beeswax apiary run 28 cents per pound.

The prospects for the coming season are encouraging, especially so in the white clover districts of this broad domain, and we expect to see a most bountiful supply of the nectar that knows no rival in 1901.

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.



# History of the Authorship of Familiar Lines.

Written for the Tradesman.

For reasons not necessary to mention here, it has been a long time since the writer exchanged greetings with the Tradesman; but its regular weekly visit to my fireside, with its cheerful face, and filled as it always is from cover to cover with sound commercial theories and practical common sense—together with the fact that my subscription will soon expire—reminds me of an obligation in addition to a pleasurable task. It has occurred to me that I might add an interesting chapter to the contents of your coming Christmas number by giving your readers a true history of the authorship of the most pleasing, and for the past three generations the most popular and broadest circulated, literary gem ever inspired by the approach of the world's greatest festival, Christmas:

We can all recall with a thrill of delight what our own emotions were when in childhood's happy days we believed in a "really-truly" Santa Claus, and read with youthful glee,

"It was the night before Christmas,  
When all through the house  
Not a creature was stirring,  
Not even a mouse."

I believe I am the only living person who can write a truthful history of that inimitable gem of childhood literature that holds so warm a place in the hearts of old and young and has stimulated so many to charitable and generous deeds, and the circumstances that inspired it, together with a brief sketch of the gifted author.

Here a slight digression seems unavoidable: In 1824 there lived in Western New York three brothers named Spencer. The names of the elder two are enrolled in State and National history. Joshua A. Spencer, of Utica, New York, was one of the brightest legal lights of the age in which he lived. John C. Spencer, of Canandaigua, New York, was also an eminent lawyer and at one time held the place of Secretary of War in the President's cabinet. The third and youngest was educated for the pulpit in the Congregational Church, but preferred to take rank among the educators of the people, a profession in which he excelled, and in 1824 or '25 he was the principal of that nursery of politicians, statesmen and lawyers, the Canandaigua Academy, an educational institution that still flourishes in that beautiful village. He was a prolific writer of prose, as well as a rare poetic genius, but his modesty made him averse to having his literary works published. To this youngest of the three brothers belongs the credit of the authorship of "The Night Before Christmas."

The motive that inspired it was purely a benevolent one, and came about in this way: It was the custom, in those days, for each newspaper published in the village to give its readers what was called a "carrier's address" for Christmas and New Years. These addresses were always contributed by local talent and printed for the benefit of the carrier boys. There were two newspapers published in Canandaigua and one issued the carrier's address for Christmas, the other for New Years. One boy on each paper was quite sufficient to deliver the edition to the patrons in the village, each one being expected to remember the carrier boy by some substantial token, usually of money. "The Night Before Christmas" was written by the Rev. Mr. Spencer as

the carrier's address for the Ontario Repository in 1824 or '25 and first saw the light when its patrons were greeted by the carrier boy with his address, with an expectant look on his frank face that plainly intimated that a gratuity was expected, and it very seldom occurred that the faithful carrier was disappointed.

The same year Mr. Spencer contributed the carrier's address for the Ontario Messenger for New Years. I remember well its opening lines, but can not recall the poem entire. It began:

"Heard you that knell?  
It was the knell of time.  
And is time dead?  
I thought time never died."

It was a gloomy dirge to the departed year and a joyous greeting to the new. I remember well the first time I listened to the reading of this priceless gem of childhood literature and I recall with a mournful memory all the surroundings: I was six or seven years old. It was at a family gathering. A storm was raging without, but a roaring fire of logs sent forth its cheerful glow from the broad fireplace, and the wide-mouthed chimney roared defiance to the elements. The representatives of three generations were gathered around that hearthstone. There were grandfathers and grandmothers, fathers and mothers, and uncles and aunts and cousins galore. Among the youngest I sat in the chimney corner and heard my grandmother read from the Ontario Repository, "The Night Before Christmas." I knew that Santa Claus would remember me because he always had, but that night I did what children all over the world are doing every Christmas after reading the story of Santa Claus' ride behind his reindeer team—I lay awake as long as I could, listening for the clatter of the reindeers' hoofs upon the roof in confirmation of my faith in a bona fide Santa Claus. Of all that family reunion I alone am left.

I believe this narrative of the authorship of this poetic romance will be appreciated by the readers of the Tradesman.

W. S. H. Welton.

Owosso, Dec. 20, 1900.

## What the American Hen Accomplishes in a Year.

Some man, who has taken the trouble to look the matter up, says that the hens of the United States in the period intervening between the first day of January, 1900, and the first day of January, 1901, will have laid 13,000,000,000 eggs and that if these eggs were stood on end point to butt, they would make a column 461,498 miles high. In other words, the column would reach to the moon and two hundred and twenty-one miles on the other side. Laid side by side they would cover a road fifty feet wide reaching from New York to San Francisco. If broken and scrambled and piled together they would make a golden monument ten times as large as the pyramid of Cheops and would furnish one good feed of scrambled eggs per day for a week to every man, woman and child on the whole of the big round earth. Worked up into egg nog the product of the hens of this great and glorious Union would furnish the saffron richness for enough intoxicating material to "jag" the nations of the earth for a month at least. On account of the laying of each egg, some hen cackled at least two times, so that the combined cackle amounted to twenty-six billion minutes; four hundred and thirty-three million, three hundred and thirty-three thousand, three hundred and thirty-three

hours; eighteen million, fifty-five thousand, five hundred and fifty-five days; or forty-nine thousand, four hundred and sixty-seven years. In other words, suppose one hen should undertake to do the cackling for the entire lot; after she had cackled without a rest or a break for as long a time as has elapsed since Adam was a youth until now, she would only be getting fairly down to business and would still have to keep up her click for forty-three thousand years to complete her job. These comparisons show in a feeble way the greatness of the American hen.

## How About Souced Pigs' Tails?

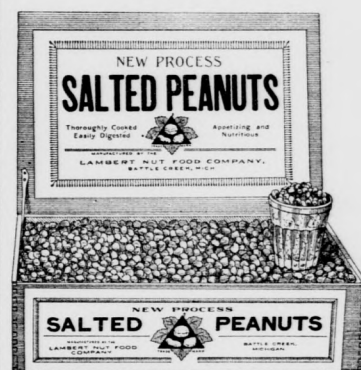
Pickled pig snouts is the latest packing house output. Until the experimenters searching for new articles of food out of the products of the packing houses discovered that the snout and jowls of the porker made good pickling they were boiled, ground and stuffed into skins. Now they are in demand pickled, and are considered a delicacy. The forward end of the pig having been found of more value than it was supposed to possess, we shall expect to hear that the other end is being utilized for souced pig tails. This is fired at random, but there might be something in the suggestion at that.

## Our Apples in Paris.

Capt. A. H. Mattox, press representative of the U. S. Commission at the Paris Exposition, who returned home recently, speaks highly of the display of New York apples in Paris. He says: "The apples arrived in Paris fresh and perfect, and when displayed in the Horticulture Palace were tempting to the eye as well as the palate. In this fruit display a competition was held every two weeks, and in nearly every course the United States took the grand prize, Canada coming next. A great deal of the fruit came from Colorado, Washington, Idaho and California. California made a wonderful exhibit of fruit."

# 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.

## Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

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

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

## J. B. HAMMER & CO.,

WHOLESALE

FRUIT AND PRODUCE DEALERS

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

125 E. Front Street, Cincinnati, O.

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

# If You Ship Poultry

Try the Leading Produce House on the Eastern Market.

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



## Window Dressing

Trims Appropriate for the New Year Season.

As the going of the old year and the coming of the new is a matter of general interest, it is well to prepare a trim suggestive of the fact. An idea for such a trim would be to show a belfry at midnight with the winter snow lying heavily on the bell, which is ready to strike the last twelve strokes of the old year and to usher in the new. A false backing is placed in the window, with an oval or round opening in it. The backing is covered with cotton sprinkled with diamond dust, which hangs raggedly about the edges of the opening, like heavy snow melted or drifting in wreaths. On the rear wall of the window is stretched a painted drop showing the roofs and buildings of a city on which the snow has fallen and over which the sky stretches with a few stars shining in it. Between the backing and the rear of the window the rough wooden framework of an open belfry is built, and in this belfry hangs a bell tipped to one side with the clapper poised in the air as if just ringing. Belfry and bell are covered with wreaths of snow. The belfry is built on a flat platform whose top just shows through the opening and which represents the top of a church tower. The idea is to give a view of the city with the belfry in the foreground. Between the backing and the rear of the window concealed lights are placed, which are shaded, to give an illumination that is faint like moonlight. Slits might also be cut in the drop at the rear through which the light might shine like the lights of a distant city. If it is desired a figure could be introduced into the trim in the shape of a lay figure, the Herald of the New Year, dressed in white robes, who stands on the belfry holding the clapper of the bell as if in the act of ringing the bell. Such a drop as described above can be made by a person with a little artistic faculty by sketching on unbleached muslin a rough perspective of a distant city, which is filled in with dark dry colors mixed in gum arabic and water. The sky is painted a very dark blue. If a figure is used, whether of a child or a grown person, it can be provided with wings which are made of a wire framework bent into the required shape and covered with gauze on which feathers are outlined in color. The bell could be made of a wire framework covered with paper, colored a dark bronze or black. The illusion would be increased if a piece of fine gauze were stretched across the opening to give the effect of distance. On the face of the backing might be placed in gilt letters: "Ring out the old, ring in the new; ring out the false, ring in the true." The front of the window could then be filled in with goods and window cards bearing appropriate phrases.

Another idea for a New Year's window involves the employment of a large number of bells of different sizes, from the largest to the small toy size. The largest bell is hung from the center of the window ceiling with a heavy rope covered, or not covered, with green falling to the floor. The smaller bells are suspended with more or less regularity from the ceiling of the window by lengths of satin ribbon of different widths and colors. The very smallest bells are knotted in little clusters on

bows of satin ribbon which are attached to the window cards. Small bells are also suspended by ribbons or garlands of green stuff from the various window fixtures. If it were desired, the bells might be so arranged that they could all be kept swaying, by attaching to them threads or cords which would pass outside the window to a boy who would keep them moving. Sleigh bells might be strung in the window and could be rung from time to time in the same manner. The window cards would, of course, have reference to the New Year bells, and as sound always arrests the attention quickly when heard in an unexpected place, such a window would undoubtedly attract the attention of all persons passing by.

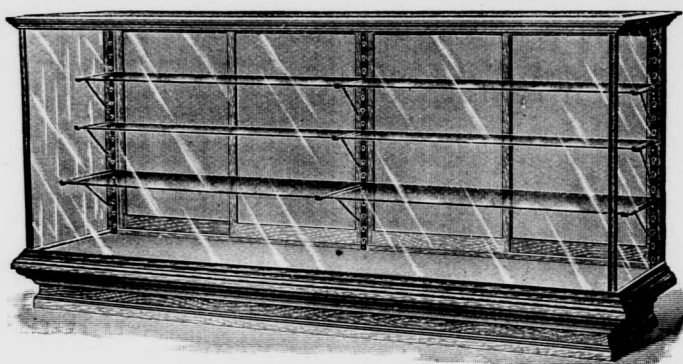
\* \* \*

Another idea for a window trim involving figures is a scene to represent the death of the old year and the coming of the new. The window back represents the exterior of a house at midnight on New Years. In the center of the background is a window with curtains drawn which opens out on a balcony. In front of the house is a fence. The ground and all woodwork are covered with the heavy snowfall. Lying in the foreground, as if he had fallen exhausted in the snow by the fence, is seen the figure of an old man, ragged and with a long gray beard. Near his outstretched hand in the snow is a satchel with "Old Year, 1900" painted on the side. Poised on the balcony or the railing of the balcony, as if he had just alighted there, and rapping at the glass as if to gain admittance, stands the figure of a little lad who bears a cornucopia filled with fruits and flowers, from which ribbons hang with "1901" painted on them. The little figure is clothed in light robes and is either with or without wings. Or, instead of the figure of a little lad there might be shown the figure of an angel with wings of gauze, who bears in her arms a little child—the new-born year.

\* \* \*

The tramp, although usually foresighted enough to go far to the South long before severe winter weather sets in, is often caught by the snow and forced to make the best of the hospitality extended to him by haystacks, fence corners and such stolen viands as are easily filched from an unsympathetic world. A window scene representing a tramp's bivouac, with the tramps cooking their food, could be made very interesting and very humorous. The window floor is made irregular and rising toward a rear corner of the window. The floor is covered with cotton to represent snow, which lies on the rails of an old fence, half pulled down, in the rear, one rail of which has evidently been chopped up to furnish kindling for the fire in the foreground. In the back of the window is a haystack in which a very ragged figure is almost completely buried. In front of the haystack is a fire over which on sticks an old tin kettle is suspended. Feathers and chickens' legs scattered over the snow leave no doubt as to the contents of the pot. Sitting on either side of the fire in uncomfortable attitudes, two regulation tramps are seen, clothed in a nondescript collection of rags and watching the pot boil. A few old cans, some broken food and other properties scattered about will add realism to the scene. By costuming the figures in odd and incongruous garments the humor of the scene can be greatly enhanced.—Apparel Gazette.

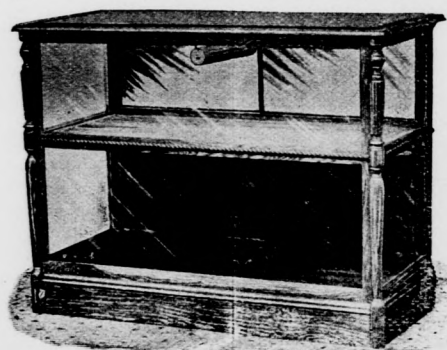
## OUR BUSY SALESMAN NO. 250



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

## GRAND RAPIDS FIXTURES CO.

Cigar Case.  
One of our leaders.

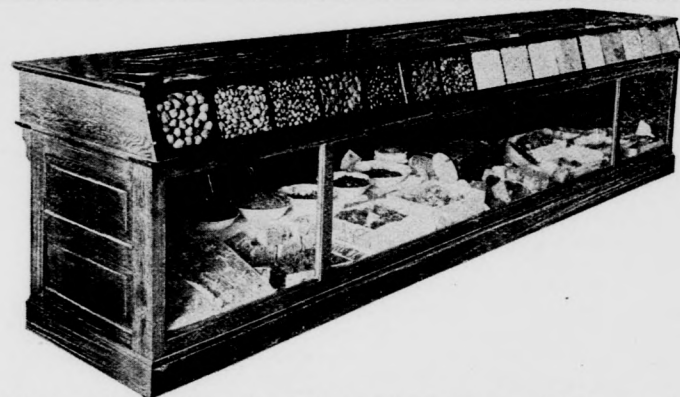


Shipped knocked down. First class freight.

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

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

McGRAFT LUMBER CO., Muskegon, Mich.

BETTER THAN EVER

**SOLD BY ALL JOBBERS.**

50 CIGAR.

## Four Kinds of Coupon 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.



## Village Improvement

### The Winter Side of Village Improvement.

The idea seems to have gained possession of the popular mind that, from the last leaf of autumn until the bursting of the buds of spring, there is little outdoors to attract the attention of the Village Improvement Society. In this climate—throughout the North generally—two words furnish the whole idea: Snow and slush. Clouds might be added, but there is where the snow comes from and even a slight familiarity with the Northern winter does not require that suggestion to complete the picture of desolation.

There is where Nature herself takes up the cudgels in behalf of her human allies. "It is a question of beauty," she says, "not one of personal comfort." Where the work of the Society has been done well, the change of season only changes the picture of the landscape. Two months ago the country was bright with autumnal beauty. The green of summer was giving place to prevailing brown. Stretches of cornfields, strewn with pumpkins were patiently ripening the corn crop. The orchards were changing from green to russet and apples were brightening with colors sent from the sun. Fence corners and pastures, still fringed with sumach and golden rod, had taken the place of summer bloom and the woods, which had been the glory of the "high tide of the year," were lavish with a coloring which no artist could copy if he would. A village of some two hundred people all told, which has settled down contentedly about a dozen miles from Grand Rapids on the bank of a sauntering stream, had so embowered itself in autumnal splendor in October that the river itself fell under the spell of its beauty and, lingering there as if it had gone to sleep, added to the delightful picture by reflecting upon its mirrored surface the landscape that environs it.

With the coming of the cold, the scene changes. The streets cared for are not unattractive. Straight and well kept, lined with trees and bordered with front yards, they are brown indeed and often leaf-strewn, while the houses without vines are blank and bare, but, even then the street is made pleasing to the sight and, in the absence of bright color, is doing much to teach the almost unconscious eye something of curves and angles and broken lines, which foliage makes almost impossible. In leaf-time we can make a study of outline, but only that. The soft maple rolls its green leaves into the egg-shape and from May to October the maple bole holds up its almost perfect oval. The elm, tapering and graceful in its pendant beauty, shows best when bare its management of lines and angles. Given a blue background of November sky, nothing finer in trees can be asked for. In this direction the oak is sure to win the favor of the eye. It has its own ideas of individuality and asserts them. It likes the right angle. Straight from the shoulder it strikes and, an Ishmael among its kind, it stands with no thought of compromise among them. Grand Rapids is full of the best of illustrations. There is a patriarch on Lafayette street. It is rugged in the extreme. Right and left it has thrust out its vigorous arms and, now that its leaves are gone, stands with them extended as if challenging the winter tempest to "come on" if it dare and will! What Nature thinks of

the right angle the oak family shows best. It is the embodiment of physical strength. It is against swaying. Let the elm do that. It likes the yea and the nay and carries out either rigorously. It knows only the serious side of life and its hope and ideal hereafter are a fight to the finish with the elements it has always wrestled with and beaten. The summer winds come and dally with its leaves and it scorns them and waits, and when the winter grapples with it, be the contest never so long, "the brave old oak" stands master of the field and, exultant, watches the flight of its discomfited foe.

Now, with these—the well-kept street, the maple, the elm and the oak and what center around them—winter presents a landscape which the sister seasons can not surpass. It is a symphony in white, and when some morning under a cloudless sky and a shining sun the earth is found asleep and covered up with snow, there is no fairer view to look upon from door and window than that which the icy season paints. With that for a beautiful background, whatever follows only adds beauty to the picture. The team that breaks the paths, the man with the shovel tunneling "the solid whiteness through" on the sidewalk, the shrubs bending their snow-burdened boughs in the sunshine, the trees—not a twig forgotten—glittering in the morning light, with boys and girls out and astir—these are features that only enhance the picture and serve to strengthen the assertion made at the outset that, while winter is the season of snow and slush, these are only accidents, not only not marring the beauty of the landscape but adding essentially—even the slush—to the loveliness of the picture for those who are merely lookers on.

