

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

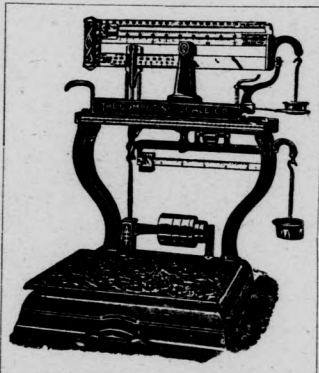
TRADESMAN COMPANY, PUBLISHERS

\$1 PER YEAR

Eighteenth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 2, 1901.

Number 902



Look Out for Patent Infringers

There is a scale made in Detroit, Michigan, which copies our form, patent, trade name and trade mark, in its entirety. We hereby warn jobbers, merchants or any others attempting to market or use this scale, that they are trespassing on our rights, if they use, sell or offer for sale this infringing article, and we will institute proceedings to collect the damages due us in every case of violation of our rights, coming to our notice.

THE COMPUTING SCALE CO., Dayton, Ohio.

Start Right

and make money by receiving full value for your investment

Royal Tiger, 10c

Tigerettes, 5c

A Smoker's Smoke

Are the Best Investment
which you can make



Phelps, Brace
& Company

the Largest Cigar Dealers
in the Middle West

Detroit, Mich.

Carolina Brights Cigarettes
"not made by a trust"

F. E. BUSHMAN, Manager

EGG Baking Powder

THE GORED OX BELLOWS.

How fiercely our jealous competitors have been attacking EGG BAKING POWDER in the local papers lately. They wouldn't try to bother us unless they saw their trade going—going—almost gone in this State!

There is

NO ALUM

in Egg Baking Powder. It is like the beaten whites of eggs.

For terms address our nearest office.

Home Office, 80 West street, New York.
Western Office,
523 Williamson Bldg, Cleveland.
Branch Offices:
Indianapolis Detroit
Cincinnati Fort Wayne
Grand Rapids Columbus

BOUR'S COFFEES MAKE BUSINESS

Start the New Century Right

by sending us an order.

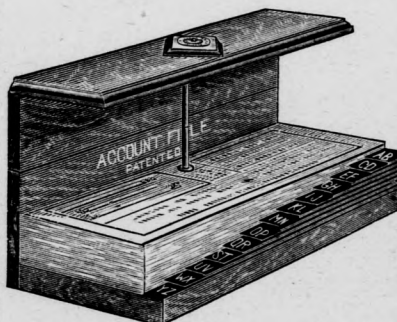
Walsh-DeRoo Milling Co., Holland, Mich.

Merchants Attention!

If you want a BOOKKEEPER, STENOGRAPHER, or first-class office assistant of any kind, address the Michigan Business and Normal College, Battle Creek, Mich. None but thoroughly competent help recommended. No charge for our part of the work, and our students give universal satisfaction.

They are trained for business.

Simple Account File

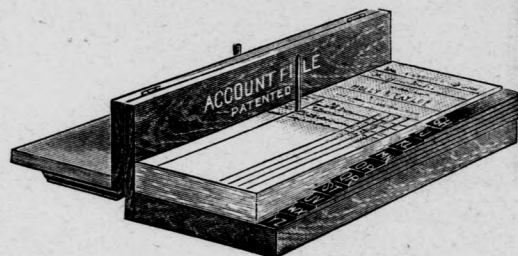


A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This

saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer.



TRADESMAN COMPANY, Grand Rapids.

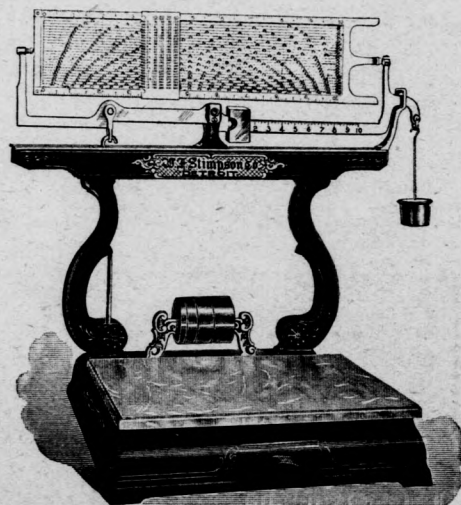
Capital and Brains

These attributes are essential to a grocer in transacting business, but to GET ALL YOUR PROFIT and economize your time it is necessary to secure a

Stimpson Computing Grocers' Scale

They are better than an extra clerk and will make you more money than most salesmen. They absolutely prevent the most minute loss and are superior to all other scales on the market. Ask for further information. It's to your advantage.

THE W. F. STIMPSON CO.
DETROIT, MICH.



MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, JANUARY 2, 1901.

Number 902

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.

Widdicombe Bld'g, Grand Rapids, Mich.

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

L. P. WITZLEBEN, Manager.

THE Grand Rapids FIRE INS. CO.

Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

Tradesman Coupons

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31. Down With a Crash.
32. Successful Salesmen.

THE MISSING LINK.

The recent welcome sight of the teachers of the State upon our streets proclaimed the fact that "the schoolmaster was abroad" and that with him in goodly number came the schoolmistresses. There can be no guests more welcome to this Western Metropolis of the State than those men and women who have in charge the training of her children. Our homes were theirs, our hearts were theirs, our blessing rested upon their deliberations and when they went back to their labors they took with them the good wishes of this community in full measure, with the heartily-expressed desire that they would come again and often.

There is nothing that comes so near to the inner life of humanity as the welfare of its boys and girls. Maturity cares little for itself, its wants and needs, provided the sacrifice redounds to the benefit of the children. With them a few more years at best will end it all. A little more care, a few more toils and tears to endure, and the whole for them is done. But with the children it is a different thing. This work, this anxiety, is as nothing only as it tends to lighten and brighten the years that lie fair and far before them; and just in proportion as the teacher performs the duties of his calling so these children will be fitted for the positions they are to occupy.

Now, there is little doubt in the minds of these parents about the ability of their children's earning an honest living. In many instances their own lives show that physical existence does not depend upon the schoolhouse and the training obtained there. They have been able to "get along" and home and belongings show how, by their industry and thrift, they have prospered. So the children will; but they need something more. Lands and costly homes and large bank accounts are facts substantial and desirable, but they are good only as they form the foundation for something better. This "something better" is what the parent wants for his children. In the money he has accumulated there is little, in itself, to satisfy. A dollar earned for the simple sake of the dollar

is as dumb and dead and worthless as the metal of which it is made. He wants it to stand for a higher life and living for his children than his have been. He wants it to secure for them wider thinking and the choicest expression for that wider thought. He wants the rough in them to give place to the smooth, but without weakening their individuality. He has shown what stout, clumsy, kind-hearted John Smith, with his brave heart and industrious hands, can do in good homespun life and citizenship and now he is looking to the teacher to transform John Smith, Jr., into as fine and wholesome a specimen of cultured manhood as he is of uncultured manhood. A link is missing. Can the teacher and the school supply it?

Out of his abundance John Smith has given abundantly. The district school and the high school and the state university, well built and well supplied and well officered and well supported, meet his hearty approval and he truthfully affirms that he pays no tax more cheerfully than the school tax. He has done this for years; but, with the outspoken candor of his class, he insists that he is getting what he pays for. The school outfit is all right, but the cowboy—he freely admits that is exactly what John Smith, Jr., is—in the rough remains the cowboy in the rough in spite of the costly outfit. Between the coarse and the refined, the uncultured and the cultured, there is still the missing link. It was supposed to be in the influence of the schoolroom—if not in the books studied there, in that indefinite something which comes from the teacher's personification of it—but it seems that it is not there. John graduated from the high school unable to speak or write respectable English. His manners are those of a rowdy. His morals are nothing to speak of and his most noticeable attainment is his ability to ape the most objectionable features of the most objectionable college student. His four years at the university left him in these particulars as they found him, and Senior John is asking, with his usual pertinacity, for that missing link in public education. The common school does not furnish it, the high school does not furnish it, and that university has yet to be found whose graduates are known by their urbanity of manner, their pure unaffected English speech and that unmistakable culture which, at its best, is sure to appear in certain unmistakable signs.

There is a missing link in the educational chain. It is noticeable all along the line. The brain is trained, so are the muscles, but there is still one element lacking, and the teaching that lacks this third great element, and the leading one—the pure, the good and the true—tends to evil; and evil, it is submitted, is not the intended end and aim of either public or private instruction.

The way that Christmas is abused by people who are not Christians makes honest folk thankful it comes but once a year.

GENERAL TRADE REVIEW.

It is a pleasant, and generally unexpected, coincidence that the new century should come in with a higher average of stock quotations in transportation circles than the old century ever reported. It was unexpected because usually the holiday season, the time just preceding the annual settlements, is a time for waiting and dulness. This year it so happened that the London flurry had already made a slight reaction, and the inherent strength of the situation is such that any slight reaction is bound to be followed by a strong advance. This advance occurring at the close of the year makes the happy coincidence of closing with a new record.

A most encouraging feature in the situation is the condition of foreign trade. The year comes in with a wonderfully heavy export trade, at New York considerably more than double that of the corresponding time last year. It is gratifying to know that the new century comes in with the United States the greatest exporting country on the globe, even Great Britain being left far behind. And more and more the imports are being confined to such things as we can not produce and the exports are being changed from raw materials to manufactured articles.

It is especially gratifying that transportation interests are the ones to take the lead in the procession of prosperity. The average of \$84.56 per share with which the new year starts out is the highest of the old century. Earnings for the month exceed the heavy reports of last year and the gain is not confined to classes, the least favored, the grangers, showing a considerable gain. Industrials do not start out with the highest record, as they are under a more conservative influence than has characterized some boom speculations, but the market never presented an appearance of healthier conditions.

There are no notable changes in the iron and steel situation, the tide of activity continuing with firm prices. Naturally the holiday season sees the closing of many works for repairs, inventory, etc., but the disposition is to make such stops as short as possible. Demand for cotton goods is not so heavy since the attempt to advance prices nearer to a parity with the raw staple. Wheat opens the year with a sharp advance and all grains are in strong demand.

The Saturday Evening Post starts an interesting article with the assertion that "Man lives longer nowadays than he ever before did." Possibly they are right, but the days appeared to be longer last summer.

The lovers of female beauty may plead for the long skirt on the street and talk of the mannishness of the sensible skirt, but the sensible American girl and woman are going to wear a short street skirt.

A dispatch says the Czar has entirely recovered. And he had six doctors! He must be as tough as a spring chicken.

Getting the People

The Art of Making Advertisements Attractive.

Perhaps the most important branch of this subject is the avoidance of that which is repugnant or disagreeable. There are many things necessarily connected with trade which do not appeal to the esthetic sense of the ordinary reader. These things should not be obtruded in advertising matter any more than such things should be made conspicuous in the arrangement of goods. Every merchant understands that while unsightly objects and detail are necessary they should be kept in the background or out of sight. Display is made only of attractive objects.

In the management of the meat market this principle becomes of the greatest importance. Study is made as to the best way to conceal or subdue that which is unpleasant, making display only of such cuts and forms of meat as may be made attractive, or at least as little repellent as possible. Some butchers become so used to the less pleasant part of their business that they forget that there are things that do not attract the average customer and so take no pains to keep such things out of the way. These lose customers, which go to the more thoughtful and careful competitor, who may command a better trade with poorer goods.

In less degree the same principle applies to all other lines of trade. Not only does the successful merchant make prominent display of that which appeals to the refined sense, but he is careful to keep everything not attractive out of sight. He does not allow his stable boy, who may be properly dressed for his work, to meet his customers reeking with the aroma of the stalls. And so with everything of the disagreeable—the careful and successful merchant studies to make and keep everything that comes to the senses of the customer as attractive as possible.