Another feature too often unnoticed from its commonness and upon which the landscape, especially the winter landscape, largely depends for the success of its winter scenes, is the sky. The incoming and the outgoing of the morning and evening, the airy highway paved with color or gray with gloom, the wind at rest or at war, make up a panorama of constant change, and so of constant beauty. We see less of the sky in winter because the cold keeps us close to the fireside and the ice and snow, making wary walking, prevent the eyes from studying it, but they who insist upon seeing what the blue winter arch presents will not be unwilling to believe that "the hand that made it is divine." By day its deep blue, bluer than the sea, is flecked with the white of floating clouds or hidden and sullen with the passion of gathering storm. At night no light is brighter than the winter starlight and when the Aurora, with streaming hair, stands resplendent in the Northern solitudes, the polar star, since he began his tireless watch, has looked down upon no grander sight than that. Beauty is a matter of sight and surface and, in presenting it, winter is not the least of the season's artists.

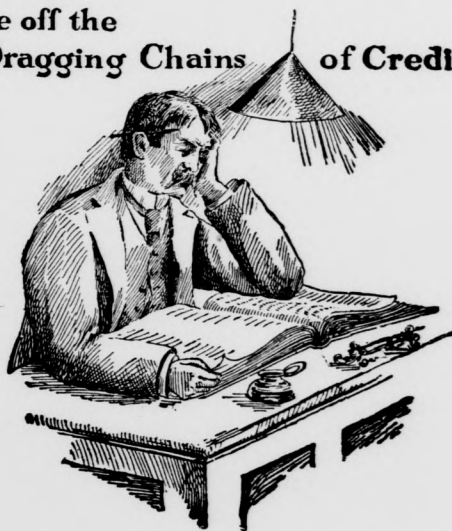
### Qualifications of a Perfect Typewriter Girl.

It is possible for a typewriter to win business confidence from her employer, and to become almost indispensable to the house she works for, and she ought to aim at this. Accuracy and common sense in her work must be supplemented by another quality, however, or she will never succeed. The other quality is absolute silence about what she knows as a confidential employee. The gossip about business matters is inexcusable—in fact, a breach of trust. Too many girls forget this fact.—Success.

# Begin the New Year Right

AND

Shake off the Dragging Chains of Credit



by abandoning the time-cursed credit system, with its losses and annoyances, and substituting therefor the

## Coupon Book System

which enables the merchant to place his credit transactions on a cash basis. Among the manifest advantages of the coupon book plan are the following:

- NO CHANCE FOR MISUNDERSTANDING
- NO FORGOTTEN CHARGES
- NO POOR ACCOUNTS
- NO BOOK-KEEPING
- NO DISPUTING OF ACCOUNTS
- NO OVERRUNNING OF ACCOUNTS
- NO LOSS OF TIME

We are glad at any time to send a full line of sample books to any one applying for them.

## Tradesman Company

Grand Rapids, Mich.



## Woman's World

### No Necessity For a Servant Girl Combination.

In New York the servant girls have met and organized a trust, with headquarters and walking delegate and a grievance and all the other paraphernalia for a strike, and a Mr. Somebody or other Beale has been making addresses, stirring them up to resent their wrongs. According to report, Mrs. Beale is a rich woman who disguised herself as a servant and hired out to get personal experiences. She went out hunting for trouble and she found it a-plenty, and she came back with a tale of oppressions of the hired girl that makes the sufferings of the ancient Christian martyrs look like thirty cents.

There may be isolated cases of bad treatment, of course. One doesn't like to question the veracity of a reformer, but general experience and observation go to show that the downtrodden servant girl is as much a myth as the sea serpent. We have all heard of it, but no living man has yet beheld it. As a matter of fact, Mary Ann is the boss of the earth. She is the tyrant before whose awful threat to leave civilization trembles, and the suggestion of oppressing her is all rank nonsense. Nobody could do it. All she has to do, when she is displeased, is to put on her bonnet and walk out of your house into somebody else's who has wrestled with the servant question until they are so worn and exhausted they are ready to take anything that comes along.

The very idea that any one is going to maltreat a good servant is absurd and preposterous on the face of it. She is too necessary to our peace and comfort to be trifled with. She is too precious a jewel to run any risk of losing, and there are too many other people standing ready to snatch the treasure out of our kitchen, if we give them the chance. It is a solemn fact that most of us are a deal more polite and considerate to our servants than we are to our friends, because it is so much easier to supply the one loss than the other. The world is full of companionship and sympathy, but there's precious little good gravy. Being human, there are times when even the most amiable of women loses her temper and spansks the baby and talks back to her husband, but none of us are rash enough to "sass" a good cook. She has the means of retaliation too handy. She can leave, while we are bound to stay.

In this country at least, it is the mistress who is the downtrodden victim, and if any tale of woe is to be told she has a right to the floor. All of us can relate heartrending stories of cooks who always got sick when we had company, of servants who took French leave in times of sickness, of maids whom we had helped with money and food and clothes during some time of trouble in their own family, but who basely deserted us in our hour of need, when a reliable servant would have been the greatest boon on earth to us. We could present a bankrupting account of good food that is daily wasted in our kitchens without one pang of compunction from the despoiler, of silver forks and spoons carelessly thrown into the garbage can, of fine china and bric-a-brac heedlessly smashed and not even deplored by the vandal whose broom and dusting brush can hit everything in a room except the dirt and the cobwebs.

There is not one of us but who can

recall a long procession of ignorant, inefficient, shiftless servants who have filed through our houses, to whom we have paid good money for poor work and who could never be trusted to do anything but the wrong thing. Surely, if there is any sympathy going to waste in the community, some of it should go to the mistress who spends her life in a frantic and ineffectual struggle with hirelings who don't even pretend that they take any interest in their business or who have any sense of honor or honesty about them. The impossible millennium that every housekeeper in the land is looking forward to is finding a house maid whom she won't have to follow to see that she sweeps under the bed, and a cook who can strike some sort of a good average and whose culinary efforts won't be raw one day and burnt to a cinder the next. And when a woman does find such a maid nobody need worry over her abusing her. Philanthropy may fail at times and the milk of human kindness turn to clabber, but selfishness never fails, and we may be safely trusted to cherish the person who holds our bodily comfort and mental peace in her hands.

Looking at the matter dispassionately, there really doesn't seem to be any more necessity for a servant girl combination than there is for a trust of any other kind of autocrats, but it is interesting to note some of the objects of the union. As set forth they are: "To secure rest of body and a fair measure of pleasure of life. To secure an agreement whereby the relations between mistress and maid shall be of a purely business nature. A certain amount of work for a certain amount of pay, to be agreed upon at the time of engagement, all extra work to be paid for extra, at so much an hour. The hours of labor not to exceed eleven. Two half-days' recreation each week. The sting of servitude to be removed. An apartment shall be set aside where the maid may have her meals and receive her company."

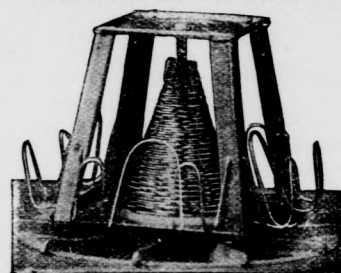
All of this seems reasonable enough on the outside. The only trouble is that it isn't practicable. No servant wants justice. She wants privileges, and she would be the very first to rebel against the treatment, if her union rules were put in force. Suppose you tried them on Mary Ann. Your purely business relations would cause you to dock her every time she was a half hour late and to charge her up with the china she broke and the food she wasted in cooking. Her excuse that she didn't go to do it or that the stove burnt up the roast would not go then. A clerk is held responsible for his blunders and must pay for them. It would also stop the continual flow of little presents from mistress to maid—the last year's frock, the children's outgrown clothes, the extra flannels of a cold morning—which enable the average servant to virtually eliminate the clothes question from her expenses. No business man undertakes to dress his employees and their families. If a certain amount of work is to be done for a certain pay it certainly obligates the giving of good work, not eye service. No merchant would pay a book-keeper whom he couldn't trust to add up a column of figures and whose accounts he had to go over personally, in detail, to see that they were correct. Two hal day holidays a week! Um, um; isn't that rather steep? No business or professional man, no hand in a factory, dreams of even getting one, but as a matter of fact the household servant

generally gets more than two afternoons to herself a week. But how long would Mary Ann stay if she were held strictly up to her part of the bargain? Just about long enough for it to soak through her brain that something was expected of her as well as the mistress. Then she would fold her tent like the Arab and as silently steal away and the next morning we would have to get up and get breakfast.

As for removing the sting of servitude, that lies in the servants' own hands. Nobody else can do it for them. Fine words mean nothing. It is deeds that count, and if housework is considered a degrading occupation it is because it is habitually the worst and most dishonorably done work in the world. If law and medicine and journalism and merchandising are considered honorable professions it is be-

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cause the most of the people engaged in these pursuits give honest work in exchange for honest money. No labor can be constantly done without intelligence or interest or care without reflecting on the person who so performs it. It lies with servants themselves by good work to raise their calling to the dignity of a profession, and when one does it she may rely upon it that she isn't going to be looked down upon or mistreated or imposed on. On the contrary, her virtues are celebrated in the market place and she may name her own price, for no matter how overcrowded other avenues of labor are, there is a big and lonesome spot at the top of the ladder where the few good servants perch. Between the poor pay of the poor cook, who does things hit or miss, by guess work, and the salary of the chef, whose heart and pride are in his stew pan, is the measure between good work and bad, and this fact is earnestly commended to the notice of the servant girls' union. Good work can always command good pay.

However, the servant girls' union is likely to add a new and piquant feature to the servant question: It was bad enough when your own Mary Ann complained every time you had company and left because you wanted an occasional Sunday night supper. How is it going to be when all the horrors of a sympathetic strike are added to it? When all the wash ladies in the community forsake their wash tubs because the Smiths put too many white petticoats into the wash and you have to do your own housework because there are strained relations between the Robinsons and their upstairs maid? How are we going to keep our neighbor's servants when we can't keep our own? It is a dark and gloomy prospect. Every woman must preface to be her own cook, unless, indeed, as is promised, science comes in to solve the servant question and brings about a beatific state of affairs in which there shall be neither cooking nor washing of dishes, but we shall satisfy our appetites when we are hungry on compressed food tablets. In the meantime every one will regard the new effort to solve the household labor problem with interest because it affects every individual in the whole country. If it can be put on a rational basis where fair work is given for fair pay it will be to the advantage of the mistress as well as the maid, for it is the mistress who is the oppressed one now.

Dorothy Dix.

#### Got Beach Wood Sure Enough.

From the Ludington Record.

This story is related of one of Ludington's close figuring business men who recently contracted for several loads of dry beech wood at one dollar a cord. He chuckled to himself long and loud over the clever bargain he had made. The contractor, a seedy looking fellow, hauled the wood to the man's house and then came to the office for his pay. The coin was promptly handed over and the two men parted mutually satisfied and each thinking he had cooked the other to a turn. But when our business man went home that night the good wife met him at the door exclaiming, "What on earth do you want of all that stuff in the back yard?" "Oh," replied the other calmly and rubbing his hands the while, "that is our supply of winter wood, dear, I got it at a bargain." "He that provideth all things" then went out to view his purchase and was nearly paralyzed to find that his back yard was literally strewn with dry "beach" wood of every conceivable shape and size. And the next day it rained.

The first civilizing agency to strike the Philippines is the brewery.

#### The Law and the Lady.

One of the fallacies in which women put too much faith—possibly because they have never had an opportunity of finding out from personal experience that, as Sir Christopher Deering says in "The Liars," "it won't work"—is in the efficacy of the law. Deep down in their hearts the whole sex cherishes a belief that mankind can be made good by statutes, and that all the world lacks of the millennium is enough laws to go around, and cover everything from manslaughter to going out between the acts at the theater.

As a matter of fact, we have too much law and too little enforcing now, and if it is almost impossible to get the big laws for the protection of life and property enforced, how utterly impossible the prospect of getting those that are merely for one's comfort carried out. Moreover, the prospects of women ever having a hand in making the laws is too remote to be of any value to those of us of the present generation, but no extension of woman's rights is necessary for them to be able to carry out some of the most needed civic reforms of the day.

Take the heinous offense of spitting, for instance. Everywhere in the street cars and public places notices are posted up calling attention to the ordinance against this disgusting habit, but apparently without effect. Women must still trail their gowns along pavements defiled with saliva, while the floors of every car and public building bear reeking evidence to the former presence of the human hog, just as they did before the passage of the law against a practice that is a menace alike to decency and public health.

Apparently the law can not cope with the spitter, but the individual woman can, and she must begin with her own boys. It is a deal easier to prevent the formation of a habit in a boy than it is to correct it in the grown man, and the boy who is taught from his infancy that to spit on the steps, in the house or upon the hearth is an infringement on the family rights and a danger to health that will not be tolerated one instant, will not outrage the public by expectorating in street cars and theaters and churches when he is grown.

Another thing is in keeping the town clean. The most seductive argument

that any political orator can offer is the promise to clean the city and keep it clean. It is a big undertaking, and while we are waiting for politicians to get out their new brooms is a good time for women to use and keep using their old ones. If every woman swept her own banquette we should have miles and miles of clean sidewalks. If every woman who went into a shop—before which was a sidewalk covered with dust and debris—complained to the proprietor of how dirty it was, in fifteen minutes he would hustle the porter out and have it swept off. We shall never turn him from the errors of his way by law, but a little judicious kicking from the women who are his patrons, and whose custom he wants to keep, would settle the matter in no time.

In reality, there is no more dangerous belief than overconfidence in the law myth. The disgruntled are always putting it forward as the panacea for all ills, and crying out for laws against poverty, and drunkenness, and heaven knows what all, in spite of the fact that no people were ever legislated into cleanliness or sobriety or decency. These things must come by personal striving and education, and the sooner women abandon any hope of the law doing it for them, and go to work to reform the abuses they see about them themselves, the sooner shall the good work be accomplished. When it is a question of anything being done by the

law or the lady, the lady wins every time.  
Cora Stowell.

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Attend carefully to the details of your business.  
Zealously labor for the right.  
Hold integrity sacred.  
Join hands only with the virtuous.  
Sacrifice money rather than principle.  
Lie not for any consideration.  
Pay your debts promptly.  
Injure not another's reputation or business.  
Go not into the society of the vicious.  
Dare to do right; fear to do wrong.  
Make few acquaintances.

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



## Hardware

### Short Scraps of Hardware History.

Shakespeare, in his tally of the seven ages of man, speaks of one phase of life as "full of wise saws." He could not have meant good saws, as none of them were made until American genius set itself to the task. Just when the first American saw was made is not definitely known. But it is a known fact that William Rowland began their manufacture at that center of so many good things and first things, Philadelphia, in 1806. A small factory was opened by Aaron Nichols in the same city, seventeen years later. R. Hoe & Co., of New York City, began, in 1828 or 1829, to make circular saws from steel imported from England, which are said to have been the first ones of that pattern made in America. Noah Worrall, of the same city, began also to make circular saws in 1835. William and Charles Johnson, of Philadelphia, began in 1836 the making of saws, and it was in their shops, and under their direction, that Henry Disston, the famous sawmaker, learned his trade.

Henry Disston had a hard row to hoe at first, but pluck and genius pulled him through. When the Johnsons failed, in 1840, this young mechanic held an account against them for unpaid wages, and when the day of settlement came he took such tools and materials as he could use, in place of the money that they did not have, and went to work. His early toil and discouragements, and his later success, wealth and fame would make a book by themselves, if told in full.

He began to make saws. Other men about him began to do the same thing. By the end of five years, he had bought four of them out.

In the early days all of the steel used in this country for the making of saws came from England. In 1863 Disston built a plant and operated it, which was the first crucible-steel melting plant for saw-steel in the United States. He also erected a rolling-mill, and after that used no steel but that of his own making.

While these men of New York and Philadelphia were at work aiding in the building up of an "infant industry," others in other sections were working toward the same ends. Adam Stewart, of Baltimore, obtained a patent in 1819 for a "belt saw," which was successfully put into operation by R. French, a millwright, of Morrisville, Pa. It was credited with 150 revolutions a minute and could cut 15,000 feet of boards in twenty-four hours. Charles Griffith and William Welch began the making of mill saws in Boston in 1830, and five years later they rented a factory at Arlington, five miles out in the country. They were the earliest sawmakers in that section of the country, and their business flourished. The business was kept up by various successors until 1887, when it was closed.

Joseph Woodrough was an early and famous maker of American saws. He came from England in 1830, when but seventeen years of age, and began work for Welch & Griffin, at Boston. In 1847 he took James Fessenden in as a partner and they started in by themselves in Arlington. Fessenden sold out to Richard Henshaw. William Clemson entered the firm in 1850. In 1852 Mr. Woodrough withdrew, went to Cincinnati, and became, at a later date, known

the world over as the senior member of the firm of Woodrough & McParlin. Mr. Woodrough, like many another pioneer American manufacturer, met with reverses and many hardships in his early days, but in later years, like Mr. Disston and others of his associates or rivals, met with his reward.

While speaking of sawmaking, it may be added that, like other American industries, it received the benefit of many improvements in later years. In fact, it has been so revolutionized, and so much labor-saving machinery has been invented, that the old-time sawmakers would open their eyes if permitted to come back from that land where there are no saws. For instance in the earlier times, the teeth were cut in the soft steel by small hand presses. After tempering, they would often come out quite lumpy, all of which had to be removed by hand. They were ground by hand on a large grinding-stone, and were then polished by hand with emery and a cork. When the manufacture had undergone modern improvements they were toothed with a rotary power press, which ran about 400 revolutions per minute, and cut a tooth at every revolution. They were then straightened, flattened, ground and polished by machines, and this system doubled the product and more than halved the price.

E. C. Simmons, of the Simmon Hardware Co., St. Louis, in speaking of the growth of America's saw business recently, said: "The growth and development of this business in the United States have been phenomenal and for many years past there have been, practically speaking, no saws imported into this country, while, on the other hand, the American-made goods are exported largely to every civilized nation on the face of the globe. The American manufacturers, having improved on the old patterns from time to time, aiming to make each as perfect as possible and distinctly suited to the particular class of work for which it was intended, have entirely passed the foreign maker, who is still producing the old clumsy style, with inferior finish, with none or scant improvement over the goods turned out a hundred years ago."

Barbed wire is one of the recent great mechanical triumphs of the United States. I say recent, because it was not manufactured here until 1874. The beginning was in the little town of De Kalb, Ill. In the first year, the production was not over 500 to 600 tons. Twenty cents was then the price for painted wire. The next year saw the manufacture of 3,000 tons, and by 1880 it reached 100,000 tons; in 1895 it was 100,000 tons, at which time the price had run down to 1½ cents per pound.

One would have to go back a long ways to discover the first lock that was invented. Did Noah use some crude device to bolt the animals in after he had once gotten them there? Did Adam leave his tools lying around after he became a tiller of the soil, and theft had come in with the other sins? How did Jacob shut up his flocks, so that the children of the plains would not secure their mutton at his expense? There are evidences of the use of locks in the early Scriptures. In Solomon's Song is this passage: "I rose up to open to my beloved, and my hands dropped with myrrh, and my fingers with sweet smelling myrrh, upon the handles of the lock." In Nehemiah it is said: "But

the fish-gate did the sons of Hassenaah build, who also laid the beams thereof, and set up the doors thereof, and the locks thereof, and the bars thereof." In Judges is this: "Ehud went forth through the porch, and shut the doors of the parlor upon him, and locked them. When he was gone out his servants came; and when they saw that he held the doors of the parlor were locked, they said: 'Surely he covereth his feet in the summer chamber.' And they tarried till they were ashamed, and behold he opened not the doors of the parlor; therefore they took a key and opened them."

Which looks as though there must have been lockmakers and hardware men even in those days.

There were locks in the ancient city of Ninevah. Perhaps the oldest lock known to mankind was found there when the excavations were in progress. It was used in making secure the gate of one of the palaces. Joseph Bonomi, in his history of this ancient city, says of this: "At the end of the chamber just behind the first bulls was formerly a strong gate, of one leaf, which was fastened by a large wooden lock like those still used in the East, of which the key is as much as a man can conveniently carry, and by a bar which moved into a square hole in the wall."

The first forks made in England were in or near the year 1608. Those who were pioneers in their use were subjected to a great deal of ridicule by those who declared that the people must be degenerating when the fingers, the knife and the spoon were not sufficient for table use. A machine for making tacks was patented in 1806, but was not

put into practical use until near the middle of the century. Breech-loading rifles were invented in 1811, but did not come into general use for years afterwards.

Do you know about the sort of hoe that Abraham Lincoln had to use when he was a boy? It was hand-made, of wrought iron, with a long and narrow blade, with a steel edge and an eye for the handle nearly two inches in diameter. No man would buy a hoe then without looking to see that there was an ample proportion of steel, and that the weld which united the eye to the blade was a sound one. Every man made his own hoe handle at home. The ax and the drawshave were the tools with which he worked. The handle had to be heavy, and of course it was clumsy. After the trees had been cleared from a piece of land, and the stumps still remained, the hoe was the chief weapon relied upon to open the stubborn soil for the first corn planting. The light garden hoe of today would not have stood a dozen strokes. It was ahead of the plow and, next to the ax, the most serviceable weapon the pioneer farmer possessed.

Thomas Coldwell, who certainly is an authority on lawn mowers, says that there is some doubt as to the original inventor of these serviceable implements. He says that an old document has been found in the United States Patent Office, dated 1825, which shows that one James Ten Eyk, of Bridgewater, N. J., had invented a mowing machine. It was a very simple affair, having a box like that of a wagon, with the forward end open. It was furnished with two shafts, one at the front end, on which was placed the revolving cut-

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ters, and the other about the center of the box, on which was the driving wheels and on which the box was hung. The driving shaft had two drive pulleys, corresponding with two smaller ones on the cutter shaft, and the two connected by means of two rope belts. But the inventor did not call it a lawn mower.

\* \* \*

In or near 1868, the Hills Lawn Mower Co. was started in Hartford, Conn. They manufactured an article which they called the Archimedian Mower, with cast iron revolving cutters, for which they asked \$45. Near the same time Graham, Emien & Passmore, of Philadelphia, commenced the manufacture of the Philadelphia Lawn Mowers, which were probably the first side-wheel mowers in this country, and were the invention of Mr. Passmore. It was also near this time that Thomas Coldwell and George L. Chadborn invented a new lawn mower of a light construction. They formed a partnership with L. M. Smith and Charles J. Lawson, of Newburgh, N. Y., and commenced the manufacture of a machine that they called the Excelsior. They made but one size, the fourteen inch, and it sold for \$30. Some of the other early mowers were the Landscape, made by Landers, Frary & Clark, at New Britain, Conn., which sold at \$25; the Pennsylvania, by John Braun, of Philadelphia, and the Buckeye, Jr. and Sr., made by Mast, Foos & Co., at Springfield, O. In 1885 and 1886 some of the most important lawn mower patents ran out, and many small manufacturers sprang up in all parts of the country.

\* \* \*

The evolution of the lamp is interesting. In 1803 one Carcel, a Frenchman, produced an improvement on all that had existed before by inserting a clock-work to operate by a spring, which pumped up the oil in a lamp so as to keep it level with the flame. There was a modification of this lamp introduced in America some years later, under the name Diacon, which was quite popular for a time. Whale oil became very cheap about 1820, because of the development of the whale fishery, and in a short time the sperm oil brass lamp became very common. This consisted of a closed oil-reservoir, or fount, and two small round wick tubes about as large as a lead pencil, with slots through which the wick could be picked up, as needed. They were in general use until about 1845, when the camphene, or burning fluid, lamp was introduced. This had two round wick tubes, with little caps to put over them and retard evaporation of the camphene, which was an oil obtained from turpentine. It was in 1850-60 that coal oil or kerosene began to come into general use.—Hardware Dealers' Magazine.

#### Difficulties of Selling Hardware at a Profit.

The question of selling hardware at a profit is one in which every hardware dealer is interested, and since competition has become so sharp and supply and catalogue houses so numerous, it behooves every hardware dealer to study the subject somewhat for himself according to the conditions of his trade, for conditions are not the same in all localities. But a few points in general may not be amiss.

A hardware dealer should exercise great care in selecting the goods suited to his trade. He must buy them right, for "goods well bought are half sold." He must not buy too heavily of such

goods as are a new thing on the market, for fear that they may not take as well with his customers as he had supposed they would.

The dealer should always keep two lines of goods, viz., a good line and a cheap line. The cheap line should always be kept in the front with the good line, and the price of the cheap should always be quoted first; but its sale should never be encouraged; besides that class of goods should be marked with as little margin of profit as is possible.

After quoting prices on the cheap goods, lead your customer to the better class and talk quality, for when a customer comes to the store for something the chances are that he has to some extent posted himself on the price of the article he is going to buy, either by enquiry or by means of some catalogue, and he comes with the price fixed in his mind, thinking very little about quality, and you quote him the price of the better goods he at once makes up his mind that your prices are above those of other stores or supply houses. You then show him your cheap goods, he invariably puts them down as an inferior article. But show him first the cheap goods, and quote him the cheap price, and you at once establish in his mind the fact that you are selling just as cheap as anybody else, and possibly cheaper. After he has seen the cheap article, show him the better, and he at once makes up his mind that that must be a superior article, which, of course, is also true; besides, a good article will always stand a good margin of profit. Those are the goods to sell, and when sold nine times out of ten will satisfy the customer.

Window display should always be made with seasonable goods in as tasty a manner as possible, and when it can be done, change the display every week or ten days.—C. A. Zabel in American Artisan.

#### Wrongs of the Hardware Trade.

At the annual meeting of the Kentucky Retail Hardware Association Paul Wagner, of Louisville, thus described some of the wrongs under which the trade suffers:

We need the honest, united efforts of the hardware dealers to resist all wrongs perpetrated against them.

1. By catalogue houses and department stores directly.
2. By manufacturers and jobbers who sell them indirectly.
3. By the peddlers who haunt our streets and residences with or without license.
4. By such dealers in other branches of business as use our line of goods as premiums to secure exorbitant profits on their own goods, or who sell hardware at or below cost in order to dispose of their own wares at an advantage to themselves, to our detriment, and

Last, but not least, by the jobbers who send their representatives to our towns, soliciting our support and then go to our customers and ask them for their support, which rightly and justly belongs to the retailer.

There are dealers who think they can not win any trade except by cutting prices and committing low unprincipled tricks. These have few friends seldom succeed, and are always trying to keep honest and legitimate dealers back. In this latter work they are too often successful.

Let us be loyal to those from whom we expect loyalty. Let us use our influence as individuals and as associates with jobbers and manufacturers to co-operate with us in stamping out the small as well as the great wrongs from which our business is suffering. We can only expect their assistance when we have apprised them of the wrongs

of which they may be ignorant and I predict that if we make ourselves heard in this way many of the wrongs now existing and which may in the future crop out, will be speedily and effectually adjusted. Be sure you're right, then go ahead. If we would expect justice from our jobber we should be just to him. If you have a grievance have your proofs conclusive, lay the matter before him in a businesslike way, and it's dollars to doughnuts you will receive just dues. Should you, after all honest, reasonable and legitimate efforts on your part fail to make the proper connections why "there are others."

#### Not Looking For It.

"There is trouble brewing for you, my reckless young friend."  
"Perhaps so, but I'm not looking for the brewery."

### 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. Steel.....	7 75		
First Quality, D. B. Steel.....	13 00		
Barrows			
Railroad.....	17 00		
Garden.....	32 00		
Bolts			
Stove.....	60		
Carriage, new list.....	70&10		
Plow.....	50		
Buckets			
Well, plain.....	\$4 00		
Butts, Cast			
Cast Loose Pin, figured.....	65		
Wrought Narrow.....	60		
Cartridges			
Rim Fire.....	40&10		
Central Fire.....	20		
Chain			
Com.....	7 c.	5-16 in.	5 c.
BB.....	8 1/2	7 1/2	6 1/2
BBB.....	8 3/4	7 3/4	6 3/4
Crowbars			
Cast Steel, per lb.....	6		
Caps			
Ely's 1-10, per m.....	65		
Hick's C. F., per m.....	55		
G. D., per m.....	45		
Musket, per m.....	75		
Chisels			
Socket Firmer.....	65		
Socket Framing.....	65		
Socket Corner.....	65		
Socket Slicks.....	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.....	33 1/2		
Yerkes & Plumb's.....	40&10		
Mason's Solid Cast Steel.....	30c list		
Hinges			
Gate, Clark's 1, 2, 3.....	60&10		
Hollow Ware			
Pots.....	50&10		
Kettles.....	50&10		
Spiders.....	50&10		
Horse Nails			
Au Sable.....	40&10		
Putnam.....	5		
House Furnishing Goods			
Stamped Tinware, new list.....	70		
Japanned Tinware.....	20&10		
Iron			
Bar Iron.....	2 25 c rates		
Light Band.....	3 c rates		
Knobs—New List			
Door, mineral, jap. trimmings.....	75		
Door, porcelain, jap. trimmings.....	85		
Lanterns			
Regular 0 Tubular, Doz.....	5 00		
Warren, Galvanized Fount.....	6 00		
Levels			
Stanley Rule and Level Co.'s.....	70		
Mattocks			
Adze Eye.....	\$17 00..dis		
Metals—Zinc			
600 pound casks.....	7 1/2		
Per pound.....	8		
Miscellaneous			
Bird Cages.....	40		
Pumps, Clatern.....	75		
Screws, New List.....	80		
Castors, Bed and Plate.....	50&10&10		
Dampers, American.....	50		
Molasses Gates			
Stebbins' Pattern.....	60&10		
Enterprise, self-measuring.....	30		
Pans			
Fry, Acme.....	60&10&10		
Common, polished.....	70&5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27.....	10 75		
"B" Wood's patent planished, Nos. 25 to 27.....	9 75		
Broken packages 1/4c per pound extra.			
Planes			
Ohio Tool Co.'s, fancy.....	50		
Scotch Bench.....	50		
Sandusky Tool Co.'s, fancy.....	60		
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.....	35		
Finish 6 advance.....	45		
Barrel 1/2 advance.....	85		
Rivets			
Iron and Tinned.....	50		
Copper Rivets and Burs.....	45		
Roofing Plates			
14x20 IC, Charcoal, Dean.....	6 50		
14x20 IX, Charcoal, Dean.....	7 50		
20x28 IC, Charcoal, Dean.....	13 00		
14x20 IC, Charcoal, Allaway Grade.....	5 50		
14x20 IX, Charcoal, Allaway Grade.....	6 50		
20x28 IC, Charcoal, Allaway Grade.....	11 00		
20x28 IX, Charcoal, Allaway Grade.....	13 00		
Ropes			
Sisal, 1/4 inch and larger.....	8 1/2		
Manilla.....	12		
Sand Paper			
List acct. 19, '86.....	dis		
Sash Weights			
Solid Eyes, per ton.....	25 00		
Sheet Iron			
Nos. 10 to 14.....	com. smooth.		
Nos. 15 to 17.....	\$3 20		
Nos. 18 to 21.....	3 30		
Nos. 22 to 24.....	3 60		
Nos. 25 to 26.....	3 70		
No. 27.....	3 80		
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.			
Shells—Loaded			
Loaded with Black Powder.....	dis		
Loaded with Nitro Powder.....	40&10		
Shot			
Drop.....	1 45		
B B and Buck.....	1 70		
Shovels and Spades			
First Grade, Doz.....	8 00		
Second Grade, Doz.....	7 50		
Solder			
1/4@1/2.....	21		
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.			
Squares			
Steel and Iron.....	65		
Tin—Melyn Grade			
10x14 IC, Charcoal.....	\$ 8 50		
14x20 IC, Charcoal.....	8 50		
20x14 IX, Charcoal.....	9 75		
Each additional X on this grade, \$1.25.			
Tin—Allaway Grade			
10x14 IC, Charcoal.....	7 00		
14x20 IC, Charcoal.....	7 00		
10x14 IX, Charcoal.....	8 50		
14x20 IX, Charcoal.....	8 50		
Each additional X on this grade, \$1.50			
Boiler Size Tin Plate			
14x56 IX, for No. 8 Boilers, } per pound..			
14x56 IX, for No. 9 Boilers, }	10		
Traps			
Steel, Game.....	75		
Onelida Community, Newhouse's.....	40&10		
Onelida 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, Nickled.....	30		
Coe's Genuine.....	30		
Coe's Patent Agricultural, Wrought.....	70&10		



## Clerks' Corner.

**The Uselessness of New Year Resolutions.**  
Written for the Tradesman.

"I wish you'd let me see your list after you've made it out. I want to compare it with mine."

"List? What list should I be making out, I should like to know?"

"Things you're going to let up on, beginning with the New Year. Everybody I know shuts down on a lot of one thing and another they're going to break off and I'd like to see your list. After our talk the other day about sowing wild oats I dumped everything into one pile and resolved that I wouldn't begin to be 'funny' until after that first cigar with you. So when I came to my list the only item was: Resolve to keep my promise with the Old Man. Not much of a list, and not one that's going to bother me much, I guess. Let's see yours."

"Haven't made out any. Don't make 'em any more. You see, Carl, a New Year resolution isn't worth bothering yourself about. It doesn't amount to anything because there isn't anything to it. It's mostly bosh from beginning to end. A young fellow—a man, I mean—goes on the worst way he knows how for eleven months in the year and a little after Christmas time, usually because the home folks have made him a present, it comes to him all at once that he isn't doing just as he promised his mother he would when he came away from home. She didn't want him to smoke and he does. Out of the window he throws that vile pipe which he knows would disgust her and, with that present she has sent him on his bureau, resolves that never, never, never, so help him gracious, will he smoke another whiff as long as he lives—and his chances for outliving Methuselah are, in his opinion, ten to one. One thing brings up another, and he concludes that smoke and beer—yes, whisky; he is going to make a clean breast of it now—and he is done with each other. January 1 is the dividing line between him and everything he knows his mother wouldn't want him to do. Yes, he knows how easy it is for him to say damn—d—d if it isn't!—but December 31 hears the last of that and he's willing to bet ten—no, he isn't; that's another thing that he's going to let up on. He hasn't yet paid off his indebtedness to the summer races and he has seen the end of that. No more betting for him. Once started he settles down to the penitent business and goes through the whole round of his vices, gets scared and sees only one way out of it, and that is to break with Jack Jones. He's the cause of all this—this wickedness. That's the word. Let's call a spade a spade at the end of the year at all events, and when we step over the threshold of time—threshold of time is good, be hanged if it isn't!—he's going to have all of his vices rolled into a laundry bundle and when the bell strikes twelve o'clock it's going to drop from his shoulders as Christian's pack dropped from his back in that old Pilgrim's Progress fairy tale he used to hear about in Sunday school. 'Sunday school! Gad! there's another thing. He promised his mother he'd hunt up one the first thing he did when he reached the city and take a class. He, a class in Sunday school! He gets as far as a capital G and stops with a gasp. Then he gets to looking 'on this picture, then on that—the old sweet

innocence of his boyhood,"—Old Man Means said it with a sob in his heart and voice—"and the life he is living now. There is no inclination to swear as he thinks of this. He looks for a time into the fire and feels for his pipe. Then, with a seriousness he has not felt for a twelvemonth, he rummages for a while in his trunk and then brings it, for a year untouched, and lets it open as it will. 'From Mother.' The flyleaf bears that, the only page his eye has ever rested on, and then, with the twilight of the Christmas holidays about him, he sees himself as others have seen him for months and he is not satisfied. So the resolutions begin with the beginning of the year. From smoke to the besetting sin, in a mass, the whole are swept away and when the New Year sun looks in upon him it sees a saint. Then the reaction sets in, and I'm not going to tell you how many resolutions he breaks before sunset. The Christmas present from home holds up to him an occasional warning finger, but long before the Christmas wreaths are removed the old evils have gone back into business with the old senior member of the firm and with every promise of success they strike out into new fields of enterprise. By the end of the first week of the New Year the back alley of time is all clogged up with boxes and barrels and empty resolution cans, all showing how worse than foolish it is to indulge in such senseless extravagances just because we increase by one the date of last year."

"Golly! Then you'd never have anybody reform, would you?"

"That's just it. Don't spend any time and strength in resolving to reform but reform at once. If you have a vice, Carl, and you've made up your mind to cut, don't dally with it. The minute that you are convinced you've had all you want of it, that's your stopping time. What a fool a man is who says, 'I know that whisky is a bad thing and all that,' and keeps right on drinking it. That's the trouble with these New Year affairs. We're not honest when we make 'em; and when we get over wanting to go home because we've just had a Christmas present from there, the resolutions are over, too, and we make a taper out of the paper they are written on and light the cigar that with them goes up in smoke."

"If you feel as if you must do something in the resolving line to keep in the swim, as it were, make up your mind to run over the stock and see what lumber we have here that is too worthless to store any longer. I've carried out my resolution all through the year and know pretty well what you'll find. It may be that I've overlooked something that you discover. We can resolve to free our store from truck and make somebody happy by giving away what we can't sell. Look out for the remnants and odd pieces of everything and if you come across an unusual size of shoe make a note of it. If we can make the store as free from commercial mistakes and misfits as the average reprobate wants to be free from his sins and wickedness, it'll do us more good than to one than all the resolving to be good you can shake a stick at. I don't believe it. So when you feel as if you must resolve come to me and we'll talk it over. We'll have the reform but we won't resolve once."

Richard Malcolm Strong.

Just as long as a woman retains her maiden name, her maiden aim is to change it.