But often in the writing of an advertisement this principle is lost sight of. I have had occasion to criticize the advertisements of meat markets in that there was a reference to the act of killing. Such a reference strikes the average reader unpleasantly, and while he may not give it definite thought, he instinctively turns away. And the impression is unconsciously revived whenever the name of the market comes to the attention.

When an article advertised is prepared from some material which is capable of decorative or attractive handling it may be employed to advantage. Preparations from grains or trees, as the numerous articles from the cocoa nut, may well employ their source in description or illustration. But when the preparation is from an animal source in which the slaughter house is suggested, such things had better be omitted. There is something repellent to the laity which may be wonderfully attractive to the accustomed and initiated.

As a first essential, then, to the making of an advertisement attractive omit anything that is unpleasant or repugnant.

* * *

Frank McDerby presents an advertisement which has had evident care and thought in both the writing and composition. The printer has given it a good border and has taken pains to white out his display well. I think the writer would have made his work more effective

Investigate Our Claims It Will Pay You

We claim to have the largest and best-selected stock of shoes in 'Nashville'. We believe we have just what will suit you in a dress shoe, a shoe for good, hard everyday wear, or a heavy shoe for rough usage. We aim to carry a full line of sizes in all the grades. We can fit out the whole family—father, mother, young folks, children and babies. We have also a full line of rubbers and arctics, socks and rubbers, boots, and the rest of the line. We are so desirous to have and to hold your shoe trade, that we are making prices mighty close to the no-profit line. Will it pay you to investigate? It certainly will.

Our Grocery Store

Keep up to its old-time reputation of leader in quality of goods and in fairness of prices. We keep the selection all that it ought to be and the goods are fresh, clean and appetizing. Your trade is appreciated and we will use our best endeavor to deserve its continuance during 1901.

FRANK McDERBY.

CONCERNING THAT STYLISH NEW SUIT

We wish to impress upon your mind that we have at the latest patterns for up-to-date goods and are prepared to make a really serviceable article for a price but little more than you can purchase the shoddy.

Good Clothes Make a Man

presentable and self-respecting. We know good dressers and are capable of satisfying the demands of the most critical.

Our Ready-Made Goods

are of first-class value and we have put the prices 'way down. We want your trade.

Wm. Engelman.

W. S. GODFREY.



Lowell's Leading Clothier is having a Clothing Sale that saves the People Money.

Call and Investigate, Yours Truly,

W. S. GODFREY,
Lowell, Mich.

Can You EXPLAIN THE REAL REASONS



OUR GROCERIES are being used in nearly every home in Carson City and for miles around in the surrounding country. Even the farmers who do their trading elsewhere, come to us for something or other, before they leave town. This fact speaks louder than words for the quality of our goods. Our methods, infinitely superior to the lack-a-system ways, prompt service, square dealing, and reasonable prices, are the real reasons.

VanSickle & Reasoner, The Grocers.

AT THE GATE OF 1901

We wish to commence the new century as we have ended the old one and will give no opportunity to secure for our customers the finest of SEATS grown in country and whatever is offered will be found in the pink of condition, new enough to be absolutely fresh but killed long enough to be tender.

If you wish to save money on your meat bill leave your orders with us.

We want your Eldes, Pels, and Furs, bring them to us and get the best market price.

H. ROE & SON

LAUNDRY.

Any Old Thing or Any New Thing
Laundried at the

City Steam Laundry

For Any Old Dollar or any Old Cent.

L. H. DeLONG, Prop.

We are also agents for Queen City Dry Works.

NEW BOOKS

A good book makes an ideal gift, and few things are more sensible to recipients.

We have already received a mammoth line of books, and more are arriving daily. You are sure to find something you want. All the copyrighted books, standard forms in padded bindings, gift books, Bibles, etc.

B. F. SWEET

WE BUY

Nothing but the best stock money can buy. We handle no poor stock. Because we have the trade that demands that kind of goods. We pay the highest market price for No. 1 stock.

WE SELL

The best meats at the lowest possible prices. Everything kept in order and fair treatment to every customer. Come and see us.

Kohler and Boughner

Logs Wanted.

We will pay following prices for below named logs delivered in our yard at Big Rapids, Mich.

Basswood, Ash, Soft Elm and Birch \$18 per M. R.
Oak and Cherry \$18 " "
Plain Hard Maple \$9 " "
Birdseye Maple, according to grade.

All logs must be smooth and suitable for Veneers. Prefer them cut 12, 14 or 16 feet long, but can use any length from 7 feet up. Scale with Doyle rule.

Hood & Wright.

EVERY DAY U LIVE

is one day less of life for you if you buy judiciously it will save you but little to

LIVE WELL

At our store you will find that the price of GROCERIES is very reasonable. We can fill your orders promptly—no delays.

Our stock is always new and fresh.

F. D. GLAZIER

tive if he had given display to boots and shoes. People likely to be interested in the subject will be attracted by the display of it rather than by a generalization as to investigating claims even with the assurance that it will pay. Not many eyes will look beyond these lines to read so solid and prosy looking a paragraph as that which follows. I would cut out half the reading in the advertisement and put the rest into a shape that would be read, and so make the space valuable. There is enough good writing in the advertisement to make a strong announcement, but it is too mixed and buried in verbiage.

Wm. Engelman falls into the hands of a printer who makes his display too large for his space and border. A light border of this character should be well separated from the type by white space. As to the writing of the advertisement there is a quality in it which is not attractive to average buyers. The style and quality of goods may well be enlarged upon, but I am not attracted by the inference that I am wearing shoddy or lacking in good clothes. It doesn't strike me favorably.

W. S. Godfrey should have a grudge against the printer who will use valuable white space with such an ancient border. The writer is careless and wants to say too much. The advertisement is written in the third person and ends with the second. "Yours truly" is all right in the ending of a ceremonial letter, but it is never of use in an advertisement.

Van Sickle & Reasoner have received a good deal of attention at the hands of their printers, but I am not partial to the type used in the display. Plain and more regular forms are better. The writer is not quite clear in his last sentence—as it reads his methods are far superior to lack-of-system ways, prompt service, square dealing and reasonable prices. Punctuation could have corrected this.

H. Roe & Son are at a loss how to begin and so make a meaningless reference to the end of the century. This topic is just now overworked and should only be introduced where it can be given some meaning. The display is good.

L. H. DeLong writes a humorous jingle which may not do any harm, but will never make him wealthy.

B. F. Sweet is given too heavy a display for the business, space and border.

Kohler & Boughner write a fairly good market announcement, but the name should have been set in one line with character "&" and in plain type. Fair treatment to customers is not a strong expression.

Hood & Wright go straight to the point in their notice and the printer makes a suitable display for the business.

F. D. Glazier starts out humorously, but his effort is not strong or well sustained. The printer has tried to consult suitability and has succeeded fairly well. But there are display faces I like better.

Larger and Stronger Than Ever.

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



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

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

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

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

Around the State

Movements of Merchants.

Otsego—W. J. Olds has sold his grocery stock to Perry Foote.

Elk Rapids—Frank Nay has leased the Cromie meat market and has already taken possession.

Grand Ledge—F. T. & C. F. Coppens have engaged in the sale of agricultural implements and hardware specialties at this place.

Grand Ledge—The North Side meat market is now conducted by Smith & Stuart, A. C. Smith having purchased a half interest in the business from Bert Stuart.

St. Charles—James Perry, of Owosso, has purchased the grocery stock of Mrs. Mary Prosser and will combine the same with a secondhand goods stock brought from Owosso.

Benton Harbor—W. F. Seel has purchased the interest of his partner, E. L. Krieger, in the grocery firm of Krieger & Seel and will continue the business in his own name.

Lawrence—A. A. Mentor, who has been engaged in the hardware store of F. S. Seymour for the past eight years, has engaged in the grocery and bazaar business on his own account.

East Saugatuck—John Siebelink has retired from the general merchandise firm of the Heeringa-Siebelink Co. The business will be continued under the firm name of J. Heeringa & Son.

Cassopolis—Proceedings in the bankruptcy court have been begun against the late grocery firm of J. L. Thomas & Co. by a number of creditors who did not share in the proceeds of the sale of the grocery stock.

Saginaw—S. W. Jennings, of the firm of Jennings, Lacy & Co., wholesale rubber and shoe dealers, has sold his interest in the corporation to George A. Alderton, President of the company, the consideration being in the neighborhood of \$15,000. Mr. Lacy severed his connection with the firm something over a year ago, and about February 1 the corporate style will be changed to the Waldron-Melze Shoe Co. The officers of the corporation are as follows: George A. Alderton, President; A. C. Melze, Vice-President; E. R. Gould, Secretary; and E. P. Waldron, Treasurer and Manager.

Charlotte—The officers of the Prindle Co. now offer 50 per cent. in full settlement of the claims against the company, including court costs and legal services. Prior to the taking of steps to throw the concern into bankruptcy, the officers insisted on limiting the offer to 50 per cent. in case all the creditors agreed to that basis of compromise, but some of those interested in the failure had been tricked by the same crowd before and declined to become party to such an arrangement, when the offer of 50 per cent. spot cash was promulgated. Although the failure has certain fraudulent earmarks, the creditors will probably accept the offer.

Manufacturing Matters.

Saginaw—F. L. Mark & Co. have leased the Mayflower mills and engaged in the produce business.

Munising—It is said that the H. M. Loud & Sons Co. will finish its lumbering operations in this vicinity another season.

Otsego—The Otsego Chair Co. is now operating three sawmills, one at Orangeville, one at Byron Center and one at Gun Marsh.

Cheboygan—L. Littlejohn, the shingle manufacturer, cut 7,000,000 shingles last season and has 2,000,000 feet of timber to start with next spring.

Alpena—The Maltby Lumber Co., of Bay City, has started a cedar yard at this place in charge of William Belknap and will buy all the cedar that can be secured in this locality.

Corunna—The Caledonia Butter Co. has been organized with a capital stock of \$4,600. The officers are as follows: Erwin Eveleth, President; Frank Thompson, Secretary; J. B. Eveleth, Treasurer.

Lowell—The Lowell Specialty Co. has been organized by C. W. Parks, D. G. Look and A. O. Freeman for the purpose of engaging in the manufacture of a fountain compressed air sprayer invented by Mr. Parks.

Decatur—The erection of the canning factory has begun under the direction of the Hastings Industrial Co.'s builder, Mr. Herne, of St. Louis, Mo. The factory will be built on lots owned by Dr. Hooper and the Huyck estate.

Saginaw—The pine timber on the line of the Pere Marquette between Saginaw and Reed City has been practically exhausted. There are a few operators in hardwoods and hemlock, but the amounts they will cut are very little ice now.

Zeeland—The recently-organized corporation known as the Zeeland Lumber Co. has begun operations in Grand Traverse county. The stockholders are Chris. DeJonge, Cornelius Boone and E. Kraai. Mr. DeJonge is general manager of the new enterprise.

Plainwell—The J. F. Easley Milling Co. has purchased the Merrill mill property, the consideration being \$4,000, which is about 50 per cent. of the actual value of the plant. The mill will be refitted at once and will turn out 300 barrels of wheat and buckwheat flour daily.

South Lake Linden—The Armstrong-Thielman Lumber Co. has begun the erection of a new saw and planing mill on the site of the old mill, which is now being torn down. The new mill will be 100x164 feet in dimensions and will be equipped with the latest improved machinery.

St. Charles—The Saginaw Salt Co. has been organized with a capital stock of \$25,000. The incorporators are A. J. Linton and F. G. Benham, of Saginaw; F. W. Gensivier, of Milwaukee; C. W. Somers and J. H. Somers, of Cleveland. Two large plants will be erected which will have a capacity of 400 barrels of fine salt per day. Frank Benham is the President of the new company and A. J. Linton Secretary and Treasurer.

Allegan—Oliver & Co. are contemplating an addition to their furniture factory. They propose to extend that part of the factory where the finishing and packing are done about 40 feet and to increase the size of the machine department with an addition of 20x70 feet, two stories high. These changes will add a third to the capacity of the plant and will furnish employment to fifteen more hands.

Adrian—The Lesh & Young Lumber Co., of this city, has leased ground near the Lake Shore track, in Hillsdale, and will erect buildings at once for the manufacture of veneer. The firm is undecided whether it will also manufacture hardwood lumber at the same place. The veneer mill will have a large capacity, giving employment to a number of men. It will in no way affect the company's business here, which will be

continued as heretofore. The new plant will probably be ready for business about the first of March.

Stanton Business Men Propose to Co-operate.

From the Stanton Herald.

A meeting of business men of the city was held at the bank of C. W. French & Co. Wednesday evening for the purpose of forming an organization whose object should be the improvement of business in our city by making an organized effort to induce factories and industrial institutions to locate here.

Officers were elected as follows: President—John W. S. Pierson. Secretary—Curtis Ball.

The project of inducing factories to locate here was discussed at some length. A canning factory and cheese factory seemed to be most favored by those present. The following committees were appointed:

Cheese Factory—Lew Sterling, C. W. French, B. E. Cadswell.

Canning Factory—John W. S. Pierson, Chas. Holland, M. W. Stevenson. General Committee—N. W. Newhouse, Fred Pakes, H. E. Stevenson.

If a determined effort is made there is every reason to believe that within the next year our city may have at least two new manufacturing establishments running full blast.

The Boys Behind the Counter.

Nashville—S. E. Cook, for some time past with S. J. Truman, has taken a position with A. D. Baughman, of Charlotte, for whom he clerked for several years.

Sault Ste. Marie—M. S. Hotton has taken a position with Hammond, Standish & Co. About Jan. 10 he will assume the management of the company's business here, while Manager T. F. Follis takes a vacation, and upon the latter's return Mr. Hotton will go on the road.

Alpena—The Retail Clerks' Association has elected F. D. White, President and Wm. Wilkes Secretary.

Schoolcraft—Chas. Smith has taken a clerkship in the clothing store of Neely & Dewey.

Shorter Hours and Less Dead-Beats.

From the Muskegon News.

The retail merchants of Muskegon Heights have organized the Muskegon Heights Retail Merchants' Association, with W. R. Konkle as President, E. C. Bramble as Secretary, and W. J. Carl, Walter Musfeldt and E. C. Bramble as a Committee on Resolutions. The object of this organization is to establish the early closing hour and to enforce a safe system of extending credits. Beginning January 1, 1901, the stores will close at 7 o'clock each evening except Wednesday and Saturday, as is the custom with the stores in the city of Muskegon. The organization starts with a membership of seven, but it is expected that several more will soon join.

The Drug Market.

Opium—The market is dull, but the tone is strong.

Morphine—Is unchanged.

Quinine—Is steady.

Salol—Has declined 25c per pound.

American Saffron—Is scarce and has been advanced 2c per pound.

Cocaine—Is in a very firm position. Manufacturers are sold ahead and can not fill orders complete.

Wm. Fisher, general dealer at Scottville, has been thrown into bankruptcy at the instance of two creditors—Wm. Barie Dry Goods Co., of Saginaw, whose claim is \$1,018; Geo. H. Reeder & Co., whose claim is \$500. Hon. Peter Doran, who has filed the petition, alleges that Fisher owes \$13,000 and has less than half that amount of stock in both stores conducted by him.

Failure of the Sherwood-Royston Co.

The Sherwood-Royston Co., manufacturer of straw goods at the D. & M. Junction, has uttered a chattel mortgage on its entire assets to secure thirty-seven creditors and thirty-four foreign creditors, as follows:

Grand Rapids Creditors.

Adjustable Draw Table Co.	\$ 19.50
S. P. Bennett & Co.	4.37
Cappon & Beitsch Leather Co.	85.58
A. L. Davis	2.00
Fuller & Rice Lumber Co.	102.95
Foster, Stevens & Co.	72.71
Gypsum Products Manufacturing Co.	19.50
Gunn Furniture Co.	31.96
Hazelton & Perkins Drug Co.	16.01
A. Himes	279.34
Heystek & Canfield Co.	87.80
A. B. Knowlson	1.75
H. Leonard & Sons	1.76
A. Leitelt Iron Works	34.64
E. A. Munson	.75
Charles McQuewan	434.06
Morse Dry Goods Co.	7.60
West Side Iron Works	.60
Postal Telegraph Co.	2.24
C. O. & A. D. Porter	2.10
H. M. Reynolds & Co.	1.20
Rempis & Gallmeyer	52.66
Snow-Church Co.	1.10
Standard Oil Co.	167.10
W. K. Schmidt	14.76
W. A. Stowe	13.20
Studley & Barclay	7.95
Scofield, Schurmer & Teagle	28.04
P. Steketee & Sons	101.89
Tradesman Company	17.75
U. S. Express Co.	7.35
Valley City Coal Co.	194.94
Voigt, Herpolsheimer & Co.	94.22
Western Union Telegraph Co.	7.31
Weatherly & Pulte	10.87
Cyrus E. Perkins	70,363.56
Old National Bank	1,336.45
Old National Bank Additional contingent liability	3,942.94

Foreign Creditors.

R. H. Comey, Camden, N. J.	\$ 175.14
Eagle Hat Co., Yonkers, N. Y.	1,050.23
American Glue Co., Chicago	716.58
Turner Thread Co., New York	117.60
R. R. Street & Co., Chicago	79.07
Jos. Wild & Co., New York	1,982.17
J. S. Plummer & Co., New York	1,964.16
Dearberg Bros., New York	126.00
H. Delafon & Co., New York	925.24
American Thread Co., Chicago	68.13
Edelhoff & Rinke, New York	2,651.61
Hoffman & Ellrodt, New York	157.40
J. G. Wintjen, New York	25.00
McDonnell-Stout & Co., Philadelphia	116.33
Excelsior Supply Co., Chicago	7.29
John Shaw & Co., Boston	20.61
N. Y. & Boston Dye Co., New York	61.10
Thos. Martin & Son, New York	46.30
Berry Bros., Detroit	48.00
Chas. Townsend, New York	46.19
Mechanical Rubber Co., Chicago	159.15
Schoellkopf & Hanna, Chicago	21.25
Goodman & Loeb, Philadelphia	271.50
Kellar Print Co., New York	1.11
Roessler-Hasslach Co., New York	152.01
Western Strawboard Co., St. Mary's, Ohio	262.50
John Keller & Co., Boston	88.18
Jenkins Bros., Chicago	1.86
F. Thirkeld, Paris, France	55.25
H. F. Penfield, Cleveland	3.50
Owosso Coal Co., Owosso	54.65
A. Butterworth, New York	3.70
Schermerhorn Bros., Chicago	26.78
L. Tannenbaum & Bro., New York	109.72

The Michigan Trust Co. is named as trustee of the mortgage.

The Tradesman is unable to obtain any statement as to the probable value of the assets, but it is expected that Cyrus E. Perkins, who is involved in the failure to the amount of \$70,000, will bid in the property at trustee's sale and continue the business.

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

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—Handlers all over the State complain of small receipts, owing to a belief on the part of the growers that the price will go to \$3 per bu. The Detroit market is strong at \$2.05. Grand Rapids dealers hold handpicked grades at \$2 in carlots and \$2.10 in less quantity.
 Beets—\$1 per bbl.
 Butter—Creamery continues weak and slow sale at 22c. Dairy grades are very plentiful, due to the large amount coming in from country buyers and shippers, who are paying in many cases 18@20c in trade, which is 25 per cent. more than they obtain for the goods on an average in any market.
 Cabbages—60c per doz.
 Carrots—\$1 per bbl.
 Celery—20c per bunch.
 Chestnuts—\$4@4.50 per bu.
 Cider—13c per gal. for sweet.
 Cocoanuts—\$2.75@4.50 per sack.
 Cranberries—Jersey stock commands \$3.25 per bu. and \$0 per bbl.
 Dressed Calves—Choice, 7@8c per lb.
 Eggs—Receipts are almost entirely confined to mixed—some fresh, but more salted and packed stock. Local dealers are able to obtain about 20c for candled goods.
 Game—Belgian hares are coming 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 80c@\$1 per doz.
 Grapes—Cold storage Niagaras command 17@20c per 8 lb. basket; storage Delawares, 25c; storage Concord in 25 lb. crates, \$1.
 Grape Fruit—75c@\$1 per doz; \$6.50 per box.
 Hickory Nuts—\$1.75@2 per bu.
 Honey—Fancy white is scarce, but the demand is slow. Prices range from 15@16c. Amber goes at 14@15c and dark buckwheat is slow sale at 10@12c.
 Lemons—Californians continue steady at \$3.50 for 300s.
 Lettuce—Hot house 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 strong and tending higher at 75@80c. Spanish are slow sale at \$1.50 per crate.
 Oranges—Floridas are in plentiful supply at \$3 for all sizes. Californians range about the same.
 Parsnips—\$1.25 per bbl.
 Pears—Cold storage Kieffers command \$1 per bu.
 Pop Corn—\$1 per bu.
 Potatoes—The market was a little weaker last week, but is stiffening up again this week, with every indication of a higher range of values. Local dealers pay about 35c here and elsewhere throughout the State.
 Poultry—The market is stronger on chickens and ducks. Local dealers pay as follows: Spring turkeys, 10@11c; old, 8@9c; spring chickens, 9@10c; fowls, 7½@8c; spring ducks, 10@11c—old not wanted at any price; spring geese, 8@10c—old not wanted.
 Sweet Potatoes—\$2.50 for Virginias, \$2.25 for Illinois and \$3.50 for Jerseys.
 Squash—2c per lb. for Hubbard.
 Turnips—\$1 per bbl.

The Grain Market.

Wheat has been unusually active the last few days and an advance of 4c a bushel for cash and 5c a bushel for May option can be recorded. The trade begins to realize that the shortage of the last crop was fully as much as estimated. The Government crop report, which made its appearance December 27, made the winter and spring wheat equal 522,000,000 bushels. As last year was also short, it is easy to see why wheat will be in a stronger position.

The week's receipts for Duluth, Minneapolis and Chicago aggregate 1,787 cars, being 1,025 cars less than the previous week and 1,507 cars less than the combined receipts for the same places of one year ago; besides Argentine reports come in with lower estimates. Report also has it that many small elevators on the railroad lines in Minnesota and the Dakotas are being closed because farmers have sold about all they have and many are looking around for seed wheat for their spring sowing. The short element tried hard to depress the market and stem the upward tendency, but with conditions as they are, prices went up and closed strong. Of course, there may be some setbacks, but prices are still low and the trade look for still more of an advance later on.

We have 61,000,000 bushels of wheat in sight, but expect to export from 85,000,000 to 90,000,000 between now and July 1. With only a small amount in first hands we will have a very small amount to carry in the next crop year.

Corn also is a trifle stronger, but not enough to speak of, and the visible made an increase of 1,500,000 bushels. With the present outlook corn is on top. As regards prices, oats remain steady. There was a small decrease of 30,000 bushels, but not enough to affect prices.

Rye showed a little better demand and very slight advance of 1c, or about 49c in carlots.

Flour is very steady, with prices firm. If the wheat advance holds, the market will advance 20c a barrel. Mill-feed is very strong, for reasons stated before. We look for an advance in both bran and middlings.