## Crockery and Glassware.

### AKRON STONEWARE.

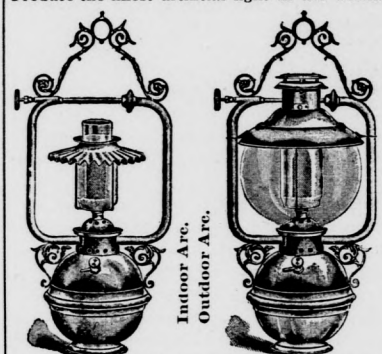
Butters	
½ gal., per doz.	52
2 to 6 gal., per gal.	6½
8 gal. each	53
10 gal. each	70
12 gal. each	84
15 gal. meat-tubs, each	1 30
20 gal. meat-tubs, each	1 60
25 gal. meat-tubs, each	2 25
30 gal. meat-tubs, each	2 70
Churns	
2 to 6 gal., per gal.	7
Churn Dashers, per doz.	84
Milkpans	
½ gal. flat or 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
1 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	
Per box of 6 doz.	
No. 0 Sun.	1 50
No. 1 Sun.	1 65
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. Tilted cans.	7 25
5 gal. galv. iron Naeclas	9 00
Pump Cans	
5 gal. Rapid steady stream	8 50
5 gal. Eureka, non-overflow	10 50
3 gal. Home Rule	9 95
5 gal. Home Rule	11 28
5 gal. Pirate King	9 50
LANTERNS	
No. 0 Tubular, side lift	4 85
No. 1 B Tubular	7 40
No. 15 Tubular, dash	7 50
No. 1 Tubular, glass fountain	7 50
No. 12 Tubular, side lamp	13 50
No. 3 Street lamp, each	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 10c	45
No. 0 Tub., cases 2 doz. each, box, 15c	45
No. 0 Tub., bbls 5 doz. each, per bbl.	2 00
No. 0 Tub., Bull's eye, cases 1 doz. each	1 25

## A. BOMERS, ..Commercial Broker..

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

## 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.

## 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.

## 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, ½ 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.

## TRIALS OF THE TRAVELER.

### Sold a Big Order, But Lost Money on It.

While sitting in the office of a friend who is a member of a large firm of shoe manufacturers, I was much interested in watching his orders as he took them from his salesmen's letters, for I was on the road before I lost my foot trying to get on a freight train after it had started, so that I might make a certain town for Sunday. As I was watching him, one particularly long order caused me to remark that "that must be a record-breaker." Instead of answering, he passed me the order and, on looking it over, I was surprised to find that, while it covered several pages, the number of pairs of each kind were so small that my friend told me that to cut, stitch and do all parts that had to be done by day hands on such small lots would cost enough more than case lots to eat up all profits; but that if he wasn't willing to do it, his neighbor was, so he was just keeping in the swim, watching every corner, and hoping the season's run would show a profit. I handed him the order and got up to go, but he said: "Hold on a minute; I want to see a friend of mine who has discovered a compound that will cure so many different diseases that a man would be in pretty bad shape when he couldn't find he had symptoms of at least two of them." I waited.

As I sat there my mind went back to some of my trips on the road and to some of my customers and friends.

One order that I took was, on account of its size and other circumstances, so firmly fixed in my mind that it always comes before me when thinking over old times.

All traveling men know that it often happens that there is one man in a place whose business is larger than any two or three others, and as a consequence, everybody tries to sell him, and whether they do or not, when talking with competitors, always mention him as one of their customers. Well, my experience was with one of that sort. He had a large store—an old rattle-trap—but a good trade, was a liberal buyer of lines he was using, good credit, and, of course, was drummed hard. Of course, I was anxious to sell him and the first time I saw him by good luck got him into my sample room right away. He looked my line over very carefully, and I laid myself out to get an order, but it was no go. He finally told me that one manufacturer of whom he bought, who made a similar line to mine, had written him that he was going out of business, and in fact, he expected to have to put in a new line to take its place; that he had already ordered samples of two men, and if I cared to, I could submit samples of a

few kinds he would pick out, and he would compare them with the others.

As there was an opening for a good trade, of course I was more than pleased to compete. I sent in his order and wrote a long letter explaining the circumstances, and saw them before shipping. I was pleased with them myself, and that is saying a lot. When I got there next trip, he said my shoes came in all right, but that his old manufacturer was going to run another season, and that he felt he ought, in justice to himself, to buy as many as he could of him, but that I would get the business afterward, and, to prove it, would buy two shoes as a starter.

Well, next season I went to see him, and he said my line was all right, that he was prepared to buy the line and would come to the hotel with his head man in the morning, and would give me an order that would pay me for lost time.

The next morning was a regular March day, cold, and how the wind did blow! They were there on time, and you may be sure my room was good and warm and everything fixed so that they wouldn't have to leave the room for anything. Well, they had picked out quite a lot of samples to buy, and I was feeling out of sight and could see visions of a raise, and a little further on my name on the last end of the sign, perhaps, when in burst a boy from his store and had just time to say, "Your store is afire," and out he went. We all rushed to see what could be done, and before noon all the stores in that building were burned to the ground, stocks gone and as clean a fire as you ever saw.

Of course, that stopped that order; so after dinner, I pulled out wondering what would happen next. When he had gathered himself together and found a store it was so late that he bought his entire stock from jobbers. I wrote him two or three times to keep in touch with him and he wrote that his old stand would be ready for next season. I went my next trip, as usual, and when I got around to him I met with a very cordial reception and he said he was prepared to give me an order that would swell my cranium. Well, he did, but I won't tell how many dozen it was, nor how many dollars it came to, but it was more than three times larger than any order I had ever taken, and you may imagine that my ideas were a trifle enlarged. I sent in a memorandum stating the sample numbers, prices and numbers of pairs, but kept the order for the rest of the week, just on purpose to run it over and kind of feel that I had something up my sleeve.

No one knows how it is done, but any unusually large order always gets known somehow, talked about and rolled over till it grows so that even its owner wouldn't know it. This got out, and I was congratulated right and left, and I felt I was somebody. When I got my next Sunday's mail, I found a letter from the junior member (a son of the old man, just from college and a year in Europe), saying that he noticed I had cut the price of our shoe 15 cents and that he couldn't understand why it wasn't possible to sell such a line as I had and get the price set upon them; and furthermore, that I couldn't help remembering that he had especially cautioned all salesmen against changing prices or styles in any way, and didn't want to be obliged to mention it again. Well, as I had cut the price on a small lot of twenty-one pairs to size up a shoe he was working out of, and I would have given him the

shoes if I had had to, that letter made me warm and, as all traveling men know, was exactly the one thing needed to put me in good humor to go out and hustle.

However, I had Saturday night, all day Sunday and Sunday night to swear at the junior member, and was feeling better by Monday; but it never made any money for a firm sending such letters to their salesmen while on the road. Many a good customer and many a fine salesman has been ruined by letters from the home office.

I finished my trip, and when I got in I spoke to the old man about the letter and told him that I didn't want his son to have anything more to do with me, and that I would rather leave than do business with him. The old man said that his son was new in the work, but that he (the old man) was keeping the firm going on purpose to leave it to him, and that he had hoped that I would stay with them, and when the time came he would see that I didn't lose by it.

Of course, I kept still after that, and all the time I had at the factory I put in watching my big order, to be sure they were all right as to toes, heels, etc., and when they were packed they were as nice a lot of goods as you could find anywhere. I got them all together one day ready to ship, and had written him that they would leave ahead of time, but the dating would be the date he named for shipping.

Just as they were being marked, someone discovered some shoes in another order which showed oil through the forepart finish and that meant looking over the whole lot and fixing them. We went at it and next day the engineer reported that the foundation for the engine had settled so that he would have to shut down, for the connections were all breaking, and it must be fixed at once.

Well, they got a gang out from the city, and the very first day they found something else that needed fixing, too, and altogether they kept the shop shut down about ten days. We started in on them as soon as the shop started, but that very day we got word that my big customer had died suddenly, and that, of course, held up the whole business, as the letter had asked us to hold all shipments until further orders, which, you know, means "We don't want them."

If they could have been sent the day we wrote we should ship them it would have been all right, but as it was, while I had sold him a big order, I had really lost money for the firm.

### Gripsack Brigade.

Frank L. McConnell, for several years Western Michigan representative for the B. J. Johnson Soap Co., has engaged to cover the entire State for W. H. Baker, chocolate manufacturers at Winchester, Va.

E. A. Foster, Michigan representative for the C. E. Smith Shoe Co. was married Dec. 9 at the Wayne Hotel (Detroit) to Mrs. Libbie Rose Bell, daughter of Hon. H. O. Rose, of Petoskey. James Hayes officiated as best man. The Tradesman extends congratulations.

Emmet Wiseman, for several years engaged in the drug business at Remus, has engaged to travel for the Hazeltime & Perkins Drug Co., succeeding Charles W. Hurd, who retires to engage in the coal business at Flint. L. M. Mills will take some of the territory formerly covered by Mr. Hurd. Mr. Wiseman will take the remainder and also cover the towns relinquished by Mr. Mills.

Hal. A. Montgomery, formerly on the road for Rindge, Kalmbach, Logie & Co., but for the past two or three years Upper Peninsula representative for the Smith-Wallace Shoe Co., of Chicago, with headquarters at Marquette, is recovering from an attack of the smallpox. His wife remained by him through a very rigorous quarantine and would not permit his removal to the pest house—to which fact he attributes, in great part, his rapid recovery.

Kalamazoo Gazette: G. I. Goodenow has returned from an extended trip through the South, to remain four weeks. The Chicago-Rockford Hosiery Co., at Kenosha, Wis., by which Mr. Goodenow is employed, has a very pleasant custom: It calls all its men in at holiday time and banquets them at Kenosha and, after exchanging experiences, talking over the work through the country, etc., they are dismissed to their several homes for the holidays.

### Everything in Readiness for the Convention.

All the preliminaries for the entertainment of the twelfth annual convention of the Michigan Knights of the Grip have been arranged and from present indications every feature of the programme will move off with the precision of clockwork. Unusual attention has been given the social portion of the programme, which will be carried out substantially as follows:

#### Thursday.

Reception to Ladies at Military club parlors, 2 to 4 p. m.  
General reception at Military club parlors, 8 to 9:30 p. m.  
Music by Newell's orchestra.  
Address of welcome by Manley Jones, chairman Post E.  
Responses by President Schreiber and Secretary Stitt.  
Popular recitations by Paul Davis.  
Grand march to ball room.  
Ball in Armory, 9:30 to 2 o'clock.  
Collation in Elks' dining hall served from 10 to 12 o'clock.

#### Friday.

Carriage ride for ladies, tendered by Columbian Transfer Co., leaving headquarters at Military club at 10:30 a. m.  
Trolley ride to Reed's Lake and reception at Lakeside club, tendered the ladies of the convention by the ladies of Grand Rapids, Friday afternoon, leaving headquarters at Military club at 1:30 o'clock.

The composition of the committees has been revised and the committees enlarged, so that they now stand as follows:

Reception—Geo. Gane (chairman), John D. Martin, John W. Califf, P. H. Dela Hunt, John G. Kolb, W. F. Warner, W. B. Holden, Joe F. O. Reed, W. B. Ackmoody, Herbert Baker, H. Snitseler, J. A. Massie, L. M. Mills, C. S. Brooks, Will Jones, Geo. W. Kalmbach, W. R. Foster, P. H. Carroll, W. H. VanLeuven, B. S. Davenport, A. S. Fowle, Leo A. Caro, Jesse C. Watson, D. McWhorter, Harry Winchester, Perry Barker, Peter Lankester, C. P. Reynolds, E. S. Matteson, E. E. Wooley, Julius Tisch, Fred Osterle.

Ladies' Reception Committee—Mesdames F. E. Walther (chairman), Geo. F. Owen, J. Grotemat, Manley Jones, F. W. Osterle, John Cummins, J. A. Massie, E. E. Wooley, H. Snitseler, John D. Martin, C. C. Crawford, Geo. J. Heinzelman, S. H. Simmons, E. C. Goodrich, B. S. Davenport, A. A. Barber, C. S. Brooks, M. E. Stockwell, W. R. Foster, F. M. Bosworth, F. R. Miles.

Floor—Geo. J. Heinzelman (chairman), E. P. Andrews, H. L. Gregory, C. C. Crawford.

There is so much respect for the feelings of vice in New York that reformers are not making much headway.



## Drugs--Chemicals

### Michigan State Board of Pharmacy

	Term expires
GEO. GUNDRUM, Ionia	Dec. 31, 1900
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902
WIRT P. DOTY, Detroit	Dec. 31, 1903
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1904

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

### Examination Sessions.

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

### Mich. State Pharmaceutical Association.

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

### Disposing of Unsalable Stock—Economic Shelf Arrangement.

A dispersion of case and counter stock about the store hither and yon, without any definite order, is always conducive to contingencies that make at least one phase of the order book system a hollow mockery. How is one to know when he has or has not a certain article without systematizing the disposition of stock? How can a perfect and proper account of stock be kept if there be two or three resting-places for one style of goods? The time-honored axiom, "A place for everything and everything in its place," which is universally conceded to be wisdom of the highest order, can not be interpreted to mean anything but that there should be one particular place for every single thing, and that every single thing should always be found in that one place. As a rule it is not nearly so difficult to observe this precept literally as to evolve some figurative meaning from it or to modify it. As a store-keeping policy to keep a pharmacist ever in touch with his goods, this rule is perfection as it stands—as it has stood and been handed down from the stock-keeper of the past to the stock-keeper of the present; it needs no amendments, no improvements, no modifications. It is just right. It may be altered in diction, but its meaning and moral will go on living the same, teaching the man with a stock and store a sound and simple truth, through the years of stock-keeping to come. Have a place for everything and keep everything in its place.

An inventory is a capital scheme. There is nothing that so intimately acquaints one with his belongings as the inventory. The man who established the system of periodical stock-taking was the founder of a sound business principle and a benefactor to the business world. Inventories have saved dollars and cents to almost every storekeeper in the land. Druggists have benefited in pocket by the inventory at every taking. No inventory is without its compensation. The student who aids in the inventory profits in mind by the handling of roots, herbs and leaves, the chemicals and the pharmaceuticals. Contrary currents in the main and tributary channels of business are corrected at the stock-taking period; leaks are eliminated; disorder in the storage of stock is changed to decorum and system; long-forgotten goods are uncovered and rescued from the ignominy of "dead stock;" and things in general are set to rights and put in a prime condition for a propitious start afresh.

The value of the inventory for locating divers uncatalogued items of stock is significant. These goods are not listed in the mental or pen and paper memorandum of the druggist or

his assistants because in the course of events they have got hidden from sight or in some way have escaped from the mind. Stock to be remunerative must circulate—it must sell, and be replaced by other stock that sells. Simply storing stock is of no avail. "Foul canker-ing rust the hidden treasure frets." But stock that is put to use, more stock begets. We think it might be safely said that nine druggists out of ten could find some forgotten stock about the store if they would but make a careful search for it. And now is the time to look. And if an inventory of stock has not been taken for one or several years, now is the time to do it; and this is just the time of the year to do it, too. The beginning of the new year is the time to take inventories. Consider the advantages that are to accrue, and let it be an inventory that is an inventory. Take stock!

Stock that will not sell well at a lucrative figure should in most cases be disposed of at a loss. Many commodities might be sold at a reduction before they become so shopworn as to be dead stock. It is better to sell without profit than not to sell at all. Don't hold unpopular goods that there is a possibility of "bargaining off" until they have no intrinsic value at all in the eyes of the public. Much stock deteriorates through waiting too long for the non-appearing purchaser. And much space is usurped by unsalable goods that might better be relegated to the rubbish heap.

Return "empties" promptly. Procrastination in this regard results in the accumulation of a diversified assortment of containers that get hidden under and behind boxes, casks, and other things in the cellar or "back room." When they are "rooted out" after a lapse of time, memory fails to connect them with the wholesaler from whence they came possibly, and rather than take the trouble of seeking a source of credit the druggist "shelves" them for future use, a contingency that may never call them into service. A one or two gallon turpentine or cod liver oil can would probably never come into use because of the work entailed in the perfect cleansing necessary for rendering it a suitable container for a galenical product. A similar condition would apply to many vessels accumulated.

In the storeroom or cellar narrow shelves that will support but one or two rows of bottles seem much to be preferred to broad shelves that will hold many rows of containers. Not from a view-point of economy of space, but from a monetary consideration born of the fact that the less a shelf holds the more likely will its contents be known by the attaches of the store. Upon broad shelves holding several rows of containers there is a great probability that there will accumulate more or less stock which is overlooked or forgotten until an inventory discloses its presence. The vessels nearest the wall are farthest from sight. Containers are pushed back to bring a needed article to the fore, and moved further to the rear to make room when replacing the container. Small bottles are hidden from view by companions of superior height and capacity. Thus sales are lost and stock duplicated, the mislaid material possibly deteriorating in the meantime. The contents of a single row of containers on a narrow shelf can be determined in a trice, while the broad shelf has a sinister habit of holding things out of sight when they are wanted, and pressing them to the attention when not wanted.

There is one way a broad shelf can be made a practical repository for stock, a medium of storage that will not keep one wondering what he has and what he has not: that is by building the shelf up into tiers or steps. In this style each receding row of containers can be elevated to such a height that the labels thereon can be plainly read above the tops of the vessels in front. Such a disposition of stock containers will often prove an advantageous and economical system, not alone because of the judicious utilization of all available space, but because then there is not such a pressing demand for a frequent inventory of stock; there are no long-lost products to deteriorate; customers are not told, after a five-minute search, that "you thought you had it, but find you are just out;" there is no unwise duplication of stock.—Joseph F. Hostelley in Bulletin of Pharmacy.

### Handling Oiled Silk.

Nearly every druggist in handling oiled silk keeps it in the original tube or box in which he received it. This necessitates withdrawing it therefrom and unrolling when a demand occurs—usually consuming time and requiring more space while measuring than is frequently convenient. To overcome these objections A. B. Burrow finds it expedient to use a Hartshorn shade roller (those with patent clamps are preferable to the old style requiring tacks) and to roll the silk with the accompanying paper upon it and to fasten the whole to the under side of a little shelf or any other convenient location. Five yards can be easily accommodated on one roller and when needed the oiled silk may be unrolled as readily as an ordinary window shade, re-rolling automatically when through cutting. The advantages of this arrangement are at once apparent, and need not be enlarged upon. The silk may be unrolled, exhibited and measured without waste of time, and is always accessible, and if further protection is desired a semicircular piece of tin may be placed over the top of roller.

### Green Versus Yellow Iodide of Mercury.

A few years ago the question of the green versus the yellow iodide of mercury received considerable attention. It has been so far settled that to-day practically none of the green iodide is used. The latter was dismissed from the German and British Pharmacopoeias in recent revisions, and is now almost obsolete in this country, having been omitted from the U. S. P. of 1890.

The United States Dispensatory has this to say on the subject: "From experiments by Mr. C. H. Wood it appears that the green iodide is a mixture of yellow iodide and metallic mercury. By continuing the trituration the powders become more and more yellow, and at length have only a tinge of green. He infers that pure iodide of mercury is yellow and that the green color is owing to an admixture of the blue of the mercury with the yellow of the mercurous iodide. Fluckiger agrees with this view and says that by slow sublimation at a very gentle heat the true mercurous iodide can be obtained in small transparent yellow crystals of the quadratic system which are related to the forms of calomel."

### Too Talkative.

Willie—Just one more question, pa. Our Sunday school teacher says I'm made of dust. Am I?  
Pa—I guess not. If you were you'd dry up once in a while.

### Couldn't Fool Him Again.

The traveler of a St. Louis wholesale grocery recently sold a small retail merchant in an interior town a bag of peanuts, and promptly turned in the order, which was not accompanied by the cash. The transaction being a small one and the dealer having no rating, the St. Louis jobber wrote him that he would have to send the money (\$1) first and then the goods would be shipped. The letter which follows is the reply which he received to the request that the money be advanced:

I got a letter from you last week about a bag of goobers which you sed I ordered from your thru your hired man whats named Knoks. now I don't know so well about that. this is the first time I ever herd tell of you. I did by a bag from a man but its funny how you knowed it—you say I must send you a dollar—not much. I'll not do it. I ain't no sucker—I sent a feller a dollar onct wat advertised how to make your own eye water and he wrote me to stick my finger in it. He was a rascal, so by you wanting me to send you a dollar I no you are a rascal—no sir I'll not do it. If this man is name Knocks and is hired out to you the next time he comes out this hear way he can bring a bag and I will buy them and pay for them here in my store, but I don't send nobody a dollar—understand.

### Woman's Wonderful Ways.

"Talk about women not being fitted for business! I tell you, some of them go away ahead of the men in that respect. Do you know what my wife did the other day?"

"No. What?"  
"We expected company over in the evening, so she got a couple of bricks of ice cream. But several of the people we were looking for didn't come, and one of the bricks wasn't used. Well, sir, blamed if she didn't return it next day and get her money back. Where's the man who could do business in that way?"

"I don't know," said Sherlock Holmes, Jr., who had just come up. "I have never seen your wife, and I don't know where she got the ice cream. But she is beautiful, and when she took the brick back a man was in charge of the establishment."

Then he went on, leaving them wondering at his cleverness, for it was indeed as he had said.

### The Drug Market.

Changes are few and unimportant.  
Opium—Is steady, although very firm in the primary market.  
Morphine—Is unchanged.  
Quinine—There are no changes to note since the last decline.  
Conti White Castile Soap—Is higher, on account of increased freight rates.  
Citric Acid—Continues in a very strong position. There is no doubt of higher prices when the season opens.

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

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

### FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

## KASKOLA THE BEST DYSPEPSIA CURE

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



## WHOLESALE DRUG PRICE CURRENT

Advanced— Declined—					
<b>Acidum</b>					
Aceticum	60¢ 8	Conium Mac.	50¢ 60	Sellae Co.	50¢ 50
Benzoleum, German.	70¢ 75	Copaiba	1 15¢ 1 25	Tolutan.	50¢ 50
Borale	17	Cubebe	1 20¢ 1 10	Prunus virg.	50¢ 50
Carbolicum	30¢ 42	Erigeron	1 10¢ 1 20	<b>Tinctures</b>	
Citricum	45¢ 48	Gaultheria	2 20¢ 2 30	Aconitum Napellis R	60
Hydrochlor.	30¢ 5	Geranium, ounce.	1 40¢ 1 50	Aconitum Napellis F	60
Nitrosum	8¢ 10	Hedera	1 50¢ 1 60	Aloes	60
Oxalicum	12¢ 14	Juniper	1 50¢ 1 60	Aloes and Myrrh.	60
Phosphoricum, dil.	12¢ 14	Lavendula	90¢ 2 00	Arnica	50
Salicylicum	55¢ 60	Limonis	1 50¢ 1 60	Assafoetida	50
Sulphuricum	1 10¢ 1 20	Mentha Piper	1 40¢ 2 00	Atrope Belladonna.	60
Tartaricum	38¢ 40	Mentha Virid.	1 50¢ 1 60	Auranti Cortex.	50
<b>Ammonia</b>		Morhuus, gal.	1 20¢ 1 25	Benzoin Co.	50
Aqua, 16 deg.	40¢ 6	Myrra	4 00¢ 4 50	Barosma	50
Aqua, 20 deg.	60¢ 8	Olive	75¢ 3 00	Cantharides	50
Carbonas	13¢ 15	Pisces Liquidia	10¢ 12	Capsicum	50
Chloridum	12¢ 14	Pisces Liquidia, gal.	1 00¢ 1 08	Cardamon	50
<b>Aniline</b>		Rosmarini	1 00¢ 1 08	Cardamon Co.	50
Black	2 00¢ 2 25	Rose, ounce.	6 00¢ 6 50	Castor	1 00
Brown	80¢ 1 00	Succini	40¢ 45	Catechu	50
Red	45¢ 50	Sabina	90¢ 1 00	Cinchona Co.	50
Yellow	2 50¢ 3 00	Santal	2 75¢ 3 00	Columba	50
<b>Bacae</b>		Sassafras	55¢ 65	Cubeba	50
Cubeba, po. 25	22¢ 24	Sinapis, ess. ounce	55¢ 65	Cassia Acutifol.	50
Juniperus	60¢ 8	Tigil	1 50¢ 1 60	Cassia Acutifol Co.	50
Xanthoxylum	90¢ 1 00	Thyme	40¢ 50	Digitalis	50
<b>Balsamum</b>		Thyme, opt.	1 60¢ 1 60	Ergot	35
Copaiba	50¢ 55	Theobromas	15¢ 20	Gentian	50
Peru	2 1 85	<b>Potassium</b>		Gentian Co.	50
Terabin, Canada.	55¢ 60	Bi-Carb.	15¢ 18	Gulaca	50
Tolutan	40¢ 45	Bichromate	13¢ 15	Gulaca ammon.	50
<b>Cortex</b>		Bromide	52¢ 57	Hyoscyamus	60
Abies, Canadian	18	Carb	12¢ 15	Iodine	75
Cassia	12	Chlorate, po. 17@19	16¢ 18	Iodine, colorless	75
Cinchona Flava	18	Cyanide	34¢ 38	Kino	50
Euonymus atropurp.	30	Iodide	2 60¢ 2 65	Lobelia	50
Myrica Cerifera, po.	30	Potassa, Bitart. pure	28¢ 30	Myrrh	50
Prunus Virginl.	12	Potassa, Bitart. com.	15¢ 15	Nux Vomica	50
Quillaja, gr'd.	12	Potass Nitras, opt.	7¢ 10	Opil.	75
Sassafras	14¢ 15	Potass Nitras	6¢ 8	Opil, comphorated.	1 50
Ulmus, po. 15, gr'd	15	Prussiate	23¢ 26	Opil, deodorized.	50
<b>Extractum</b>		Sulphate po.	15¢ 18	Quassia	50
Glycyrrhiza Glabra.	24¢ 25	<b>Radix</b>		Rhatany	50
Glycyrrhiza, po.	28¢ 30	Aconitum	20¢ 25	Rheum	50
Hematox, 15 lb. box	11¢ 12	Althea	22¢ 25	Sanguinaria	50
Hematox, 1s.	13¢ 14	Anchusa	10¢ 12	Serpentaria	50
Hematox, 1/4s.	14¢ 15	Arum po.	10¢ 12	Stromonium	60
Hematox, 1/4s.	16¢ 17	Calamus	20¢ 40	Tolutan	60
<b>Ferru</b>		Gentiana, po. 15	12¢ 15	Valerian	50
Carbonate Precip.	15	Glycyrrhiza, pv. 15	16¢ 18	Veratrum Veride.	50
Citrate and Quinia.	2 25	Hydrastis Can.	75¢ 80	Zingiber	20
Citrate Soluble.	75	Hydrastis Can., po.	12¢ 15	<b>Miscellaneous</b>	
Ferrocyanidum Sol.	40	Hellebore, Alba, po.	15¢ 20	Aether, Spts. Nit. F	30¢ 35
Solut. Chloride	15	Inula, po.	15¢ 20	Aether, Spts. Nit. F	34¢ 38
Sulphate, com'l., by	2	Ipeacac, po.	4 25¢ 4 35	Alumen	2 1/2¢ 3
bbl, per cwt.	80	Iris plox., po. 35@38	35¢ 40	Alumen, gro'd., po. 7	3¢ 4
Sulphate, pure.	7	Jalap, pr.	25¢ 30	Annato.	40¢ 50
<b>Flora</b>		Marranta, 1/4s.	25¢ 30	Antimoniet Potass T	40¢ 50
Arnica	15¢ 18	Podophyllum, po.	25¢ 30	Antipyrin	25
Anthemism.	22¢ 25	Rhel.	75¢ 1 00	Antifebrin	20
Matricaria.	30¢ 35	Rhel, cut.	1 25	Argenti Nitras, oz.	51
<b>Folia</b>		Rhel, pv.	75¢ 1 35	Arsenicum	10¢ 12
Barosma.	35¢ 38	Spigella	35¢ 38	Balm Gilead Buds.	38¢ 40
Cassia Acutifol, Tin-	20¢ 25	Sanguinaria, po. 15	40¢ 45	Bismuth S. N.	1 90¢ 2 00
nevelly	20¢ 25	Serpentaria	40¢ 45	Calcium Chlor., 1s.	9
Cassia, Acutifol, Alx.	25¢ 30	Senega	60¢ 65	Calcium Chlor., 1/4s.	10
Salvia officinalis, 1/4s	12¢ 20	Smilax, officinalis H.	10¢ 12	Calcium Chlor., 1/4s.	12
and 1/4s	8¢ 10	Smilax, M.	10¢ 12	Cantharides, Rus. po	80
Uva Ursi.	8¢ 10	Sellae	10¢ 12	Capsici Fructus, af.	15
<b>Gummi</b>		Symplocarpus, Foeti-	10¢ 12	Capsici Fructus, po.	15
Acacia, 1st picked.	65	us, po.	10¢ 12	Capsici Fructus B, po.	15
Acacia, 2d picked.	45	Valeriana, Eng. po. 30	15¢ 20	Caryophyllus. po. 15	12¢ 14
Acacia, 3d picked.	25	Valeriana, German.	14¢ 16	Carmine, No. 40	3 00
Acacia, sifted sorts.	28	Zingiber a.	25¢ 27	Cera Alba.	50¢ 55
Acacia, po.	45¢ 65	Zingiber j.	25¢ 27	Cera Flava.	40¢ 42
Aloe, Barb. po. 15@20	12¢ 14	<b>Semen</b>		Coccus	40
Aloe, Cape, po. 15.	12	Anisum, po. 15	12¢ 15	Cassia Fructus.	35
Aloe, Socotri. po. 40	12	Apium (graveleons).	13¢ 15	Centraria.	10
Ammoniac.	55¢ 60	Bird, 1s.	4¢ 6	Cetaceum.	45
Assafoetida, po. 45	45¢ 50	Cardam.	1 25¢ 1 75	Chloroform	55¢ 60
Benzoinum	50¢ 55	Cardam. offic.	1 25¢ 1 75	Chloroform, squibbs	1 10
Catechu, 1s.	12	Coriandrum.	8¢ 10	Chloral Hyd Crst.	1 40¢ 1 65
Catechu, 1/4s.	14	Cannabis Sativa.	4 1/2¢ 5	Chondrus.	20¢ 25
Catechu, 1/4s.	16	Cydonium.	75¢ 1 00	Cinchonidine, F. & W	38¢ 48
Camphora	69¢ 73	Chenopodium	10¢ 12	Cinchonidine, Germ.	38¢ 48
Euphorbium, po. 35	40	Dipterix Odorata.	1 00¢ 1 10	Cocaine	7 05¢ 7 25
Galbanum	1 00	Foeniculum	10¢ 10	Corks, list, dis. pr. ct.	70
Gamboge	65¢ 70	Foenugreek, po.	7¢ 9	Creosotum.	35
Guaiacum, po. 25	30	Lini, gr'd.	4 1/2¢ 5	Creta.	2
Kino.	75	Lini, gr'd. bbl. 4	4 1/2¢ 5	Creta, prep.	5
Mastic	60	Lobelia	35¢ 40	Creta, precip.	11
Myrrh.	40	Pharlaris Canarian.	4 1/2¢ 5	Creta, Rubra.	8
Opil., po. 5.10@5.30	3 70¢ 3 75	Rapa	4 1/2¢ 5	Crocus	15¢ 18
Shellac	25¢ 35	Sinapis Alba.	9¢ 10	Crodear.	24
Shellac, bleached.	40¢ 45	Sinapis Nigra.	11¢ 12	Cupri Sulph.	6 1/2¢ 8
Tragacanth	60¢ 90	<b>Spiritus</b>		Dextrine	7¢ 10
<b>Herba</b>		Frument, W. D. Co.	2 00¢ 2 50	Ether Sulph.	75¢ 90
Absinthium, oz. pkg	25	Frument, D. F. R.	2 00¢ 2 25	Emery, all numbe.s.	8
Eupatorium, oz. pkg	20	Frument, Co. O. T.	1 25¢ 1 50	Emery, po.	8
Lobelia, oz. pkg	20	Juniperis Co. O. T.	1 65¢ 2 00	Ergota, po. 90	85¢ 90
Majorum, oz. pkg	28	Juniperis Co. E.	1 75¢ 3 50	Flake White	12¢ 15
Mentha Pip. oz. pkg	23	Saacharum N. E.	1 90¢ 2 10	Galla	23
Mentha Vir. oz. pkg	25	Spt. Vini Galli.	1 75¢ 6 50	Gambler	8¢ 9
Rue, oz. pkg	39	Vini Operto.	1 25¢ 2 00	Gelatin, Cooper.	60
Tanacetum V oz. pkg	22	Vini Alba.	1 25¢ 2 00	Gelatin, French.	35¢ 60
Thymus, V. oz. pkg	25	<b>Sponges</b>		Glassware, flint, box	75 & 5
<b>Magnesia</b>		Florida sheeps' wool	2 50¢ 2 75	Less than box.	70
Calcined, Pat.	55¢ 60	Nassau sheeps' wool	2 50¢ 2 75	Glue, brown.	11¢ 13
Carbonate, Pat.	18¢ 20	Velvet extra sheeps'	2 50¢ 2 75	Glue, white.	15¢ 25
Carbonate, K. & M.	18¢ 20	wool, carriage.	1 50	Glycerina.	17 1/2¢ 25
Carbonate, Jennings	18¢ 20	Extra yellow sheeps'	1 25	Grana Paradisi.	25
<b>Oleum</b>		wool, carriage.	1 25	Humulus	25¢ 55
Absinthium	6 50¢ 7 00	Grass sheeps' wool,	1 00	Hydrarg Chlor Mite	1 00
Amygdala, Dulc.	38¢ 65	carriage.	1 00	Hydrarg Chlor Cor.	90
Amygdala, Amarae.	8 00¢ 8 25	Hard, for slate use.	75	Hydrarg Ox Rub'm.	1 10
Anisi	2 10¢ 2 20	Yellow Reef, for	1 40	Hydrarg Ammoniat	1 20
Aurant Cortex.	2 25¢ 2 30	slate use.	1 40	Hydrarg Unguentum	50¢ 60
Bergamit	2 75¢ 2 85	<b>Syrups</b>		Hydrargyrum.	85
Calipuit	80¢ 85	Acacia	50	Ichthyobolla, Am.	65¢ 70
Caryophylli.	80¢ 85	Aurant Cortex.	50	Indigo.	75¢ 1 00
Cedar	65¢ 90	Zingiber	50	Iodine, Resubi.	3 85¢ 4 00
Chenopadi.	2 75	Ipecac	50	Iodoform.	3 85¢ 4 00
Cinnamoni.	1 30¢ 1 40	Ferri Iod.	50	Lupulin.	50
Citronella	35¢ 40	Rhel Arom.	50	Lycopodium.	80¢ 85
		Smilax Officinalis.	50	Macleis	65¢ 75
		Senega	50	Liquor Arsen et Hy-	25
		Sellae.	50	drarg Iod.	12
				Liquor Potass Arsnit	10¢ 12
				Magnesia, Sulph.	2¢ 3
				Magnesia, Sulph, bbl	1 1/4
				Mannia, S. F.	50¢ 60

## Drugs

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

We are dealers in Paints, Oils and  
Varnishes.

We have a full line of Staple Drug-  
gists' Sundries.

We are the sole proprietors of Weath-  
erly's Michigan Catarrh Remedy.

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

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

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

**Hazeltine & Perkins**  
**Drug Co.,**

Grand Rapids, Michigan



## GROCERY PRICE CURRENT

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

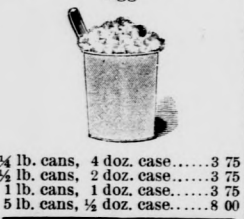
ADVANCED		DECLINED	
Hand Picked Beans		Singapore Pepper	
Brazil Nuts		Evaporated Raspberries	
Anise Seed		Compound Lard	

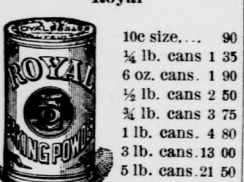
ALABASTINE		CANNED GOODS		COCOA	
White in drums	9	3 lb. Standards	80	Webb	30
Colors in drums	10	Gallons, standards	2 30	Cleveland	41
White in packages	10	Blackberries		Epps	42
Colors in packages	11	Beans		Van Houten, 1/8s	12
Less 40 per cent discount		Baked	1 00@1 30	Van Houten, 1/4s	20
AXLE GREASE		Red Kidney	75@	Van Houten, 1s	38
40002	55	String	85	Colonial, 1/4s	30
Castor Oil	6 00	Wax	85	Huyler	45
Diamond	50	Blueberries	85	Wilbur, 1/4s	41
Frazer's	75	Standard	85		42
IXL Golden, tin boxes	75	Clams	1 00	CIGARS	
	9 00	Little Neck, 1 lb.	1 50	A. Bomers' brand.	
		Little Neck, 2 lb.	1 50	Platdealer	
		Cherries		H. & P. Drug Co.'s brands.	
		Red Standards	85	Fortune Teller	
		White	1 15	Our Manager	
		Corn	75	Quintette	
		Fair	85	G. J. Johnson Cigar Co.'s brand.	
		Good	85		
		Fancy	95		
		Gooseberries			
		Standard	90		
		Hominy			
		Standard	85		
		Lobster			
		Star, 1/4 lb.	1 85		
		Star, 1 lb.	3 40		
		Picnic Tails	2 35		
		Mustard, 1 lb.	1 75		
		Mustard, 2 lb.	2 80		
		Soused, 1 lb.	1 75		
		Soused, 2 lb.	2 80		
		Tomato, 1 lb.	1 75		
		Tomato, 2 lb.	2 80		
		Mushrooms	18@25		
		Hotels	22@25		
		Buttens			
		Oysters			
		Cove, 1 lb.	1 00		
		Cove, 2 lb.	1 80		
		Peaches			
		Yellow	1 65@1 85		
		Pears			
		Standard	70		
		Fancy	80		
		Peas			
		Marowfat	1 00		
		Early June	1 00		
		Early June Sifted	1 60		
		Pineapple			
		Grated	1 25@2 75		
		Sliced	1 35@2 55		
		Pumpkin			
		Fair	70		
		Good	75		
		Fancy	85		
		Raspberries			
		Standard	90		
		Salmon			
		Columbia River	2 00@2 15		
		Red Alaska	1 40		
		Pink Alaska	1 10		
		Shrimps			
		Standard	1 50		
		Sardines			
		Domestic, 1/4s	4		
		Domestic, 1/2s	8		
		Domestic, Mustard	17		
		California, 1/4s	22		
		French, 1/4s	28		
		French, 1/2s			
		Strawberries			
		Standard	85		
		Fancy	1 25		
		Succotash			
		Fair	90		
		Good	1 00		
		Fancy	1 20		
		Tomatoes			
		Fair	90		
		Good	95		
		Fancy	1 15		
		Gallons	2 50		
		CATSUP			
		Columbia, pints	2 00		
		Columbia, 1/2 pints	1 25		
		CHEESE			
		Acme	2@12 1/2		
		Amboy	2@12 1/2		
		Carson City	2@12 1/2		
		Elsie	2@13		
		Emblem	2@12 1/2		
		Gem	2@12 1/2		
		Gold Medal	2@12 1/2		
		Ideal	2@12 1/2		
		Jersey	2@12 1/2		
		Riverside	2@12 1/2		
		Brick	14@15		
		Edam	2@17		
		Lelden	13@14		
		Limburger	50@75		
		Pineapple	18@20		
		Sap Sago			
		CHOCOLATE			
		Walter Baker & Co.'s	22		
		German Sweet	34		
		Premium	45		
		Breakfast Cocoa			
		Runkel Bros.			
		Vienna Sweet	21		
		Vanilla	28		
		Premium	31		
		CHICORY			
		Bulk	5		
		Red	7		