Receipts of grain during the month of December have been as follows: Wheat, 205 cars; corn, 59 cars; oats, 36 cars; beans, 12 cars; hay, 4 cars; potatoes, 29 cars.

During the week the receipts were 44 cars of wheat, 13 cars of corn, 10 cars of oats, 3 cars of rye, 2 cars of beans and 5 cars of potatoes.

Receipts for the year 1900 were as follows: Wheat, 2,405 cars; corn, 544 cars; oats, 490 cars; rye, 53 cars; flour, 68 cars; beans, 21 cars; barley, 3 cars; malt, 4 cars; hay, 86 cars; straw, 28 cars; potatoes, 117 cars.

Millers are paying 76 cents for wheat.
 C. G. A. Voigt.

Hides, Pelts, Furs, Tallow and Wool.

The hide market remains depressed, with some enquiry. Prices, apparently, have touched bottom. Tanners have balanced the past year's accounts and seem willing to enter on the new with their old vigor. A healthy trade is looked for from now on, without immediate fluctuation of values.

Pelts are still low in value, with a light demand. Prices are held above pullers' views.

Furs are lower and are purchased for export. Prices are based on anticipated January sales in London, which are depressed.

Tallow is in fair demand, but is no higher in value.

Wools remain low, with considerable looking around by manufacturers and hand-to-mouth buying. The demand for large quantities does not materialize, as anticipated. Trade in cloths is fairly good, with small stocks of wool in factories and large supplies among dealers. Evidently wool has touched bottom, while manufacturers are inclined to permit dealers to carry it. Sales are small and the volume is far below the previous year.
 Wm. T. Hess.

The Grocery Market.

Sugars—The raw sugar market is somewhat weaker, sales during the past week having been made at 1-16c concession or 4 5-16c. Refiners are not ready buyers, their ideas as to price being still lower, or 4¼c. The recent scarcity of raw sugar is now relieved and stocks are accumulating. The refined sugar market is quiet and business is light. Prices are unchanged, but have an upward tendency and it is expected an advance will take place within a few days. It is generally believed by the trade that a settlement has virtually been made of the refined sugar war between the Arbuckle Co. and the American Co., but no confirmation of such an arrangement can be obtained.

Canned Goods—Holiday week is always the duller in the year for canned goods and the closing week of the year 1900 has proved no exception. There is a little buying for immediate wants, but that is all. Jobbers are having quite a good demand for tomatoes from the consuming trade and might be induced to buy freely if concessions in price were made as their stocks are not very large. Corn is quiet and demand is light. We do not look for any improvement in the corn market for a while, nor do we think there will be any lower quotations for the best grades. String beans continue unchanged, with light demand. Lima beans are very scarce and prices are firm. Apples are firm, but quiet. The steady demand for peas still continues and stocks of all grades are growing small. In peaches small fruits and cove oysters the demand is not disappointing, because no demand for those articles is seldom, if ever, expected during December out of the ordinary. Now that the holiday rush is over for the raw stock, the cove oyster packers will get an opportunity to accumulate some stocks. The quality of the Chesapeake Bay oysters is exceptionally good this season. We do not believe that there will be any surplus stocks of oysters after the season closes, but rather think there will be an improvement in values before spring. Salmon and sardines are steady, but there is practically no demand for these goods.

Dried Fruits—The market continues quiet and easy, but with quotations for the most part about the same. Trade was of far less volume than ordinarily at this season, although December is always dull. Raisins are unchanged, with light demand. There is a fair demand, however, for seeded raisins. Prunes are in practically no demand at all. Apricots are firm. Peaches are unchanged and quiet. Dates show a slightly easier tendency and Khadrawis are ¼c lower. Currants are easier and prices have declined 1c during the past week. There is a fairly good demand for evaporated apples at full prices, but stocks are practically exhausted.

Rice—There is a good demand for rice at full prices. There is a scarcity of good grades, millers being oversold for fully a month. Low grades of domestic are in small supply and the export enquiry continues good.

Tea—The usual quiet dominated the tea market, the trade making only small purchases in order to meet urgent requirements. Prices remain steady and importers are more confident, anticipating a generally improved market next month.

Molasses and Syrups—The molasses market is firm, with good demand. Buyers show an indisposition to pay ruling

prices, but holders remain firm on account of advices from New Orleans stating that receipts are small and offerings of the better grades light with the crop nearly all in. We look for higher prices with the turn of the year. Dealers have been anticipating very low prices this season, hence they did not buy freely, so that along towards the end of the first week in January they will begin to realize that prices will be no lower and more than likely will be higher. This applies particularly to good grades. There is an exceptionally good demand for corn syrup at full prices, several carloads having been sold the past week.

Nuts—Nuts generally are slow, although there is a very good demand for this time of the year for French and Marbot walnuts. Pecans are very firm, but Brazils and almonds are lower. Peanuts are firm and prices show an advance of ¼c. Experiments made by a great many factories with the new crop have proved very unsatisfactory. The percentage of fancies is much lower than has been known for years, owing to the light weight and general inferiority of this crop.

Pickles—We are advised that, on account of the continued heavy demand for pickles and the prospects of an increased demand after the holidays, prices will be advanced 50c per barrel for all grades.

Green Fruits—Lemons have been more active. No one wants large lots, but there is an increased demand for small orders and full prices are generally obtained. Californians are cleaned up about as rapidly as they arrive. Bananas have declined again, large receipts and poor sales compelling dealers to reduce prices or fail to dispose of the fruit. The receipts of the past few weeks have been very large and quality of a large part of the goods has been very poor, which helps to keep the market down.

An Answer Which Is Not an Answer.

Grand Rapids, Dec. 31.—In answer to questions asked by the Michigan Tradesman in regard to the holiday trade in two Canal street fruit and confectionery stores on Saturday night, Dec. 22, the writer would ask, first, if the Tradesman is sure there is any occasion for the question at all? In its editorial in the issue of Dec. 22 the Tradesman makes certain descriptive comparisons favorable to one store and detrimental to the other, then makes its own estimates of the amount of sales the registers must have shown, which gives one store decidedly the worst of it; but estimates are not always correct and the fact in this case is that the sales in the two stores were nearly equal. The under dog in the editorial was described as having its windows filled with tinsel and gewgaws, also having six girl clerks distributed around the store in pairs and business being a frost. If the Tradesman has an idea that tinsel and gewgaws—which are legitimate holiday decorations—or that young women clerks spoil holiday trade, then it would be interesting to know why business was not a frost in half the stores in town. Window decorations are a matter of taste and Christmas tree ornaments have just as much commercial value as fruit and uncovered candy boxes. The object of window decoration is a question of value to the proprietor. It matters not whether he displays fruit or candy, gewgaws or tinsel, hams or sausages, it is not entirely a matter of approval to passersby. As for the presence of bright-gowned young women clerks, many other proprietors beside the Canal street merchant prefer them to men. Then, too, as the candy merchant who comes in for criticism in the Michigan Tradesman can show that his holiday trade was above the average, the question which presents itself is, What is the object of the editorial in the Michigan Tradesman?
 R.

Butter and Eggs

Observations by a Gotham Egg Man.

The most noticeable feature of the egg market now is the extremely sensitive position of values—liable to change either way according to momentary prospect of supplies. This is a condition natural to the season, and is now particularly marked because prices have previously been forced so high as to curtail consumptive outlets rather more than usual at this season. It has come to be a well known fact that December brings an increase in the production of fresh eggs at the South and Southwest if the weather is at all favorable. Moulting of the older fowls is finished and the spring pullets reach an egg-laying maturity during the first of the winter months. If conditions are favorable for a fairly free fresh production, even in a few of the Southern and Southwestern States, the quantity of refrigerator eggs remaining unsold has little influence upon values, because the productive capacity of such States as Tennessee, Kentucky, Missouri and Kansas is sufficient alone to supply the distributing markets in winter at prices below the general cost of held stock provided the weather is such as to permit a normal production.

Up to this writing the weather in the South and Southwest has not been such as to check the natural increase in production. Eggs have been coming in at primary points in Kansas and Missouri more freely and while interior markets have absorbed part of the increase it has lately been evident that these outlets were not sufficient and that larger lots were available for Eastern consignment. The prospect of larger supplies of fresh goods has caused a marked decline in all Eastern and Central markets and we have now reached that period of rapid and frequent fluctuation in egg values that is incident to a season of great possibilities in both directions.

It is commonly believed that refrigerator eggs are cleaned up better than is often the case at this season, and yet the quantity to be carried over the turn of the year is considerable. New York is down to about 30,000 cases, a large part of which consists of stock received from outside points during the fall and re-stored here. Boston has less than 40,000 cases and Chicago is reliably reported to have about 90,000 to 100,000 cases. There are light stocks in interior New York houses and Pennsylvania storage has been reduced to comparatively small amounts, although some good sized lines are still held there.

The chances of the market may be briefly summarized: If severe winter weather should set in over Southern and Southwestern producing sections, reducing our supply of fresh eggs below current needs, the remaining stock of reserve eggs would soon be absorbed and we might experience very high prices later in the winter. But if present weather conditions should continue a couple of weeks longer there would be a banking up of fresh eggs that would supplement the present refrigerator reserves so much as to prevent any probability of later extreme prices. And in fact there are indications that December production has already been considerable, leaving a good many eggs in the southerly sections in the hands of producers and country store keepers, so that with present reduced outlets, the immediate tendency of values is downward and will continue so until a spec-

ulative point is reached, or until a marked change in weather conditions might reduce the prospects of supplies.

If the present weather conditions in the South and Southwest should continue prices for fresh eggs might be expected to fall to about 21@22c before New Year's at New York; but this would probably stimulate a larger demand, cause some speculative holding, and lead to later recovery in case anything should happen to curtail our supply below present expectations. This decline, if realized, would force refrigerator eggs down to about 17@18c for the better grades, and at those prices operators who have gambling proclivities might feel justified in taking on stock with the possibilities of the winter before them.

But there have been a number of winter seasons when there were fresh eggs enough to supply all wants, particularly after these wants had been curtailed by previous high prices.—N. Y. Produce Review.

Yellow Poultry for England.

From the Massachusetts Ploughman.

The preference for white skinned poultry in England undoubtedly began when their best table fowl were the Dorkings and the Game, and it has been increased by the importation from France of the La Fleche and the Houdans, all of these being white skinned birds. Then also their grain feed has not been corn, but rather wheat and barley, which have not the tendency to impart a yellow tinge to a well fattened fowl that corn has. In this country the conditions have been exactly opposite. We learned to know that yellow skin indicates a corn fed bird, that would be better than one which was not fat and therefore was pale or bluish looking. Then, too, the Brahms early became favorites here, to be followed by the Plymouth Rocks and Wyandottes, while the French breeds were found to be not very productive of eggs, and the Leghorns, Black Spanish and other Mediterranean breeds were too small to suit the fancy of most of the poultry buyers. For these reasons we seldom see a well fattened fowl here which has not a yellow skin. To some extent the English have begun to overcome their prejudice against the yellow skins because of their knowledge of the Brahma and our American breeds, and they are now buying much poultry from the United States and Canada, in which the yellow skinned birds predominate, and if we are careful to send only good poultry, we think they can be led to abandon their prejudice as they have against American beef and mutton.

Goldfish Farms in the West.

Indiana boasts of one of the few goldfish farms in the country. It is located in Shelby county and the proprietors are the original propagators of goldfish in the United States. There are two tracts of land, widely separated. One contains ten and the other sixteen acres.