Mica, tin boxes	75	9 00
Paragon	55	6 00
AMMONIA		
Arctic 12 oz. ovals	85	
Arctic pints, round	1 20	
BAKING POWDER		
Acme		
1/4 lb. cans 3 doz.	45	
1/4 lb. cans 3 doz.	75	
1 lb. cans 1 doz.	1 00	
Bulk	10	
Arctic		
6 oz. Eng. Tumblers	90	
Egg		



1/4 lb. cans, 4 doz. case	3 75
1/4 lb. cans, 2 doz. case	3 75
1 lb. cans, 1 doz. case	3 75
5 lb. cans, 1/2 doz. case	8 00
JAXON	
1/4 lb. cans, 4 doz. case	45
1/4 lb. cans, 2 doz. case	85
1 lb. cans, 2 doz. case	1 60
Queen Flake	
3 oz., 6 doz. case	2 70
6 oz., 4 doz. case	3 20
9 oz., 4 doz. case	4 80
1 lb., 2 doz. case	4 00
5 lb., 1 doz. case	9 00
Royal	



American	70
English	80



Small 3 doz.	40
Large, 2 doz.	75
Arctic, 4 oz. per gross	4 00
Arctic, 8 oz. per gross	6 00
Arctic, pints, per gross	9 00
BROOMS	
No. 1 Carpet	2 75
No. 2 Carpet	2 50
No. 3 Carpet	2 25
No. 4 Carpet	1 75
Parlor Gem	2 50
Common Whisk	95
Fancy Whisk	1 25
Warehouse	3 50
CANDLES	
Electric Light, 8s	12
Electric Light, 16s	12 1/2
Paraffine, 6s	10 1/2
Paraffine, 12s	11
Whisking	20

<div> <div>Package</div> <div>New York Basis</div> <div> <div>Arbuckle.....12 00</div> <div>Dillworth.....12 00</div> <div>Jersey.....12 00</div> <div>Lion.....11 00</div> <div>McLaughlin's XXXX</div> <div>McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin &amp; Co., Chicago.</div> <div> <div>Extract</div> <div>Valley City 1/4 gross.....75</div> <div>Felix 1/4 gross.....1 15</div> <div>Hummel's foil 1/4 gross.....85</div> <div>Hummel's tin 1/4 gross.....1 43</div> </div> <div>Substitutes</div> <div>Crushed Cereal Coffee Cake</div> <div>12 packages, 1/2 case.....1 75</div> <div>24 packages, 1 case.....3 50</div> </div> <div> <div>COCOA SHELLS</div> <div>20 lb. bags.....2 1/2</div> <div>Less quantity.....3</div> <div>Pound packages.....4</div> </div> <div> <div>CLOTHES LINES</div> <div>Cotton, 40 ft. per doz.....1 00</div> <div>Cotton, 50 ft. per doz.....1 20</div> <div>Cotton, 60 ft. per doz.....1 40</div> <div>Cotton, 70 ft. per doz.....1 60</div> <div>Cotton, 80 ft. per doz.....1 80</div> <div>Jute, 60 ft. per doz.....1 50</div> <div>Jute, 72 ft. per doz.....95</div> </div> <div> <div>CONDENSED MILK</div> <div>4 doz in case.....6 75</div> <div>Gall Borden Eagle.....6 75</div> <div>Crown.....6 25</div> <div>Daisy.....5 75</div> <div>Champion.....4 50</div> <div>Magnolia.....4 25</div> <div>Challenge.....4 00</div> <div>Dime.....3 35</div> </div> <div> <div>COUPON BOOKS</div> <div>50 books, any denom.....1 50</div> <div>100 books, any denom.....2 50</div> <div>500 books, any denom.....11 50</div> <div>1,000 books, any denom.....20 00</div> <div>Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customer receives specially printed cover without extra charge.</div> </div> <div> <div>Coupon Pass Books</div> <div>Can be made to represent any denomination from \$10 down.</div> <div>50 books.....1 50</div> <div>100 books.....2 50</div> <div>500 books.....11 50</div> <div>1,000 books.....20 00</div> </div> <div> <div>Credit Checks</div> <div>500, any one denom.....2 00</div> <div>1,000, any one denom.....3 00</div> <div>2,000, any one denom.....5 00</div> <div>Stamp punch.....75</div> </div> <div> <div>CREAM TARTAR</div> <div>5 and 10 lb. wooden boxes.....30 00</div> <div>Bulk in sacks.....29</div> </div> <div> <div>DRIED FRUITS</div> <div>Apples</div> <div>Sundried.....@4 1/2</div> <div>Evaporated, 50 lb. boxes.....@5 1/2</div> <div>California Fruits</div> <div>Apricots.....@2 10</div> <div>Blackberries.....@2 10</div> <div>Nectarines.....@2 10</div> <div>Peaches.....8 @11</div> <div>Pears.....@7 1/2</div> <div>Pitted Cherries.....7 1/2</div> <div>Prunelles.....@7 1/2</div> <div>Raspberries.....@7 1/2</div> <div>California Prunes</div> <div>100-120 25 lb. boxes.....@4 1/2</div> <div>90-100 25 lb. boxes.....@4 1/2</div> <div>80-90 25 lb. boxes.....@5</div> <div>70-80 25 lb. boxes.....@5 1/2</div> <div>60-70 25 lb. boxes.....@6</div> <div>50-60 25 lb. boxes.....@6 1/2</div> <div>40-50 25 lb. boxes.....@7</div> <div>30-40 25 lb. boxes.....8 1/2</div> <div>1/4 cent less in 50 lb. cases</div> <div>Citron</div> <div>Leghorn.....11</div> <div>Coriscan.....12</div> </div> <div> <div>Currents</div> <div>Cleaned, bulk.....13</div> <div>Cleaned, 10 oz. package.....13 1/2</div> <div>Cleaned, 12 oz. package.....11</div> </div> <div> <div>Peel</div> <div>Citron American 19 lb. bx.....13</div> <div>Lemon American 10 lb. bx.....10 1/2</div> <div>Orange American 10 lb. bx.....10 1/2</div> </div> <div> <div>Raisins</div> <div>London Layers 2 Crown.....2 15</div> <div>London Layers 3 Crown.....2 75</div> <div>Cluster 4 Crown.....7 1/2</div> <div>Loose Muscavels 2 Crown.....8 1/2</div> <div>Loose Muscavels 3 Crown.....8 1/2</div> <div>Loose Muscavels 4 Crown.....8 1/2</div> <div>L. M., Seeded, 1 lb.....10 1/2 @11</div> <div>L. M., Seeded, 3/4 lb.....8 1/2 @</div> <div>Sultanas, bulk.....11 1/2</div> </div> <div> <div>FARINACEOUS GOODS</div> <div>Beans</div> <div>Dried Lima.....6 1/2</div> <div>Medium Hand Picked.....2 10</div> <div>Brown Holland.....2 10</div> <div>Cereals</div> <div>Cream of Cereal.....90</div> <div>Crack'd, small.....1 35</div> <div>Crack'd, large.....2 25</div> <div>Grape Nuts.....1 35</div> <div>Postum Cereal, small.....1 35</div> <div>Postum Cereal, large.....2 25</div> <div>Farina</div> <div>24 1 lb. packages.....1 25</div> <div>Bulk, per 100 lbs.....3 00</div> <div>Haskell's Wheat Flakes</div> <div>16 2 lb. packages.....3 00</div> </div> <div> <div>Hominy</div> <div>Flake, 50 lb. sack.....80</div> <div>Flake, 200 lb. bbl.....2 40</div> <div>Flake, 100 lb. sack.....1 17</div> <div>Macaroni and Vermicelli</div> <div>Domestic, 10 lb. box.....60</div> <div>Domestic, 25 lb. box.....2 50</div> </div> </div>	<div> <div>Pearl Barley</div> <div>Common.....2 50</div> <div>Chester.....3 10</div> <div>Empire.....3 10</div> <div>Grits</div> <div>Walsh-DeRoo Co.'s Brand.</div> </div> <div> <div>Wheat Flour</div> <div>24 2 lb. packages.....2 00</div> <div>100 lb. kegs.....3 00</div> <div>200 lb. barrels.....5 70</div> <div>100 lb. bags.....2 90</div> </div> <div> <div>Peas</div> <div>Green, Wisconsin, bu.....1 30</div> <div>Green, Scotch, bu.....1 35</div> <div>Split, bu.....3 30</div> </div> <div> <div>Rolled Oats</div> <div>Rolled Avena, bbl.....3 50</div> <div>Steel Cut, 100 lb. sacks.....1 95</div> <div>Monarch, bbl.....3 20</div> <div>Monarch, 1/4 bbl.....1 75</div> <div>Monarch, 90 lb. sacks.....1 50</div> <div>Quaker, cases.....3 20</div> </div> <div> <div>Sago</div> <div>East India.....2 1/2</div> <div>German, sacks.....3 1/2</div> <div>German, broken package.....4</div> </div> <div> <div>Taploca</div> <div>Flake, 110 lb. sacks.....4 1/2</div> <div>Pearl, 130 lb. sacks.....3 1/2</div> <div>Pearl, 24 1 lb. packages.....6</div> </div> <div> <div>Wheat</div> <div>Cracked, bulk.....2 1/2</div> <div>24 2 lb. packages.....3 50</div> </div> <div> <div>FLAVORING EXTRACTS</div> <div>FOOTE &amp; JENKS' JAXON</div> <div>Highest Grade Extracts</div> <div>Vanilla</div> <div>1 oz full m 1 20</div> <div>2 oz full m 2 10</div> <div>No. 3 fan'y 3 15</div> <div>Lemon</div> <div>1 oz full m 80</div> <div>2 oz full m 1 25</div> <div>No. 3 fan'y 1 75</div> </div> <div> <div>COLEMAN'S</div> <div>HIGH FOOTE &amp; JENKS' CLASS</div> <div>EXTRACTS</div> <div>Vanilla</div> <div>2 oz panel.....1 20</div> <div>3 oz taper.....2 00</div> <div>Lemon</div> <div>2 oz panel.....1 50</div> <div>3 oz taper.....2 00</div> </div> <div> <div>Jennings's</div> <div>Arctic</div> <div>2 oz. full meas. pure Lemon.....75</div> <div>2 oz. full meas. pure Vanilla.....1 20</div> <div>Big Value</div> <div>2 oz. oval Vanilla Tonka.....75</div> <div>2 oz. oval Pure Lemon.....75</div> </div> <div> <div>JENNINGS</div> <div>DOVBLE C</div> <div>FLAVORING EXTRACTS</div> <div>Reg. 2 oz. D. C. Lemon.....75</div> <div>No. 4 Taper D. C. Lemon.....1 52</div> <div>Reg. 2 oz. D. C. Vanilla.....1 24</div> <div>No. 3 Taper D. C. Vanilla.....2 08</div> <div>Standard</div> <div>2 oz. Vanilla Tonka.....70</div> <div>2 oz. flat Pure Lemon.....70</div> </div> <div> <div>Northrop Brand</div> <div>Lem. Van.</div> <div>2 oz. Taper Panel.....75</div> <div>2 oz. Oval.....1 20</div> <div>3 oz. Taper Panel.....1 35</div> <div>4 oz. Taper Panel.....1 60</div> </div> <div> <div>Perrigo's</div> <div>Van. Lem. doz. doz.</div> <div>XXX, 2 oz. obert.....1 25</div> <div>XXX, 4 oz. taper.....2 25</div> <div>XX, 2 oz. obert.....1 00</div> <div>No. 2, 2 oz. obert.....75</div> <div>XXX D D ptehr, 6 oz.....2 25</div> <div>XXX D D ptehr, 4 oz.....1 75</div> <div>K. P. ptehr, 6 oz.....2 25</div> </div> <div> <div>FLY PAPER</div> <div>Perrigo's Lightning, gro.....2 50</div> <div>Petrolatum, per doz.....75</div> </div> <div> <div>HERBS</div> <div>Sage.....15</div> <div>Hops.....15</div> </div> <div> <div>INDIGO</div> <div>Madras, 5 lb. boxes.....55</div> <div>S. F., 2, 3 and 5 lb. boxes.....50</div> </div> <div> <div>JELLY</div> <div>5 lb. palls. per doz.....1 85</div> <div>15 lb. palls.....35</div> <div>30 lb. palls.....62</div> </div> <div> <div>LICORICE</div> <div>Pure.....30</div> <div>Calabria.....23</div> <div>Sicily.....14</div> <div>Root.....14</div> </div> <div> <div>LYE</div> <div>Condensed, 2 doz.....1 20</div> <div>Condensed, 4 doz.....2 25</div> </div> <div> <div>MATCHES</div> <div>Diamond Match Co.'s brands.</div> <div>No. 9 sulphur.....1 65</div> <div>Anchor Parlor.....1 50</div> <div>No. 2 Home.....1 30</div> <div>Export Parlor.....4 00</div> <div>Wolverine.....1 50</div> </div>	<div> <div>MOLASSES</div> <div>New Orleans</div> <div>Black.....12 1/2</div> <div>Fair.....16</div> <div>Good.....20</div> <div>Fancy.....25</div> <div>Open Kettle.....25 @ 34</div> <div>Half-barrels 2c extra</div> </div> <div> <div>MUSTARD</div> <div>Horse Radish, 1 doz.....1 75</div> <div>Horse Radish, 2 doz.....3 50</div> <div>Bayle's Celery, 1 doz.....1 75</div> </div> <div> <div>OYSTER PAILS</div> <div>Victor, pints.....10 00</div> <div>Victor, quarts.....15 00</div> <div>Victor, 2 quarts.....20 00</div> </div> <div> <div>PAPER BAGS</div> <div>Satchel</div> <div>Bottom</div> <div>Union Square</div> <div>1/4.....28</div> <div>1/2.....34</div> <div>3/4.....44</div> <div>1.....54</div> <div>2.....66</div> <div>3.....76</div> <div>4.....86</div> <div>5.....96</div> <div>6.....1 06</div> <div>8.....1 28</div> <div>10.....1 38</div> <div>12.....1 60</div> <div>14.....2 24</div> <div>16.....2 40</div> <div>18.....2 52</div> <div>20.....5 50</div> <div>25.....5 50</div> </div> <div> <div>PICKLES</div> <div>Medium</div> <div>Barrels, 1,200 count.....4 50</div> <div>Half bbls, 600 count.....2 75</div> <div>Small</div> <div>Barrels, 2,400 count.....5 50</div> <div>Half bbls, 1,200 count.....3 30</div> </div> <div> <div>PIPES</div> <div>Clay, No. 216.....1 70</div> <div>Clay, T. D., full count.....65</div> <div>Cob, No. 3.....85</div> </div> <div> <div>POTASH</div> <div>48 cans in case.</div> <div>Abbot's.....4 00</div> <div>Penna Salt Co.'s.....3 00</div> </div> <div> <div>RICE</div> <div>Domestic</div> <div>Carolina head.....7</div> <div>Carolina No. 1.....5 1/2</div> <div>Carolina No. 2.....4 1/2</div> <div>Broken.....4 1/2</div> <div>Imported.</div> <div>Japan, No. 1.....5 1/2 @ 6</div> <div>Japan, No. 2.....4 1/2 @ 5</div> <div>Java, fancy head.....5 @ 5 1/2</div> <div>Java, No. 1.....5 @</div> <div>Table.....@</div> </div> <div> <div>SALERATUS</div> <div>Packed 60 lbs. in box.</div> <div>Church's Arm and Hammer.....3 00</div> <div>Deland's.....3 00</div> <div>Dwight's Cow.....3 00</div> <div>Emblem.....2 10</div> <div>L. P.....3 00</div> <div>Sodio.....3 00</div> <div>Wyandotte, 100 lbs.....3 00</div> </div> <div> <div>SAL SODA</div> <div>Granulated, bbls.....80</div> <div>Granulated, 100 lb. cases.....90</div> <div>Lump, bbls.....75</div> <div>Lump, 145 lb. kegs.....80</div> </div> <div> <div>SALT</div> <div>Diamond Crystal</div> <div>Table, cases, 24 3 lb. boxes.....1 40</div> <div>Table, barrels, 100 3 lb. bags.....2 85</div> <div>Table, barrels, 40 7 lb. bags.....2 50</div> <div>Butter, barrels, 280 lb. bulk.....2 50</div> <div>Butter, barrels, 20 14 lb. bags.....60</div> <div>Butter, sacks, 25 lbs.....27</div> <div>Butter, sacks, 56 lbs.....62</div> <div>Common Grades</div> <div>100 3 lb. sacks.....2 15</div> <div>60 5 lb. sacks.....2 05</div> <div>20 10 lb. sacks.....1 95</div> <div>56 lb. sacks.....40</div> <div>28 lb. sacks.....22</div> </div> <div> <div>Warsaw</div> <div>56 lb. dally in drill bags.....30</div> <div>28 lb. dally in drill bags.....15</div> </div> <div> <div>Ashton</div> <div>56 lb. dally in linen sacks.....60</div> </div> <div> <div>Higgins</div> <div>56 lb. dally in linen sacks.....60</div> </div> <div> <div>Solar Rock</div> <div>56 lb. sacks.....30</div> </div> <div> <div>Common</div> <div>Granulated Fine.....1 20</div> <div>Medium Fine.....1 25</div> </div> <div> <div>SAUERKRAUT</div> <div>Barrels.....4 50</div> <div>Half barrels.....2 75</div> </div> <div> <div>SOAP</div> <div>JAXON</div> <div>Single box.....3 00</div> <div>5 box lots, delivered.....2 95</div> <div>10 box lots, delivered.....2 90</div> </div> <div> <div>JAS. S. KIRK &amp; CO.'S BRANDS.</div> <div>American Family, wrp'd.....3 00</div> <div>Dome.....2 80</div> <div>Cabinet.....2 40</div> <div>Savon.....2 80</div> <div>White Russian.....2 80</div> <div>White Cloud.....4 00</div> <div>Dusky Diamond, 50 6 oz.....2 00</div> <div>Dusky Diamond, 50 8 oz.....2 50</div> <div>Blue India, 100 1/2 lb.....3 00</div> <div>Kirkolne.....3 50</div> <div>Eos.....2 65</div> </div> <div> <div>Rub-No-More</div> <div>100 12 oz bars.....3 00</div> </div> <div> <div>SILVER</div> <div>Single box.....3 00</div> <div>Five boxes, delivered.....2 95</div> </div>
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SOAP	
Bell & Bogart brands—	
Coal Oil Johnny.....	3 90
Peekin.....	4 00
Lautz Bros. brands—	
Big Acme.....	4 00
Acme 5c.....	3 25
Marselles.....	4 00
Master.....	3 70
Proctor & Gamble brands—	
Lenox.....	3 00
Ivory, 6 oz.....	4 00
Ivory, 10 oz.....	6 75
N. K. Fairbanks brands—	
Santa Claus.....	3 20
Brown.....	2 40
Fairy.....	3 35
Detroit Soap Co. brands—	
Queen Anne.....	3 15
Big Bargain.....	1 75
Umpire.....	2 15
German Family.....	2 45
A. B. Whisley brands—	
Good Cheer.....	3 80
Old Country.....	3 20
Johnson Soap Co. brands—	
Silver King.....	3 60
Calumet Family.....	2 70
Scotch Family.....	2 50
Cuba.....	2 40
Gowans & Sons brands—	
Oak Leaf, big 5.....	3 25
Oak Leaf, big 5.....	4 00
Beaver Soap Co. brands—	
Grandpa Wonder, large.....	3 25
Grandpa Wonder, small.....	1 85
50 cakes.....	3 95
Ricker's Magnetic.....	3 90
Dingman Soap Co. brand—	
Dingman.....	3 85
Schultz & Co. brand—	
Star.....	3 00
B. T. Babbit brand—	
Babbit's Best.....	4 00
Fels brand.....	4 00
Naptha.....	4 00