There are now 200,000 goldfish on the two tracts. The breeding ponds are protected from the cold winds by high embankments, this being the only shelter required, as the fish are hardy, except when handled. The small fish are similar to those of any other variety. They have no peculiar marks, being of a silvery gray color. In some instances they do not change color at all. Most of them, however, become very dark, and as they develop they take on the beautiful coloring which makes them valuable.

The fish are hatched on one tract, and as they grow are transferred to the other. They are fed alike, being given toasted bread crumbs two or three times a week. The sun and water do the rest. Shipments of the fish are made to all parts of the country.

Getting at the Facts.

Jaggs—Waggs told me the other day that I was full of dry wit.

Naggs—Waggs was evidently kidding you. I never saw you full of anything that wasn't wet.

R. Hirt, Jr.

Wholesale Produce Merchant

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

34 and 36 Market Street.

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

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

We want

BEANS

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

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

WHOLESALE

OYSTERS

In can or bulk. Your orders wanted.

F. J. DETTENTHALER, Grand Rapids, Mich.

BEANS===BEANS

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

MOSELEY BROS.

Jobbers of Fruits, Seeds, Beans and Potatoes

26, 28, 30, 32 Ottawa Street

Grand Rapids, Michigan

BEANS

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

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

W. C. REA

28 YEARS' EXPERIENCE

A. J. WITZIG

REA & WITZIG COMMISSION MERCHANTS

In Butter, Eggs, Poultry and Beans

180 PERRY STREET, BUFFALO, N. Y.

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

IMMEDIATE RETURNS

We Are Direct Carload Receivers

of California and Florida ORANGES and jobbers of the best of everything in seasonable fruits, nuts, figs, dates, etc., for holiday trade. Your mail orders will receive careful attention.

Wanted—Beans, Onions, Apples, Potatoes, Honey. Write us what you have to offer.

Vinkemulder Company,

14 Ottawa St., Grand Rapids, Mich.

The Grand Rapids Paper Box Co.

Manufacture

Solid Boxes for Shoes, Gloves, Shirts and Caps, Pigeon Hole Files for Desks, plain and fancy Candy Boxes, and Shelf Boxes of every description. We also make Folding Boxes for Patent Medicine, Cigar Clippings, Powders, etc., etc. Gold and Silver Leaf work and Special Die Cutting done to suit. Write for prices. Work guaranteed.

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich.

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Dec. 28.—This is a week which every year is flat, stale and unprofitable. One can walk through the markets and find only stocktaking going on. Out-of-town buyers seem generally to be at home for the time being and everything is simply waiting for the new year to put in an appearance.

The coffee trade shows continued weakness. Cables from Europe have not been very encouraging and, with huge receipts a matter of daily report at primary points, the prospects are good for low coffee right along. The net imports of coffee into the United States for the year ending June 30 aggregated 749,792,471 pounds, valued at \$48,776,176. In 1899 the imports were 801,756,868 pounds, valued at \$52,370,184. In September, 1899, an advance in quotations set in and continued until the rate of 8.71 was reached in February this year, after which there was some decline and then another advance to 9.39 in July, since which time reaction has carried the price down 6.87 at present writing. In store and afloat the aggregate amount is 1,184,165 bags, against 1,238,299 bags at the same time last year. Demand has been quiet. Mild sorts continue slow and Good Cucta is worth 9½¢.

No changes have been made in sugar quotations and business is of a slow, hand-to-mouth character. The highest price for granulated during the year was 6.15¢ in September, and the lowest, 5.15¢ in April. Willett & Gray estimate the production of sugar in the world (1900-01) at 9,375,500 tons.

Tea is simply waiting. Of course, no improvement in rates could be reasonably hoped or looked for at this time of year, but dealers seem to be satisfied with the past, and look with confidence to the coming year.

Precious few purchases of rice have been made during the week and for the immediate future the chances are that we shall have about the same level of values. Foreign is firm, but the situation is fairly satisfactory.

The spice market is gaining strength almost every day and this is especially true with pepper, and Singapore is worth 13½¢. Cloves are about unchanged, although the tone is stronger, and the same is true of nutmegs, large sizes of which are quotable at 32¢@32½¢.

The canned goods market is gloomy and peculiar. It has been a tough season for a good many packers and especially those who put up tomatoes, the cost of which was greater than previously, while the selling prices have been such as to show almost no profit whatever. The chances are that canning operations will go on just as actively as ever, however, as the promoter is able to make the farming community erect canneries wherever there is an apple tree. If sales of tomatoes are made today, it seems almost inevitable that concessions must be made, although New Jersey stock is quite generally held at 82½¢@85¢ for full standard and 95¢@1¢ for extras.

Lemons and oranges are steady, although sales of the former are naturally light. Sicily 360s, \$1.80@2.30; 300s, \$1.85@2.75. For California oranges the range is all the way from \$2@3.25. Bananas are quiet and sell from 90¢@1.25 per bunch for firsts.

Dried fruits are quiet and without change to speak of. The holiday rush for fancy goods being over, there is little left to rejoice about, although dealers are seemingly quite content with the situation.

Few molasses orders have been received in the way of new business and the situation is practically without

change. Prices remain stationary. Syrups are in moderate supply and firm, although quotations show no advance.

Best Western creamery is worth 25¢ and the market seems pretty well established on this foundation. Seconds to firsts 20¢@24¢; best imitation creamery, 18½¢@19¢; factory, 12½¢@14½¢; rolls, 14¢@15¢@17¢.

The egg trade is quiet. With less demand and larger supplies, the market is not as firm as last week and quotations are off about 1¢, best Western stock not being quotable at over 24¢. From this the decline is to 19¢@21¢ for common to good; refrigerator, 18¢@20¢.

The demand for cheese is for small lots for current use and the whole situation is quiet and quotations practically without change.

Choice marrow beans, \$2.60; choice pea, \$2.27½ 2.30; choice red kidney, \$2.45. The market is generally quiet.

Meat Business Damaged by a Sermon.
From the Springfield, Republican.

A Superior Court jury awarded Jacob Blackman, of Holyoke, damages to the amount of \$1,000 against Rev. A. N. Sikorski, of the Polish church in Holyoke, in an action brought to recover for injury to the plaintiff's meat business from a sermon preached by the defendant. The defendant did not appear to go on with the case and was defaulted, but the case was given to the jury on the question of the amount of the damages.

The plaintiff's testimony was put in as far as it related to the loss and damage to his business. The plaintiff claimed that he was a retail meat dealer in Holyoke last summer and did considerable business with the Polish people and that the defendant was pastor of the Polish church, which was largely attended by his customers. He further claimed that certain words spoken in a sermon by the defendant one Sunday in July resulted in a great falling off in trade and finally the abandonment of his business. He testified that on Mondays before the sermon was preached he would have as many as 100 customers, but the Monday following it he had only fifteen. The following day he had still less custom and the third day his store was attacked, eggs were thrown at his customers, his clerk was frightened away and he was forced to close his store. He placed the amount he had made from sales previous to the difficulty at about \$40 a week.

California Lemons Seem to be the Best.

Until recently the report has often been received from the East that California lemons are not commanding so high a price in the great markets of that section as are the Sicily lemons, because of the superior quality of the imported fruit. That such superiority does not now exist is plainly shown by a statement of analysis of the fruit from both regions, based on a comparative analysis made by a New York fruit house. The analysis proved that in the lemons from the Mediterranean there were not only a greater number of seeds, but they were of greater weight than those from the California fruit. The California lemon also contained less rind and pulp and more juice (the valuable part) than did the Sicily lemons.

Difference in Robbers.

Wunn—You see, to keep the house from getting robbed while I was out, I tried the plan of leaving the gas on at full force.

Tuther—And did it keep you from getting robbed?

Wunn—I thought it had until the bill came in.

Time is money, and many people pay their debts with it.

Minnesota Butchers Want Unpreserved Sausage.

Retail butchers in Minneapolis and St. Paul are considering the question of introducing a bill at the coming session of the Legislature prohibiting the sale in the State of Minnesota of all sausage which contains Preservative, formaldehyde or preservatives of any kind injurious to the public health. In other words, this bill will have for its object the prevention of the sale of "embalmed" sausage, of which it is claimed there is now large quantities on the market, and which it is stated is unfit to be taken into the stomach. The preservatives are used for the purpose of maintaining the keeping qualities of the sausage, and are found more freely in pork sausage than in other kinds, although bologna, wienerwurst and all sausages contain more or less of it, especially those sausages that are shipped in from outside of the State and which are not sold immediately upon arrival.

The Good Opportunity in Yourself.

Thousands of young people in this country are hunting for good chances, and seem to think they have very little to do with the good opportunity themselves except to discover it. But, no matter where you go, young man or young woman, no matter who your ancestors were, what school or college you have attended, or who helps you, your best opportunity is in yourself. The help you get from others is sometimes outside of you, while it is what you are, and what you do yourself, that counts.

A habit of depending on self, a determination to find one's resources within oneself, and not without, develops strength. Crutches were intended for cripples, not for able-bodied young people; and whoever attempts to go through life on mental crutches will not go very far, and will never be very successful. —O. S. Marden in Success.

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.

We make a specialty of

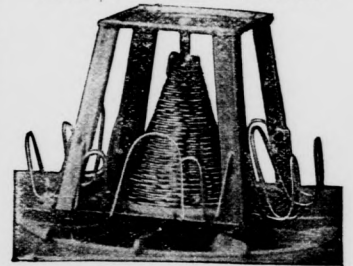
Pure Rye Flour

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

Olsen & Youngquist, Whitehall, Mich.

JIM'S TOASTER

TOASTS BREAD ON A
GAS OR GASOLINE STOVE



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

HARKINS & WILLIS, Manufacturers
ANN ARBOR, MICH.

If You Ship Poultry

Try the Leading Produce House on the Eastern Market.

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

Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

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

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

We can use your
SMALL SHIP-
MENTS as well
as the larger ones.

L. O. SNEDECOR Egg Receiver

36 Harrison Street, New York

REFERENCE:—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

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



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, - - JANUARY 2, 1901.

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. 26, 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-ninth day of December, 1900.

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

A NEW DEAL.

There is always more or less sentiment centering about the New Year. Every level of life is affected by it and the sentiment finds every form of expression. The gamester's thought is the prevailing one and, at the beginning of the New Year, everybody calls lustily for "a new deal." Mistakes are frankly admitted, there are earnest discussions as to what would have happened "if the other play had been made," but now that is all over and, with "hope smiling exultant in every heart," there is a new deck called for and a new deal and the new game begins.

The figure is a general one because by many—perhaps by most—life is looked upon as a game of chance. "A man can't win unless he has the cards;" "there is little interest where the trumps and the leading cards are all on one side;" "A hand made up of deuces and threes and four spots isn't a winner," are expressions common in the everyday concerns of life and, aside from the fact expressed, are full of the hopelessness which the holders of such hands are sure to have. Now and then the wail is changed into a clarion and, when the holder of the worthless cards proclaims that the game consists in playing a poor hand well, there is the man who will rise from the card table satisfied, from the simple fact that he has made the most of the cards that have come into his hand and has played them for all they were worth.

To the luck-trusters in the game of life the new year and the new century is only a time for another shuffle and another deal. Chance governs the whole thing. There is a throwing down of high cards and a taking in of tricks and a joyful going home as a prize-winner, with the enjoyment that follows, with never a thought that only

dummies play that kind of game and that that kind of playing—if it can be called playing—is sure to end in disaster. So during the new deal the period, to them, is one of expectancy, never of reflection, and the chance that governs the tossing of the cards dictates the play that follows. It is all a matter of flip-up. Luck and living are synonyms and he who worries or troubles himself about either has only one or both for his pains. "A handful of trumps or leading cards, that the game may play itself, and not a wail will be heard from me." Truly the man who liveth as the fool liveth will die as the fool dieth.