Scouring	
Sapallo, kitchen, 3 doz.....	2 40
Sapallo, hand, 3 doz.....	2 40
SALT FISH	
Cod	
Georges cured.....	@ 5
Georges genuine.....	@ 5 1/2
Georges selected.....	@ 5 3/4
Grand Bank.....	@ 4 1/2
Strips or bricks.....	6 @ 9
Pollock.....	@ 3 1/2

Halibut.	
Strips.....	14
Chunks.....	15
Herring	
Holland white hoops, bbl.....	11 00
Holland white hoops, bbl.....	6 00
Holland white hoop, keg.....	80
Holland white hoop mchs.....	85
Norwegian.....	
Round 100 lbs.....	3 50
Round 40 lbs.....	1 70
Scalped.....	16
Bloaters.....	1 60

Mackerel	
Mess 100 lbs.....	12 00
Mess 40 lbs.....	5 10
Mess 10 lbs.....	1 35
Mess 8 lbs.....	1 10
No. 1 100 lbs.....	10 50
No. 1 40 lbs.....	4 50
No. 1 10 lbs.....	1 20
No. 1 8 lbs.....	1 00
No. 2 100 lbs.....	8 50
No. 2 40 lbs.....	3 70
No. 2 10 lbs.....	1 00
No. 2 8 lbs.....	82

Trout	
No. 1 100 lbs.....	5 50
No. 1 40 lbs.....	2 50
No. 1 10 lbs.....	1 00
No. 1 8 lbs.....	60
Whitefish	
No. 1 No. 2 Fam.....	
100 lbs.....	7 25 7 00
40 lbs.....	3 20 3 10
10 lbs.....	88 85
8 lbs.....	73 71

SPICES	
Whole Spices	
Allspice.....	12
Cassia, China in mats.....	12
Cassia, Batavia, in bund.....	28
Cassia, Saigon, broken.....	38
Cassia, Saigon, in rolls.....	35
Cloves, Amboyana.....	17
Cloves, Zanzibar.....	14
Mace.....	55
Nutmegs, 75-80.....	40
Nutmegs, 105-10.....	40
Nutmegs, 115-20.....	35
Pepper, Singapore, black.....	16
Pepper, Singapore, white.....	23
Pepper, shot.....	17

Pure Ground in Bulk	
Allspice.....	16
Cassia, Batavia.....	28
Cassia, Saigon.....	48
Cloves, Zanzibar.....	17
Ginger, African.....	18
Ginger, Cochlin.....	18
Ginger, Jamaica.....	25
Mace.....	65
Mustard.....	18
Pepper, Singapore, black.....	20
Pepper, Singapore, white.....	25
Pepper, Cayenne.....	20
Sage.....	20

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



Kingsford's Corn Starch	
40 1-lb. packages.....	6 1/2
20 1-lb. packages.....	6 1/2
6 lb. packages.....	7 1/2
Kingsford's Silver Gloss	
40 1-lb. packages.....	7
6 lb. boxes.....	7 1/2
Common Corn	
20 1-lb. packages.....	4 1/2
40 1-lb. packages.....	4 1/2
Common Gloss	
1-lb. packages.....	4 1/2
3-lb. packages.....	4 1/2
6-lb. packages.....	5
10 and 50-lb. boxes.....	3 1/2
barrels.....	3 1/2



STOVE POLISH	
No. 4, 3 doz in case, gross.....	4 50
No. 6, 3 doz in case, gross.....	7 20
SNUFF	
Scotch, in bladders.....	37
Maccaboy, in jars.....	35
French Rappée, in jars.....	43
SODA	
Boxes.....	5 1/2
Kegs, English.....	4 1/2
SUGAR	

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Domino.....	5 85
Cut Leaf.....	6 00
Crushed.....	6 00
Cubes.....	6 00
Powdered.....	5 70
Coarse Powdered.....	5 70
XXX Powdered.....	5 75
Standard Granulated.....	5 60
Fine Granulated.....	5 60
Coarse Granulated.....	5 70
Extra Fine Granulated.....	5 70
Conf. Granulated.....	5 70
2 lb. bags Fine Gran.....	5 70
5 lb. bags Fine Gran.....	5 70
Mould A.....	5 85
Diamond A.....	5 60
Confectioner's A.....	5 40
No. 1, Columbia A.....	5 25
No. 2, Windsor A.....	5 20
No. 3, Ridgewood A.....	5 20
No. 4, Phoenix A.....	5 10
No. 5, Empire A.....	5 10
No. 6.....	5 05
No. 7.....	4 95
No. 8.....	4 85
No. 9.....	4 75
No. 10.....	4 70
No. 11.....	4 65
No. 12.....	4 60
No. 13.....	4 60
No. 14.....	4 55
No. 15.....	4 55
No. 16.....	4 55
Michigan Granulated 10c.....	4 55
cwt less than Eastern.....	per

SYRUPS	
Corn	
Barrels.....	17
Half bbls.....	19
1 doz. 1 gallon cans.....	3 00
1 doz. 1/2 gallon cans.....	1 70
2 doz. 1/4 gallon cans.....	90
Maple	
The Canadian Maple Syrup Co. quotes as follows:	
1/2 pint bottles, 2 doz.....	1 80
1/2 pint jars or bottle, 2 doz.....	3 75
Quart jar, bottle, can, 1 doz.....	3 50
1/2 gal. jars or cans, 1 doz.....	5 20
1 gal. cans, 1/2 doz.....	5 40
Pure Cane	
Fair.....	16
Good.....	20
Choice.....	25

TABLE SAUCES	
LEA & PERRINS' SAUCE	
The Original and Genuine Worcestershire.	
Lea & Perrin's, large.....	3 75
Lea & Perrin's, small.....	2 50
Halford, small.....	3 75
Halford, small.....	2 25
Salad Dressing, large.....	4 55
Salad Dressing, small.....	2 75

TEA	
Japan	
Sundried, medium.....	28
Sundried, choice.....	30
Sundried, fancy.....	40
Regular, medium.....	28
Regular, choice.....	30
Regular, fancy.....	40
Basket-fired, medium.....	28
Basket-fired, choice.....	35
Basket-fired, fancy.....	40
Nibs.....	27
Siftings.....	27
Fannings.....	20 1/2
Gunpowder	
Moyune, medium.....	26
Moyune, choice.....	35
Moyune, fancy.....	50
Pingsuey, medium.....	25
Pingsuey, choice.....	30
Pingsuey, fancy.....	40
Young Hyson	
Choice.....	30
Fancy.....	36
Oolong	
Formosa, fancy.....	42
Amoy, medium.....	25
Amoy, choice.....	32
English Breakfast	
Medium.....	27
Choice.....	34
Fancy.....	42

India	
Ceylon, choice.....	32
Fancy.....	42
TOBACCO	
Scotten Tobacco Co.'s Brands.....	
Sweet Chunk plug.....	34
Cadillac fine cut.....	57
Sweet Loma fine cut.....	38
VINEGAR	
Malt White Wine, 40 grain.....	8
Malt White Wine, 30 grain.....	11
Pure Elder, Red Star.....	12
Pure Elder, Robinson.....	11
Pure Elder, Silver.....	11

WASHING POWDER	
Rub-No-More, 100 12 oz.....	3 50
WICKING	
No. 0, per gross.....	20
No. 1, per gross.....	25
No. 2, per gross.....	35
No. 3, per gross.....	55
WOODENWARE	
Baskets	
Bushels, wide band.....	1 10
Bushels, wide band.....	1 20
Market.....	30
Splint, large.....	4 00
Splint, medium.....	3 75
Splint, small.....	3 50
Willow Clothes, large.....	7 00
Willow Clothes, medium.....	6 25
Willow Clothes, small.....	5 50

Butter Plates	
No. 1 Oval, 250 in crate.....	1 80
No. 2 Oval, 250 in crate.....	2 00
No. 3 Oval, 250 in crate.....	2 20
No. 5 Oval, 250 in crate.....	2 60
Clothes Pins	
Round head, 5 gross box.....	45
Round head, cartons.....	62
Egg Crates	
Humpty Dumpty.....	2 25
No. 1, complete.....	30
No. 2, complete.....	25

Mop Sticks	
Trojan spring.....	85
Eclipse patent spring.....	85
No. 1 common.....	75
No. 2 patent brush holder.....	80
12 lb. cotton mop heads.....	1 25
Pails	
2-hoop Standard.....	1 50
3-hoop Standard.....	1 70
2-wire, Cable.....	1 60
3-wire, Cable.....	1 85
Cedar, all red, brass bound.....	1 25
Paper, Eureka.....	2 25
Fibre.....	2 40

Toothpicks	
Hardwood.....	2 75
Softwood.....	2 75
Banquet.....	1 40
Ideal.....	1 40
Tubs	
20-inch, Standard, No. 1.....	7 00
18-inch, Standard, No. 2.....	6 00
16-inch, Standard, No. 3.....	5 00
20-inch, Cable, No. 1.....	7 50
18-inch, Cable, No. 2.....	6 50
16-inch, Cable, No. 3.....	5 50
No. 1 Fibre.....	9 45
No. 2 Fibre.....	7 95
No. 3 Fibre.....	7 20
Wash Boards	
Bronze Globe.....	2 50
Dewey.....	1 75
Double Acme.....	2 75
Single Acme.....	2 25
Double Peerless.....	3 20
Single Peerless.....	2 50
Northern Queen.....	2 50
Double Duplex.....	3 00
Good Luck.....	2 75
Universal.....	2 25

Wood Bowls	
11 in. Butter.....	75
13 in. Butter.....	1 00
15 in. Butter.....	1 75
17 in. Butter.....	2 50
19 in. Butter.....	3 00
Assorted 13-15-17.....	1 75
Assorted 15-17-19.....	2 50
YEAST CAKE	
Magic, 3 doz.....	1 00
Sunlight, 3 doz.....	1 00
Sunlight, 1 1/2 doz.....	50
Milk.....	20 1/2
Yeast Foam, 3 doz.....	1 00
Yeast Foam, 1 1/2 doz.....	50

## Grains and Feedstuffs

Wheat	
Wheat.....	74
Winter Wheat Flour	
Local Brands	
Patents.....	4 35
Second Patent.....	3 85
Straight.....	3 65
Clear.....	3 25
Graham.....	3 30
Buckwheat.....	4 50
Rye.....	3 25
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Ball-Barnhart-Putman's Brand.....	
Diamond 1/2s.....	3 75
Diamond 1/4s.....	3 75
Diamond 1/8s.....	3 75
Worden Grocer Co.'s Brand.....	
Quaker 1/2s.....	3 90
Quaker 1/4s.....	3 90
Quaker 1/8s.....	3 90
Spring Wheat Flour	
Clark-Jewell-Well's Co.'s Brand.....	
Pillsbury's Best 1/2s.....	4 65
Pillsbury's Best 1/4s.....	4 55
Pillsbury's Best 1/8s.....	4 45
Pillsbury's Best 1/4s paper.....	4 45
Pillsbury's Best 1/8s paper.....	4 45
Ball-Barnhart-Putman's 2 and.....	
Duluth Imperial 1/2s.....	4 40
Duluth Imperial 1/4s.....	4 30
Duluth Imperial 1/8s.....	4 20
Lemon & Wheeler Co.'s Brand.....	
Wingold 1/2s.....	4 50
Wingold 1/4s.....	4 40
Wingold 1/8s.....	4 30
Olney & Judson's Brand.....	
Ceresota 1/2s.....	4 50
Ceresota 1/4s.....	4 40
Ceresota 1/8s.....	4 30
Worden Grocer Co.'s Brand.....	
Laurel 1/2s.....	4 50
Laurel 1/4s.....	4 40
Laurel 1/8s.....	4 30
Laurel 1/2s and 1/4s paper.....	4 30
Washburn-Crosby Co.'s Brand.....	



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

Meal	
Bolted.....	2 00
Granulated.....	2 10
Feed and Millstuffs	
St. Car Feed, screened.....	16 50
No. 1 Corn and Oats.....	16 00
Unbolted Corn Meal.....	16 50
Winter Wheat Bran.....	15 00
Winter Wheat Middlings.....	16 00
Screenings.....	15 00
Corn	
Corn, car lots.....	33
Oats	
Car lots.....	27 1/2
Car lots, clipped.....	30
Less than car lots.....	
Hay	
No. 1 Timothy car lots.....	11 00
No. 1 Timothy ton lots.....	12 00

## Hides and Pelts

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:	
Hides	
Green No. 1.....	@ 7
Green No. 2.....	@ 6
Cured No. 1.....	@ 8
Cured No. 2.....	@ 7
Calfskins, green No. 1.....	@ 9 1/2
Calfskins, green No. 2.....	@ 8
Calfskins, cured No. 1.....	@ 11 1/2
Calfskins, cured No. 2.....	@ 9
Pelts	
Pelts, each.....	50 @ 1 25
Lamb.....	
Tallow	
No. 1.....	@ 4 1/2
No. 2.....	@ 3 1/2
Wool	



## Getting the People

Practical Hints by a Practical Advertising Expert.

The man who prints a few lines in the middle of a great Sahara of white space, and the man who scatters a few words in big type down through a double column, is a criminal. He is the same sort of ass as the fellow who orders a bottle of wine, drinks a little of it, and then rolls the bottle on the floor and calls for another.

Use plenty of space to say all you want to say. Use type big enough to be perfectly legible. Use white space enough to make your advertisement stand out.

Don't waste it; it's valuable. Newspaper space is the stuff that makes millionaires. To throw it away is to imply that you are careless and improvident. Besides, it cheapens the appearance of the newspaper.

Perhaps the greatest obstacle that blocks the progress of effective advertising is the inherent and ineradicable belief of nearly every man that he is a born writer. The man is rarely met who does not firmly believe that he could, if he had the time, give twenty pounds to Rudyard Kipling or Anthony Hope and win by a block.

Hence when he gets a chance to take his pen in hand he grasps that chance with avidity. Seeing advertisements of his own writing in type fills him with a deep and holy joy, unalloyed by the fact that he has to pay for the publication thereof.

So, when some reckless and irreverent meddler ventures the suggestion that these advertisements are a very inferior form of drivel, and that they ought to be, and could be, written much better, he is greeted with scorn, ridicule and contumely.

The children of our brain are precious and beautiful to our eyes, but to other folks they are freckled, warty, wall-eyed and knock-kneed.

And it's the other folks who have to be pleased.

A correspondent wants to know what I think about the use of the United States flag for a window and store decoration—whether it is proper and in good taste to use the flag as an advertisement.

I do not approve of printing advertisements on the United States flag, for two reasons: One is that the idea is distinctly distasteful to me. The other is that I have no doubt that it would offend a great many people—a thing which every advertiser should of course carefully avoid.

But I don't think there's the slightest objection to the use of the flag as a window or store decoration. Personally, I like it. I like to stop and look at a window tastefully trimmed with flags. They are beautiful; they touch the patriotic pride and they easily lend themselves to artistic and pleasing arrangement.

I don't think any reasonable person objects to their use in this manner.

Several New York stores have windows in which the national colors are displayed in a novel way. Narrow strips of red, white and blue silk ribbons alternate across the inside of the glass. The ribbons are about half an inch wide and are perhaps a foot apart. They run both horizontally and vertically forming squares. They are fastened to the window frame in such a manner as to cause them to lie close to the glass. Of

course, if there were any space between ribbon and glass the effect would be impaired.

It is interesting to notice how good advertising flourishes in one town and is almost an unknown quantity in another, and how in one town there will be more hustling advertisers in a certain line of business than there are in most states.

For example, the millinery business is not very extensively advertised except insofar as the millinery department of the department stores are concerned. With this fact in mind, an examination of a copy of a Los Angeles newspaper would lead one to infer that there must be a milliner on every block in that city. There are simply swarms of millinery advertisements.

But I don't suppose there are any more milliners in Los Angeles than in the average city of its size.

This is the way it all came about, I have no doubt:

Sometime some Los Angeles milliner, wise in his day and generation, commenced a campaign of good advertising. Quite naturally his business flourished. Pretty soon, one by one, his competitors saw that they must either get in line or go under.

They concluded to get in line, and now they all vie with each other in seeing who will do the best advertising and catch the most trade.

I have seen this sort of thing happen lots of times. One really good advertiser in a town will soon start another. Then some more come trailing along. It won't be long before the whole town is at it.

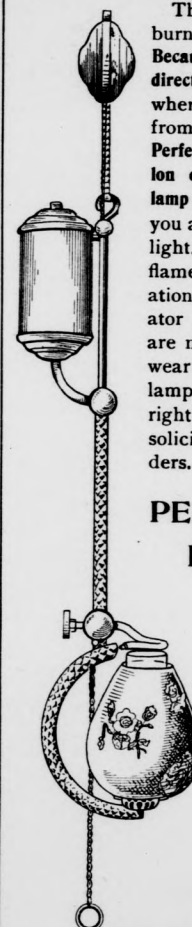
The pioneer in such a movement is a great man. The amount of money that, in the course of time, is made and spent because he set the ball rolling is almost incalculable.—Charles Austin Bates in Shoe and Leather Facts.