With most men who pick up the cards of the new century deal there will be something more than a hasty arrangement of them—even to games there is a serious side. There have been mistakes made in last year's hands. Unexpected results have come from certain well-planned plays. A trump lead that was depended on to weaken the opponent's hand strengthened it—the play was a blunder—and the odd trick was counted on the wrong side. It might have been worse, but—and there's the pity of it—it should have been better. From failure, however, future success may come and last year's mistakes may be made the basis of this year's prosperity.

To the business man the new deal is an important circumstance, and, whether the last hand was for or against him, he turns his counter to the starting point with much serious conjecture. He goes back over the year's work—it takes but little to make play the hardest kind of work—carefully and painfully. It is a practical study of cause and far-reaching effect and he sees in retrospect what could not be seen close at hand. Success and failure, repeated again and again, are found upon every page of his ledger and finally, with conclusions reached, he settles down into his chair and, with cards arranged, deals or leads or waits for his play. If last year shows him to have been indifferent and lazy; if recklessness and a consequent indifference to details lessened his gains and increased his losses; if misplaced confidence taught him sharply a much needed lesson; if over-work and needless worry undermined his health; if in numberless ways he was weak where he should have been strong, harsh when kindness was called for, yielding when he should have been firm and dilatory when he should have been prompt, the game, begun when the New Year began, will see none of these errors repeated and the result, even if counted on the other side, will prove that, although a losing game, it was played from start to finish with the one idea of playing a bad hand well.

The Tradesman has but a single hope for its readers: May the New Year's deal be an agreeable one to them. May they, with the cards they hold, make the game well worth the playing; and, when it is over and the results are summed up, may they, satisfied that they have done their best, "lie down to pleasant dreams."

There is no law prohibiting the importation of dukes to this country. The law is to keep away useful people sought to be brought over under contract to work.

Perhaps as many people destroy themselves by eating too much as by drinking too much; but there are no laws prohibiting gluttony.

COMING OF THE TRAVELER.

It was a goodly company of goodly men that gladdened the streets of Grand Rapids last week. They had come from all points of the compass, bringing with them "tidings of great joy" as a part of their stock in trade and, cheering by their very presence the hands that eagerly welcomed them, they strengthened the belief, as they always do, that here is a class of men which, take them all in all, have done and are doing their full share, not only in keeping this country abreast of the times, but in making it a leader in all that is best in whatever pertains to National excellence and honor.

The Tradesman has never been reluctant in expressing its great confidence in the business man. As surely as the dollar is the rudder that controls the course, and so the destiny of the Nation, just so surely the hand that holds that rudder is the one that keeps the National keel in prosperous waters upon a prosperous voyage. There will be storms, there will be tempests, but that helmsman who can keep his course although the skies are hid and, out-riding the wind and the wave, comes into port at last with sails rent, perhaps, but with flying colors, will be the financier, and that financier is the shrewd, far-seeing business man.

The man with the grip is America condensed and intensified. He asks no odds and gives none. Other things being equal, he would be glad to be given a chance, but, if other things are not equal, he is fit for the emergency and proceeds to secure the main chance unappalled by circumstances. These he looks upon as pawns and places them where they will do him the most good. He arranges his territory and, with his chessmen in position, the commercial game begins. It is a noticeable feature that the traveling man's game is always an aggressive one! Early in the game he castles his king and, just as early, his men are where they hold controlling places and where they can be depended upon for the greatest efficiency. Then the game begins, and it often happens that, without the loss of a man, he calls out "checkmate" and the next train takes him out of town with a rousing order upon his book.

The high place which the traveling man holds in the community and the prosperity which attends him wherever he goes have taxed his admirers for a term that will best express him. They who have followed him into the wilds at home or abroad and noted how the wild life has been tamed by his coming call him "the advance guard of trade." He is "the morning star of civilization" and so is to the commercial world what John Wyclif was to the Reformation. To those in the byways and lanes of traffic, to whom his coming is a "never-ending joy," he is "a missionary." One community looks upon him as "the courier of civilization," another pronounces him the "distributor of intelligence" and an enthusiastic disciple of trade proclaims him "the schoolmaster of commercial lore," and does not hesitate to declare that here, as in other fields where unquestioned success has been attained, the degree of Doctor of Commerce—D. C.—should be awarded as a fitting recognition to those who can justly claim the honor.

It would be a pleasure to consider at length how apt these figures are in expressing the appreciation which belongs to the traveling man. Not a term is mentioned which does not teem with

illustrations. How China and South Africa and the far-off isles of the sea strengthen "the advance guard of trade" idea, and how the wilderness of the hardly habitable places of the earth confirms the missionary thought. They are all apt; they are all true to the letter: and Grand Rapids thought of these things when this hearty, earnest army of workers was brightening her streets. It did the city good to see them within her borders and, with a heartiness she does not wish to conceal, she bids them good bye and just as heartily hopes they will come again.

THE POWER OF THE PULPIT.

One of the subjects much discussed in public speeches and magazine articles these days is the relative and comparative power of the pulpit. A good many writers and speakers are prone to say that it is not what it used to be, and then they discourse at length upon the fact that fewer men attend church than was formerly the rule, which is equivalent to saying that the women are without influence and importance in the scheme of the world's salvation. Among those who recently declared themselves along this line is Rev. George A. Mitchell, a Presbyterian preacher of Chicago, who said at a minister's meeting in that city the other day: "The pulpit power is not on the decline, although the power of the pulpit is growing weaker." His meaning was that, intellectually considered, the pulpit is as strong as ever, but that it does not exercise its former influence over the people who occupy the pews. Looked at in one way he is right, and in another the statement at least affords occasion for debate.

There can be no gainsaying the proposition that the average preacher to-day is a far abler man in every sense than his predecessor in the middle of the century. He is better educated, better trained in the widest sense, better informed for his special work and not less zealous or earnest. It is true the clergyman occupies a somewhat different position than formerly. In the old time what the minister said was law, accepted as such and never disputed. Nowadays the minister must be able to present some good argument and reason for any position he advocates. Very much the same state of affairs exists with reference to the newspapers. Half a century ago there were few great newspapers in the country and what they said about public questions was looked upon as settling them among their subscribers. The readers believed what the papers said and were not sure of their attitude on any matter until they had consulted their daily or weekly journal. Nowadays there are more and better newspapers much more widely read, but the people think for themselves and act more independently. Yet nobody would undertake to say that the newspaper of to-day is less influential in the best sense than it was fifty years ago. Ability and power are as much recognized now as ever and are as influential. It follows then that, if the pulpit is abler, it must be more influential. It is less a dictator and more a guide. It has to give better reasons for its faith, but a good reason has wide acceptance. There is no occasion to worry very much about the decline of the pulpit. There are more pulpits now than ever before in this country, and they are filled by better men.

Worrying about your own affairs does but little except worrying other people.

TWELFTH CONVENTION.

Annual Meeting of Michigan Knights of the Grip.

The twelfth annual convention of the Michigan Knights of the Grip was called to order in the assembly hall of the Military Club at 3 o'clock Thursday, Dec. 27, President Schreiber presiding.

John M. Fitch, who has served the organization in the capacity of chaplain for the past ten years, addressed the meeting at some length, congratulating the members on the growth of the organization and expressing the regret that many members who have taken part in previous conventions are not now in the ranks. He closed his talk with prayer, ending with the Lord's Prayer, in which all present joined.

Mayor Perry was then called upon to deliver the address of welcome, which he did in an excellent manner, assuring the members that if any of them wished to visit any of the city institutions after the work of the day was over, he would see that proper escorts were provided to the city hall, school houses, engine houses and police headquarters. He announced that, anticipating the convention, he had caused to be drafted a number of amendments to the city ordinances, which he declared he had put into immediate effect on the assembling of the convention, as follows:

Hear ye! Hear ye! Hear ye!
The Michigan Knights of the Grip are coming to town and for this reason additional laws and ordinances will be in force during their sojourn with us. The judges of our courts, the sheriff force and the police officials will therefore govern themselves accordingly and see that the following are strictly enforced:

1. Hotelkeepers, innkeepers, etc., will be expected during the remainder of the nineteenth century to close their respective places at sundown and to remain closed until sunrise. All landlords will govern themselves accordingly.

2. Owners of livery stables, or people who keep public conveyances for hire, will revise their rules governing the rates of fare and will be expected to pay to each and every passenger using said conveyance (rubber tire hacks included) the sum of 50 cents for each and every hour said conveyance is in service. This is to apply to Knights and their ladies only.

3. The cigar store Indians will be removed from in front of the respective places of business which they now adorn and will be kept in hiding until the dawn of the twentieth century.

4. The Automobile Club of the Michigan Knights of the Grip is to have the right of way on all sidewalks of our city which are over three feet in width.

5. Our citizens are hereby notified that they are expected—not only expected, but ordered and commanded—to view the parade of the Michigan Knights of the Grip, which is to take place Friday, December 28, 1900, at 11 o'clock. Failure to comply with this order will surely result in the increase of said citizens' taxes.

6. Milk dealers are hereby ordered, under penalty of forfeiture of their licenses, not to sell the Knights of the Grip milk under any circumstances, unless said milk bears the certificate of a reliable chemist, showing it to be free from bacteria. Should bacteria, however, be discovered, it should be removed by the addition of Grand River water. Under no circumstances is any charge to be made for any milk consumed by a visiting Knight.

7. It is hereby ordered that all citizens under 80 years of age refrain from the use of cigarettes during the visit of the Knights.

8. The transfer system of the Street Railway Co. is to be abolished during the remainder of this century, and when Knights of the Grip and their ladies board a car, they are to assume control

of same, and said car will be expected to take them to their destination, without transferring from one car to another.

9. The streets and alleys of our city are to be under the sole and exclusive control of the Michigan Knights of the Grip from this date until January 1, 1901, and permission is hereby granted to said Knights to make such use of our streets and alleys as in their judgment would best subserve their interests and to parade said streets and alleys with bands of music by day and by night.

10. The Michigan Knights of the Grip are hereby invited by the citizens of the Furniture City to hold their next annual convale in this city on such dates as may be designated by their Executive Committee. Failing to comply with this request the railroad companies centered in this city are hereby instructed and ordered to charge every Knight double first-class fare for his return home.

Given under my hand and seal this 27th day of December, 1900.

Geo. R. Perry, Burgomaster.

President Schreiber responded to the address of welcome, asserting that if the hospitality to come was anything like that already shown, the boys might wish to prolong the convention until the end of the year.

The Secretary then called the roll of officers, when A. F. Peake moved that the reading of the minutes of the last meeting be dispensed with, which was adopted.

A telegram was received from C. L. Stevens, of Ypsilanti, regretting his inability to be present at the convention.

The Secretary read the following letter from W. C. Monroe, who is connected with the wholesale sugar house of W. H. Edgar & Son, of Detroit:

There is a matter to which I beg to call your attention as being, in my opinion, something which it might be well to bring up for discussion at the meeting of the Knights, viz., the question of interchangeable mileage in the Upper Peninsula of Michigan and, more particularly, as affecting the D., S. S. & A. Railway. I believe it should be discussed thoroughly and the advantages of such an arrangement to the jobbing houses of the lower part of the State fully set forth. I wish you would take the matter up vigorously and let me know what action, if any, is taken.

N. B. Jones, of Lansing, moved that the letter be referred to the Railway Committee. A. F. Peake moved as an amendment that the matter be laid on the table to be taken up and discussed later. Mr. Peake stated that Michigan jobbing houses are at a tremendous disadvantage in the Upper Peninsula on account of the favoritism shown Milwaukee and Chicago houses. The amendment was adopted.

President Schreiber then announced the following standing committees:

Credentials—Mark S. Brown, Saginaw; Geo. J. Heinzelman, Grand Rapids; F. L. Day, Jackson.

President's Address—John W. Schram, Detroit; J. C. Saunders, Lansing; N. E. Buck, Bay City.

Rules and Order of Business—John A. Hoffman, Kalamazoo; N. B. Jones, Lansing; E. P. Waldron, St. Johns.

Amendments—J. F. Hammell, Lansing; A. E. Smith, Saginaw; Chas. W. Hurd, Flint.

Resolutions—Manley Jones, Grand Rapids; A. F. Peake, Jackson; Chas. Gilkey, Lansing.

Vice-Presidents—Geo. H. Randall, Bay City; M. E. Stockwell, Grand Rapids; M. V. Foley, Saginaw.

President Schreiber then read his annual address as follows:

Another year has rolled by into the limitless ocean of time, another twelvemonth has been added to the age and history of our order. Once again, in the providence of Almighty God, we are gathered together in annual convale, to review the work of the past year; to re-

new acquaintance; to more closely cement the friendships so pleasantly formed on similar occasions in previous years, the renewal of which is always so eagerly anticipated—and successfully realized—by our membership and their families, thus forming one of the most delightful features of our annual gatherings; to enjoy the unstinted hospitality of our Grand Rapids brethren in this far-famed and delightful Second City; and what, to the order, is of paramount importance, to consider the needs, the best interests of it, and to wisely and well legislate for its continued and increased prosperity.

I would indeed be devoid of courtesy and gratitude did I fail primarily to express my deep appreciation and sincere thanks to the Michigan Knights of the Grip for the high honor bestowed upon me at the last annual convention in selecting me as the chief executive of the order for this year. And my appreciation is all the deeper—my gratitude the more pronounced—from the fact that the honor came to me without the slightest solicitation on my part. From the innermost recesses of my heart, I thank you. It has been my constant endeavor, during my administration, to make manifest my appreciation of the confidence reposed in me by discharging the manifold duties of the office in a manner best calculated to advance the interests of the organization. My motto has ever been, "The greatest good for the greatest number." Not only is the position a most honorable one, but one of weighty responsibilities as well. Governed, as we are, by laws of our own making—entirely by laws of honor and equity, of charity and brotherly love, and not amenable to State or Federal laws—makes the responsibility all the greater.

Were it not that during my administration I have been associated with earnest and efficient co-workers, in the persons of our Secretary, Treasurer and Board of Directors, who so courteously and ably seconded the different measures proposed, my task would have been infinitely more difficult. To these, my associates, who so harmoniously and assiduously assisted me during the year, whose courtesy and respect in the fullest measure were ever at my command, I tender my personal sincere thanks. I shall ever look back with pleasure and satisfaction to the time we spent together in the discharge of our official duties, as well as in social intercourse. Never was it marred by even a word or look of acrimony, discourtesy or dissatisfaction. Not only are they deserving of my personal thanks, which are theirs in the fullest measure, but of the unstinted gratitude of the entire organization, the interests of which they safeguarded so wisely and well.

The first meeting of the Board of Directors for the year was held at Lansing on Feb. 3. At this meeting the new officers assumed charge. Subsequent Board meetings were held at Jackson in March; at Bay City in June; at Saginaw in September, and an adjourned meeting at Detroit in November. With but one exception, there was a full attendance at all of the above meetings, which were uniformly characterized by the best of feeling and dominated by a zeal not often found in officers serving without compensation. The work—at times difficult and always exacting—was always performed with alacrity and dispatch. The business proceedings of the various meetings were in every case published in the trade journals of the State; hence each member of the order is more or less conversant with the work accomplished during the year.

It is not my inclination or desire in this address to refer to accurate statistics. That part is ably taken care of in the voluminous annual reports of our efficient Secretary and Treasurer, whose reports, duly approved by the Board of Directors, will be submitted for your approval, in regular order.

In a circular letter, issued early in the year, I took occasion to call the attention of every individual member of our order to the desirability—nay, the necessity—of increasing our membership during the year. At that time I pointed out how deserving our order is of the

patronage of the commercial traveler by citing a few of the many reforms, concessions, advantages and privileges which were brought about by our order in past years; how carefully and systematically the rights and interests of our members are safeguarded by our order; and how, from the standpoint of every member being a stockholder in the order, his efforts in its behalf would lessen his own pro rata expense of carrying on the work for which we are banded together. Many responded to this and to subsequent appeals and the thanks of the order are due these members for their interest and zeal, which enabled us to add so many new names to our membership list and at the same time extend to the new members the right hand of fellowship and make them participants in the advantages and privileges we have worked so hard to attain. There still is much room for expansion and improvement. Could I but imbue every one of you here present today with that spirit, that zeal, worthy of our cause, to go out, as did the Apostles of old, and preach our doctrines, convert those still outside of our fold, how glorious it would be!

Your attendance here manifests your interest in our work. Your presence is proof that you are willing and anxious to labor for the good of the order and, in so doing, work for your own good. Keep it up, boys; broaden and expand this spirit, this zeal; communicate it to every member, to every traveler, then, truly, will we be successful and a great power for good.

If the individual member could realize, as do the members of the Board, how much good his periodical contributions in the form of assessments are doing, he would be more than repaid for the slight financial sacrifice these assessments may entail. And who knows who will be the next to make his final trip?

Twenty-five members—some of whom participated in the deliberations of the last convention a year ago—fail to answer to roll call to-day. They have made their last trip—have joined the great silent majority. Their names and address were as follows:

H. S. Humphrey, Hillsdale.
Chas. Hewes, Flint.
Lee D. Bingham, Detroit.
Geo. L. Crawford, Flint.
William Allshouse, Pontiac.
M. H. Doty, West Unity, Ohio.
Commodore P. Coy, Fort Wayne, Ind.
Job P. Reeder, Grand Rapids.
John A. Gibson, Saginaw.
Henry W. Beesom, Detroit.
John P. Madden, Constantine.
Eben Bingham, Kalamazoo.
W. H. Dodds, Lapeer.
E. K. Burke, Lansing.
C. S. C. Charbeneau, Detroit.
Ruben Goldman, Detroit.
Clarence R. Vane, Chicago, Ill.
John Smyth, Grand Rapids.
J. W. Alexander, Lansing.
M. F. Connine, Plainwell.
J. T. Patten, Detroit.
M. E. Clarke, Charlotte.
S. V. Degraff, Grand Rapids.
Mrs. A. E. Tennant, Adrian.
A. W. Merrell, Lexington.

Verily, my friends, it is a long list. Your sympathy, together with the small contribution, the amount of which none of you seriously missed, has helped to soften the blow—to assuage the grief—of the bereaved families and loved ones of the deceased brothers. How noble a cause! And what satisfaction it is to us—to every member—to realize that should he be the next, the same sympathy and aid will be extended to his loved ones. This thought alone should amply recompense us for all our sacrifices. You have the assurance that your claim will be as speedily adjusted as were those of the twenty-five who have gone hence during this year.

We are proud, brothers, of the record of the past year. And while the mortality in our ranks has been abnormally large—so large, in fact, as to necessitate a fourth assessment (not larger correspondingly than that of kindred organizations)—we have met every claim and to-day there is not one of which proofs of death are at hand not ordered

paid. We stand before the world to-day in a most enviable position, having successfully passed through the hardest, the most disastrous year, in point of number of deaths, in the history of our order.

That the members of this order stand to-day more closely united than at any previous time in its history is another reason for congratulation. This was made manifest by the noble and generous response to my letter of appeal, under date of July 31, in behalf of one of our members in distress. Upwards of \$330 was contributed by our members and remitted by Secretary Stitt to the needy sufferer. She has since been released from all worldly pain and has gone to her reward. I am sure her gratitude to our order was both deep and sincere, for we were the means by which her last days were made comfortable, for we relieved her from a mental anguish perhaps keener than any physical suffering. The many sincere letters of commendation received from our members in connection with this appeal are to me proof positive that ties much stronger and holier than those of sordid self-gain bind us together. The noble sentiments so generously expressed by these members will ever be highly treasured in memory's storehouse and I shall ever hold in grateful remembrance these kind words of approval and encouragement; for they demonstrated the large heart of our order and the justice of the appeal.

Perhaps one of the most important features of the past year was the withdrawal of the L. S. & M. S. R. R. from the Northern Interchangeable Mileage Bureau and the consequent threatened disruption of the Northern Bureau, the institution of which has cost our organization so much time and labor. Early in the matter, when such a withdrawal of the L. S. & M. S. was first rumored, I took up the matter with our most efficient Railroad Committee, under the able chairmanship of the gentleman who made the Northern mileage book a possibility—I refer to Brother Ed. P. Waldron. In his report, to be submitted to you at the proper time, he will no doubt give you a full and succinct history of the controversy in all of its various stages. Through our prompt and aggressive action we undoubtedly held intact the present satisfactory Bureau, and the chances are good for the present, Northern Interchangeable Mileage Book being made operative over a widely increased territory. We succeeded in interesting large bodies of commercial travelers in other states in this mileage question, so important to every employer as well as his travelers; we submitted strong resolutions for adoption to the many councils of United Commercial Travelers, in this and adjoining states—which in most councils were adopted; we brought pressure to bear on organized commercial bodies in the larger cities to take up and champion our cause; in fact, no labor was too much—no road too long—and no stone too heavy—in our efforts to maintain what we claim as our just and unassailable rights; we have the hope—almost assurance—that our efforts will not go unrewarded. Thus are safeguarded the interests of all travelers—whether members of this organization or otherwise—and at a minimum cost to the individual members.

There was little work for the others of our standing committees. What has been done will be fully shown by the reports of each committee, the chairman of each having been requested to submit a written report, as also have the vice-presidents for the various districts.

The recommendation of my predecessor in office, regarding the establishment of a reserve fund, I heartily endorse, although thus far I have not been able to formulate any feasible plan toward such action. I would recommend, however, that this convention appoint a special committee of five to take up the matter during the year and report their findings to the next annual convention. That a reserve fund would be most beneficial and would add financial strength to the order can not be gainsaid, but how best to bring about the establish-

ment of such a fund without materially increasing the per capita cost is a knotty problem and one which should be deliberately and exhaustively considered.

The only amendment submitted—regarding change of time for holding the annual meeting from the winter to the summer months—should receive your earnest consideration. If a summer convention will add interest—and members—let us have it by all means.

And now, my friends, we will submit our doings of the past year to your careful scrutiny. We have endeavored to manage the business of your organization on business principles, such as we would apply in the management of our own individual business. We have been careful and conservative. In all matters we have acted with a view to best uphold the interests of the order and its members. We trust that our action may meet your approval, as it meets the approval of our own conscience—the consciousness of having done our duty as we saw it.

In relinquishing the trust you honored me with a year ago, I do so with sincere gratitude to all for the many courtesies you have shown me in every direction during my incumbency of the executive chair, at the same time promising that my retirement from the chair will not in the least abate my interest in the order. My heart and hands shall ever be occupied in furthering the interests of the order I have learned to love and at each recurring annual meeting I will look forward to a renewal and strengthening of our friendship.

Secretary Stitt then presented his annual report as follows:

Members in good standing Dec. 26, 1899, 1,401; new members admitted during the year, 121; members re-instated, 25; total, 1,547.

Members died during the year, 25; members resigned, 8; delinquents dropped, 90; total, 123.

Active membership to-day, 1,426; honorary membership, 174; total membership, 1,600.

Dues and amounts have been paid as follows: Annual dues, 1900, 1,588; assessment No. 1, 1,309; No. 2, 1,309; No. 3, 1,304; No. 5, 536; annual dues 1901, 594.