### The Sorrow of Homeliness.

The other day the papers had a pathetic little story of a boy who tried to kill himself because of his lack of good looks. His mother and sisters taunted him with his ugliness until the hurt boyish heart broke and he determined to leave a world in which he had been so heavily handicapped by nature and go to that place where even the homeliest of us shall be clothed in celestial beauty. "Angels are all alike," he said wistfully, when questioned of his deed, "and I thought when I got there I wouldn't be ugly any more." Fortunately few boys are so morbid; but perhaps the ugly boy is oftener a martyr than we think. No one gives him any credit for sensitiveness, and they guy his red head and snub nose and freckled face and awkward ways and don't consider how deep the jest may cut. The ugly boy doesn't say much. He is generally a person of few words, but he lays for the pretty boy in Fauntleroy clothes and sends him home with bunged eyes and torn raiment. Then people say that the ugly boy is rough and bad. It is only his way of evening up with fate for its injustice. At home the ugly boy is pushed to one side. Not being ornamental, he is expected to make himself useful as a runner of errands for his pretty sisters. He isn't encouraged in the parlor, where he has the knack of tangling his long legs up in the furniture and knocking over things. When company comes he is kept discreetly in the background, although you may often see him hovering hungrily around, listening greedily if the guest is particu-

larly clever and has something to say worth hearing. It isn't that anybody means to be unkind. They are just unthoughtful—everybody but mother. She always wants him, she calls him her pretty boy sometimes and smooths his rough stubble of hair, but he can only choke with the joy of it. Pale eyes and a clumsy mouth are not adapted to the eloquent expression of emotion, and he can't show what he feels, so the others think him stolid, too. At school it is the same. The teacher never thinks of showing him or bringing him forward. No visitor ever stops to pat him on the head and ask whose child he is, and when, by sheer brains and study, he wins the head prize, he knows everybody is sorry. That addle-pated Graham boy, with a face like an angel's, and not two ideas in his head, would have shown off so much better at the school exercises. Of course the ugly boy falls in love with the prettiest, rosy-cheeked, curly-haired girl in school. It is always the fate of the beast to worship beauty. He lays his humble offerings of candy and apples and chewing gum at her shrine, for already he has come to realize somehow that he must buy the love that is given without price to handsome men, and she scorns them. "What, that freckled-faced Tom Brown?" she says. "I'd be 'shamed to be seen out with him on the street," and the ugly boy goes home with his heart hot and quivering and that night, in the darkness, he pulls his pillow over his face to hide his sobs and weeps the bitter tears of childhood and asks of fate what older and wiser men have asked, why the good of life should be given to one and withheld from another? By and by the ugly boy grows into a man and he finds that life has its compensation for every ill; but no matter what the world may give him, deep down under its roses are the scars of his ugly boyhood.

## Pentone Gas Lamps



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.**

240 South  
Front St.  
Grand  
Rapids,  
Mich.  
Near  
Fulton  
Street  
Bridge

PRICE COMPLETE \$6.00.

## Who Does Your Printing?

Do we? If so we hope we are pleasing you. We try to.

If we don't, is it being done correctly?

Are you getting it quickly?

Do they charge you heavily?

Perhaps its time you changed your printer.

We have splendid facilities—second to none in the United States—for quick work (when you want it quickly), for good work, for right-priced work. We can print anything from a business card to half a million copies of a catalogue.

We do first-class work and are satisfied with small profits. That must be the reason why our business has been growing so fast.

Let us figure on your Catalogue, Booklets, Stationery—anything in printing.

**Tradesman Company,**  
Grand Rapids, Mich.



## JUST BEFORE CLOSING.

**The Grocer's Deal in Wood and Poultry.**  
Written for the Tradesman.

The proprietor of the grocery was working over his books, and a gloom pervaded the place. Perhaps his books were telling him things that he did not care to have brought back to his mind. The lights were out in front, and a tired-looking clerk was weighing a pound of sugar for a last customer.

"There's been three orders sent back to-day," said the merchant, impatiently throwing down his pen. "I wish the people we buy our goods of were obliged to listen to the kicks we hear."

"They wouldn't have time to do much else," I suggested.

"Huh," said the tired-looking clerk, coming into the little circle of light about the desk, his coat slung over his shoulder, "they'd have to employ listeners, as they do at the Chicago restaurants. There they hire men to listen respectfully to kicks and promise to discharge offending cooks and waiters instantly. When the customer goes out they grin and call him a crank."

"Say," yelled a red-headed delivery boy, opening a back door and admitting a gust of December wind that sent things scurrying through the store, "that old man down on the flats won't take this cord of wood. What shall I do with it?"

"Leave it on the wagon until morning," was the reply. "What did he say about it?"

"Said it was only ten inches long."

"Yes."

"Said you might send a man down to saw it in two once more and charge him up with two cords."

"Yes."

"Said the sap was rotten."

"Of course."

"Said there was soft wood in it, and what wasn't soft was too knotty to split and too large to burn in his stove. He'll be here in the morning and tell you all about it."

"I hope he'll pay his bill when he comes," said the merchant, wearily. "He didn't say anything about short measure, did he?"

"Nope. Wouldn't let me unload it."

The boy went out, banging the door after him, and the merchant lighted a cigar and sat down by the stove.

"I wish the wood dealer might happen in here in the morning," he said. "He can buy good sixteen-inch sound wood for less than a dollar a cord delivered at stations north of here, and yet he pays transportation on this stuff."

"Then the old man down on the flats is right about the wood you sent him?" I asked.

"He exaggerates, of course, but the wood is not what it ought to be for the price. Still, it is the best I can buy. The dealer cheats, and that is all there is to it."

Just then the front door opened, and we heard and saw a muffled figure making its way through the dim store toward the desk.

"Got any turkeys?" asked a squeaking voice.

"Certainly," replied the merchant, opening the door to the market in the rear and turning up the light.

The customer, a pale, nervous old man stepped up to the counter, selected a turkey, and placed it on the scales, tenderly, as if fearful that a little force would make it weigh more.

"Ten pounds," said the merchant.

"Will that do?"

"I presume so," replied the customer, with a sigh. "How much is it a pound?"

"Twelve and a half."

"All right. Put it up. I'll take it with me."

The merchant threw the fowl on the block, amputated the head and a section of neck, cut off the feet, and drew the inwards, tossing them into the waste basket.

When he laid it on the counter again the customer placed it on the scales.

"Nearly two pounds gone," he said, fretfully. "Why didn't you trim it before you weighed it?"

"That would have changed the price per pound," said the merchant, pleasantly, "and you would have thought I was charging you more than the market price."

"Well, you've charged me for two pounds more than you delivered," declared the customer, laying down his money. "I don't think you ought to do that."

"If I should deduct the two pounds," said the merchant, "I should lose money on the deal, besides establishing a bad precedent. The next customer might want me to take out the bones."

"No danger of your doing that," snarled the old man. "I suppose the crop of this bird is full of corn that cost a cent a pound. It looks that way, anyhow."

"Marbles," laughed the merchant. "We stuff 'em with marbles now. They are heavier and don't cost much more."

"I don't doubt it," grunted the customer. "The devil of dishonesty is abroad in the land."

"I must sell as I buy," said the grocer. "I paid for the head, feet, entrails, and crop-load before you did. Nothing would please me more than to be able to sell poultry dressed for the pot. The farmer and the commission man are the ones you need to jack up."

"Oh, of course," snarled the old man. "The fellow beyond reach is the one to blame."

He made his way back through the dark store with a frown on his face that was almost discernible in the heavy shadows and the merchant sat down again.

"There is another case where the dealer gets the worst of it," he said. "That man actually believes that I have swindled him."

"There is no help for it," I said. "He must buy elsewhere as he buys here."

"If I could have my way about it," said the merchant, "I'd have wood inspected and graded by law, just as wheat and corn are, and I'd fine any man who offered untrimmed poultry to the retail trade. The customer would receive little benefit from the law, but the dealer would have less trouble with his customers. And I'd have eggs sold by the pound, and a lot of other things done. Yes, and I think I'd send all kickers to Siberia, and head the procession myself," he added with a smile as he turned down the gas and made ready for the gusty street.

Alfred B. Tozer.

## Afraid of a Broken Record.

"You have not gone to Europe, then, as you expected?" said Mrs. Fosdick to Mrs. Spriggs.

"No," was the reply. "It is so difficult for Mr. Spriggs to leave his business, and really I couldn't go without him. And, then, I read the other day about a ship that broke her record. Think how dreadful it would be to be on a ship in the middle of the ocean with her record broken!"

## A Test of Accuracy.

Drawing from memory is one of the most difficult things in the world to do. Even professional artists find that they must rely largely upon hasty jottings made upon the spot as suggestions for their pictures. Those who are not artists need to look keenly and closely at what they wish to recollect, for they must depend upon their memory to bring details back to them. It is an excellent corrective of superficial observation to sketch a scene as we think we saw it and afterward return to the scene and take another view. It is a training both in accuracy and humility, for we learn how easy it is to deceive ourselves as to what we have remarked.—Florence Hull Winterburn in Woman's Home Companion.

Lies, like chickens, come home to roost.

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.



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

## 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.

## News and Opinions

OF

National Importance

**The Sun**

Alone Contains Both

Daily, by mail - \$6 a year  
Daily and Sunday, by mail \$8 a year

**The Sunday Sun**

Is the greatest Sunday newspaper in the world.

Price 5 cents a copy. By mail \$2 a year.

Address THE SUN, New York.

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

**Perhaps**

you want some unique style in printing—something different than others. Let us place you with thousands of other satisfied patrons. The price of good printing must be higher if you count quality, but be careful where you go for good printing—get quality.

**Tradesman Company,**  
GRAND RAPIDS, MICHIGAN



## GIRLS IN SHOE STORES.

Some of the Troubles They Are Obligated to Overcome.

First of all, let me say that store life is a very mean life to a girl if she doesn't make it pleasant for herself. That, I think, may be accepted as axiomatic. Sometimes you get into a store where the girls are afraid of having any fun. Their managers are very cross and watch everything they do. The girls are so afraid of losing their positions that life becomes burdensome. Yet managers could get along much better, I think, and get more work out of the girls if they would only be pleasant.

In the second place, store girls, as a rule, haven't as much time to do their shopping in as the average among other girls, but they all manage, nevertheless, to get their spring or fall hats! For it usually happens that the store girl, when she needs a new hat, suddenly experiences painful sensations somewhere or she is perchance rendered sick. At any rate she is able to put on a long face over something and usually does it so that she is able to get off for a day to buy her hat. But the manager often happens to have some business to transact on the very same day and he sometimes sees sick Miss Blank promenading Chestnut street, showing off her brand new bonnet!

The first thing we used to do when we arrived at our tasks in the morning was not to start fixing up stock, but to tell about what happened the evening before and, of course, to put a little more to it than the actual facts really warranted, so that it would take some time for each girl to tell her story, and probably we would meantime see our manager coming along. But we would generally make what is known in the vernacular as a "bluff" at fixing up our stock as soon as the manager hove in sight. That is one of the troubles we girls always had to contend with in store life. For if we were caught—ah! all the girl readers of Shoe and Leather Facts know the consequences.

Some mornings some of the girls would be late and, of course, it would be the trolley that had broken down, or the engine that had jumped the track. Some kind of excuse had to be offered to the manager and when it was all over and the culprit had ceased trying to keep a straight face before him, she would join in with the rest of the late girls in telling what fun she really had had.

There used to be a certain manager whom none of the girls liked. To get even with him they would play all sorts of tricks. Sometimes they would all sit down at the front of the store, and one girl would clap her hands quite loudly, and he would speedily glance in the direction of the handclap, yet not one of the girls would have a smile on her face. No; they would all be innocent. And sometimes, when everything was quiet, those very girls would shut the door with a bang and then watch him "rubber neck," as it is called, over his desk. No, not one of the girls had done it, nor would one tell on the other. "Mum" was the word there. And that was another of the troubles we girls had to contend with.

Now, for a few incidents in connection with the working life of a store girl: I remember once that a certain lady came into the store and asked to see the manager. He was out and the saleswoman, suspecting trouble, asked what might be the matter. "Oh," said the lady, "I wish to say that I have a pair of shoes that don't give me satisfac-

tion." The saleswoman looked at the shoes very carefully, and told the madam after noticing certain imperfections that those shoes looked for all the world as if they had been chewed by a dog. "No, indeed, miss," was her reply. "No, we don't own a dog; we only own a cat at our house!" Another lady came in one day with a pair of shoes, for which she wanted, she said, a new pair. She said she had worn them but a few days and besides she knew Mrs. Blank, who had another kind of shoe that she liked much better.

One woman came to me for a pair of shoes one day, and said at the start that she didn't know just what kind she wanted. But I started in to show her all the styles that I had, of which there were about two hundred. I told her afterward, before she left the store without even a "thank you," to come in early in the morning next time as it would take me probably all day to wait on her. That was another of the troubles that we girls often had to contend with—a customer that simply wants to look at all the stock every store she comes across may have and yet has no well-defined intention of buying.

A lady will come in sometimes and say: "Oh, don't tell me my size; I suppose I take the largest size you have." She is so ingenious that the saleswoman, thinking probably she is going to get a good sale, will say, with all deference: "Why, madam, we sell more 8s and 9s than anything else, and your shoes are really but 6s; and we don't consider 6s large." After showing her six or seven styles, however, milady will sweetly say: "I will be in next week. I heard about your shoes and thought I would just look in and try on a few pairs," and out she flounces. More wasted flattery and energy, and another of the troubles girls in shoe stores have to contend with these days.

A woman weighing about 200 pounds came in one day and said: "I wear about a 2." I looked at the woman in surprise and when I took off her shoe I saw I had good cause to be surprised, because her shoe was actually marked 6½! Well, I gave her what she asked for. I suppose she is still wearing a No. 2, as she thought a saleswoman must have a good intuition. Salesladies, indeed, have good intuitions and memories. Sometimes they have such wonderful experiences during working hours that if the editor of this journal could spare me the space, and I myself could spare the time, I am sure I could fill up at least fifteen pages of Facts with matter pertaining to my memory of experiences in different shoe stores in Philadelphia and then not be able to tell one-half of the story.

Suffice it to say that this is my first experience in newspaper work. The few incidents I have had the courage to chronicle so far serve only to emphasize the volume I could write, if, as I have already stated, the editor of Facts had the space to spare and I had the leisure to give to the labor.—Laura Costigan in Shoe and Leather Facts.

It is not for the dead that widows wear fashionable widows' weeds. They want to be in style for the eyes of the living.

Men are mighty in their own conceit. A thing as small as a microbe has downed the Czar of Russia.

The bonds of iniquity have interest-bearing coupons.

## TROUBLE IN VENEZUELA.

There appears to be a promise of trouble in Venezuela, in which the United States may be forced to take a hand. A revolution has broken out in that restless little South American state and the principal sufferers appear to be American citizens whose property has been seized upon by the government. The main interest involved is the concession and plant of a certain asphalt company, whose privileges have been turned over to others by President Castro, apparently without process of law.

The administration at Washington has taken steps to send the fine battleship Alabama to Venezuela, to protect American interests. This is the proper course. The Latin-American republics, with their frequent revolutions, are a constant menace to the lives and property of foreigners residing within their borders and, although they are persistently asking foreign capital to invest, they are prompt to destroy the fruits of such investments. It would be well for this Government to be constantly prepared to send warships to every portion of Central and South America, as the only protection which will avail our citizens anything is a show of absolute and overwhelming force.

Hypnotism, as a substitute for ether, cocaine or chloroform, was successfully used in a Boston hospital one day last week. The patient, Kneeland, would not take an anesthetic although a very painful operation was necessary. By chance a hypnotist was present and suggested his arts. They were tried. The operating surgeon tested the patient before beginning. Kneeland was touched with a lead pencil and told that it was at white heat. He manifested great agony. When the cautery was applied, he was assured that it was perfectly painless and submitted placidly to the whole procedure. After being restored to consciousness he remarked seriously that the pencil had burned his hand dreadfully. Nothing else had hurt him at all. Here is occupation for the hypnotist that makes his power useful and creditable, and will pay him better than public exhibitions that neither please nor benefit.

The American mule in the Chinese war is declared to be far superior to European horses. The mule has no pedigree, and wastes no time braying about its family tree.

## Carbon Oils

	Barrels	
Eocene	.....	@10½
Perfection	.....	@ 9½
Water White Michigan	.....	@ 9
Diamond White	.....	@ 8½
Deodorized Stove Gasoline	.....	@11¼
Deodorized Naphtha	.....	@10
Cylinder	.....	@29
Eng. ne.	.....	@22
Black, winter	.....	@10¼

## 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.

A YOUNG PHYSICIAN, WHO FULLY UNDERSTANDS administering the Keeley Cure, can learn of a splendid opening in a southern city. For particulars address Grand Central Hotel, Greenville, Tenn. 629

FOR SALE—FIRST CLASS STOCK HARDWARE in good Northern town of 1,200 inhabitants; doing a good business; only tin shop in town; best location. Amount of stock, \$4,000. Enquire Michigan Tradesman. 628

CHOICE FORTY-ACRE FARM; TWENTY acres of timber; good buildings; to trade for stock of merchandise. Lock Box 280, Cedar Springs, Mich. 637

WANTED—ENERGETIC COUNTRY printer who has saved some money from his wages to embark in the publication of a local newspaper. Will furnish a portion of the material, take half interest in the business and give partner benefit of long business experience, without giving business personal attention. None need apply who does not conform to requirements, which are ironclad. Zenia, care Michigan Tradesman. 631

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

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

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 invoices 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. 627

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

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, \$45,000 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

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

FOR SALE—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; a fortune here for a hustler. Terms, one-half cash down, balance one and two years, well secured by real estate mortgage; also store building and fixtures for sale or exchange for good Grand Rapids residence property on East Side; must be free from debt and title perfect. Address No. 520, care Michigan Tradesman. 510

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

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

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

FOR SALE—COMPLETE 22 FOOT, TWO cylinder, 4 h. p. gasoline launch; in water only two months; regular price \$650. Will sell cheap for cash. R. E. Hardy, 1383 Jefferson Ave., Detroit, Mich. 535

HOTEL FOR RENT OR SALE—STEAM heat, electric lights, hardwood floors, etc.; located in Bessemer, Mich., county seat Gogebic county. Address J. M. Whiteside, Bessemer, Mich. 523

PARTIES HAVING STOCKS OF GOODS of any kind, farm or city property or manufacturing plants, that they wish to sell or exchange, write us for our free 24-page catalogue of real estate and business chances. The Derby & Choate Real Estate Co., Lansing, Mich. 259

FOR SALE CHEAP—\$2,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 240

## MISCELLANEOUS.

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

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

WANTED—POSITION AS ASSISTANT pharmacist. Am also an experienced optician. Address No. 616, care Michigan Tradesman. 616

WANTED—STEADY POSITION BY REGISTERED pharmacist. Address No. 610, care Michigan Tradesman. 610

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