The general funds received were \$1,616; death fund, \$10,434; deposit fund, \$72.

The expenditures have been \$2,031.47 in the general fund and \$12,500 in the death fund.

There have been twenty-five deaths during the year, four since Nov. 17.

The receipts of the Tennant fund were \$330.90, and the disbursements \$248.90, leaving a balance on hand of \$82.24.

The Secretary thanked the President and Board of Directors for the courtesy and co-operation shown him during the year.

Treasurer Gould read his annual report, as follows:

General fund: Receipts, \$2,583.67; disbursements, \$2,080.94; balance on hand, \$502.73.

Death fund: Receipts, \$11,111.59; disbursements, \$10,521.80; balance on hand, \$589.79.

Deposit fund: Receipts, \$287; disbursements, \$265; balance on hand, \$22. Total amount on hand, \$1,114.52.

Chas. Smith, chairman of the Board of Directors, reported that the Board had carefully investigated the reports of the Secretary and Treasurer and had approved them as correct.

E. P. Waldron moved that the report of the Board of Directors be adopted, which prevailed.

E. P. Waldron then presented the report of the Railway Committee, as follows:

The Railroad Committee, of which I have the distinguished honor of being chairman, begs leave to make its report, by reviewing, in as brief a manner as possible, its work during the past year. The first half of the year nothing transpired out of the usual; everything seemed

to point toward general satisfaction, the commercial travelers of Michigan feeling that they had received at the hands of the railroads one of the most satisfactory interchangeable mileage books used in the United States. On the other hand, the railroads were congratulating themselves and were repeatedly saying that the complaints arising from the Michigan commercial travelers had been reduced to a minimum since the Northern book was put on sale, showing conclusively that the Michigan Knight of the Grip knows what he wants and is not satisfied until he gets it, and after he has received the same evidently knows how to appreciate the favor.

Everything, as said before, went along smoothly until during the month of July, when it came to the attention of this Committee that the Lake Shore & Michigan Southern Railway had decided to cast its lot with the Central Passenger Association, and the committee at once set itself in motion to investigate the facts and causes, and to recommend such action as its judgment dictated was necessary in the premises.

(Here followed the reading of a large amount of correspondence—much of it of a confidential character—which the Tradesman deems it wise to refrain from reproducing.)

I wish to refer in this connection to the able and efficient assistance that was rendered the Committee by our mutual friend, E. A. Stowe, of the Michigan Tradesman, who generously contributed its valuable columns to the work that was before the Committee and was in accord with the Committee from start to finish, and I wish to personally thank the Tradesman for its attitude.

I am satisfied that Mr. Smith personally is doing and will do all he possibly can to assist in bringing about a change in the use of the Central Passenger interchangeable mileage ticket to be used as is the Northern mileage ticket, being good on the trains, and check baggage to destination, and he will probably be placed upon the Ticket Committee of the Central Passenger Association, and the time is now ripe for the commercial travelers of Illinois, Indiana and Ohio to bring about that important change in their ticket. And there has been a concerted action on the part of the organizations of those States to make the effort, and I have some correspondence to read along that line that will show you what is being done at the present, and what will be done in the near future.

The report was accepted and placed on file and, on motion of John M. Fitch, a special vote of thanks was tendered Mr. Waldron for his efforts in behalf of the organization.

M. S. Brown moved that the chairman of the Railway Committee be constituted a delegate to attend the proposed meeting of representatives of traveling men's associations and railways in Chicago, whenever same may be called, the expenses of attending the meeting to be paid by the Association. Adopted.

J. F. Hammell, chairman of the Committee on Relief, then presented the following report:

We have not been fortunate in doing much in the way of furnishing employment for our brothers during the past year. While there have been a great number of applications for positions from members out of employment, there have been no applications for salesmen from parties who had anything better than a commission job to offer. Said positions were investigated by some of our members and found not to be worth a trial.

There has been but one application made to your Committee for relief, and you are all familiar with the circumstances. The member was sick and in destitute circumstances and, as the Committee had no money at its disposal, we recommended to the State officers that they take some steps to relieve said member and, as you are all aware, the President and Secretary called on the members for volunteer subscrip-

tions, which met with a very generous response, \$330.90 having been received. The Secretary furnished aid to the amount of \$201.50 up to the time of the death of the member. The expense of collecting said money, postage, printing, etc., amounted to \$47.16, which leaves a balance of \$82.24, which we recommend should be placed to the credit of a relief fund, to be held by the Secretary.

Your Committee would also recommend that the Secretary be made chairman of the Committee on Employment and Relief, for the following reasons: He is the only person who is familiar with the standing of the members of the organization, having the membership book for reference. A person may write to the chairman of the Committee for a position. The only means the chairman has for finding out whether he is a member in good standing or not is by corresponding with the Secretary and in our judgment the member might better correspond directly with the Secretary himself. For these reasons we hope the convention will request the President to carry out these recommendations in appointing this Committee.

On motion of A. F. Peake, the report was accepted and adopted.

The convention then adjourned until Friday morning.

Friday Morning.

After calling the convention to order at 10 a. m., an invocation was offered by Chaplain Fitch.

A letter was read from John R. Wood, of Detroit, advocating the proposed change in the time of holding the annual convention.

John C. Saunders moved that the communication be referred to the Committee on Amendments, which was adopted.

Reports from Vice-Presidents was then called for and four responses were received. On motion of A. F. Peake, the reports were accepted and placed on file.

L. J. Koster, chairman of the Bus and Baggage Committee, reported that he had received no complaint from the members during the year and had, therefore, nothing tangible to report.

M. S. Brown, chairman of the Committee on Credentials, recommended that those members who had paid assessment No. 3 or No. 4 of 1900 or the annual dues for 1901 be entitled to a voice and vote in the convention. Adopted.

John W. Schram, chairman of the Committee on President's address, presented the following report, which was accepted and placed on file:

Your Committee, to whom was referred the President's address, failed to be able to go much further into the affairs of the Association than this address has carried us.

We wish to heartily congratulate the President on his record during the year and the strong financial showing of the Association in consideration of the number of death claims. We also endorse the recommendation that this convention appoint a special committee of five to take up the matter during the year and report their findings to the next annual convention, with reference to the creating of a reserve fund, which would be most beneficial and add financial strength to the order.

Further, it must be a source of satisfaction to the President and Board of Directors, as it is to the Association, that such perfect harmony has prevailed during the year.

The long list of brothers who have passed away should admonish us of the duty we owe to those dependent upon us to be sure that our standing in our organization is perfect. We congratulate the Association on having a President who has so ably and satisfactorily rendered his support and discharged his duties during the year so faithfully and we recommend that the same be referred to your worthy Secretary for filing.

John A. Hoffman, chairman of the Committee on Rules and Order of Business, presented a working schedule, which was adopted.

J. F. Hammell, chairman of the Committee on Amendments, reported adversely on the proposed amendment to the constitution, changing the date of holding the convention from December to July.

Leo A. Caro opposed the report of the Committee, stating that the number present at this meeting is sufficient proof that something ought to be done to secure a larger attendance. The week after July 4 is just as dull as the last week in December. In the event of a change, smaller cities could undertake the entertainment of the convention during the summer season. As the matter was an important one and the time at the disposal of the convention was short, he moved as an amendment that the motion be laid on the table until the afternoon session, which was adopted.

A. F. Peake presented the following report of the Committee on Resolutions, which was adopted:

Resolved—That we, the Michigan Knights of the Grip, in convention assembled do hereby extend to the widows and orphans of our deceased brothers who have been called to that unknown world our heartfelt sympathy and condolence and that we feel it our duty as an organization to aid and assist them in whatever way possible.

Resolved—That we extend our congratulations to the members of Post E, their wives, the traveling men, business firms and the city of Grand Rapids for their generous hospitality and the successful entertainment of the members and their wives of this organization in this, our twelfth annual convention; and to the Mayor, Council and city of Grand Rapids, the visiting members of this Association feel grateful and return thanks for the unusual protection which has been extended to the visiting Knights in the proclamation issued.

Resolved—That we extend to our esteemed brother, Charles Ballard, a charter member of this organization, our sympathy and condolence in his affliction of the last two years, on account of his inability to continue his work as commercial traveler.

Resolved—That we recognize, in the employer of Mr. Ballard—Mr. Stephen A. Sears, Manager of the National Biscuit Co., of Grand Rapids—a man whose acts of charity are to be commended, in that he has continued to Mr. Ballard a monthly allowance from the day he was stricken, thereby showing his appreciation of the faithful service of an employee.

Resolved—That we, the Michigan Knights of the Grip, in convention assembled, do commend and recognize this in Mr. Stephen A. Sears as an unusual act of charity and, in recognition of this act, do hereby create him an honorary member of this organization, exempting him from the payment of dues; and the Secretary is hereby instructed to issue to him an honorary life membership certificate.

The meeting then adjourned until afternoon.

Afternoon Session.

The first matter taken up for discussion was the letter of Mr. Monroe, of Detroit, relative to the necessity of some action being taken to improve transportation conditions in the Upper Peninsula. The matter was discussed at some length, culminating in the adoption of a resolution, offered by A. F. Peake, that the Railway Committee be requested to take the matter up with both the east and west lines, requesting that they issue a mileage book good over both roads, and that, if the Committee is unable to accomplish any-

thing by amicable means, it refer the matter to the Legislative Committee, which is given full power to act in the matter.

L. M. Mills read a communication from the Furniture City Band, tendering the members of the Knights of the Grip honorary membership in the Band. The communication was accepted and placed on file and a vote of thanks was extended the Band for the very generous offer.

J. F. Hammell invited the Association to hold the next meeting in Lansing. He stated that the Common Council would not enact any new ordinances, but would repeal any old ordinances which might interfere with the pleasure of the occasion.

A. F. Peake moved that the convention instruct the Board of Directors to locate the 1901 convention at Lansing, which was adopted.

L. J. Koster suggested that the incoming Governor be requested to have a speech which he can deliver offhand, instead of the canned speech presented by Governor Pingree on the occasion of the last meeting at Lansing.

Chaplain Fitch, being obliged to leave for home, addressed the convention briefly.

A. F. Peake moved that the matter of reserve fund be taken up for discussion.

Leo A. Caro objected to a discussion of the matter on the ground that it would require too much time, and the objection prevented the matter being brought before the meeting, because it would require unanimous consent.

L. J. Koster moved that the matter be referred to five members of the Board of Directors, with instructions to investigate the subject thoroughly and formulate a report thereon to be presented at the next meeting. Adopted.

A member asked if there were no lady members in the organization. Secretary Stitt stated that there was one member of the female persuasion, but that the "present administration" was decidedly adverse to the admission of additional ladies to the organization.

L. M. Mills stated that, in the early days of the organization, the admission of women salesmen was discussed very fully and that those who were members of the organization at that time were loyal enough to the ladies to admit them on an even basis, which remark was greeted with applause.

The election of officers being next in order, O. C. Gould moved that two sets of tellers be appointed, which was adopted, and the chairman appointed as tellers A. F. Peake, John Temink, Mark Brown and Fred Walther.

J. F. Hammell moved that nominations for President be made, whereupon Manley Jones, in a somewhat prolonged and more or less eloquent speech, presented the qualifications of Geo. F. Owen for President. The nomination was seconded by Mr. Dockery, of Eaton Rapids, L. K. Koster, of Grand Haven, and D. B. Palmer, of St. Johns. Chas. McNulty, of Jackson, moved that, as there were no other candidates, the tellers cast the unanimous vote of the convention for Mr. Owen, which was done, and the chairman so announced the result. Manley Jones, E. A. Stowe and Leo A. Caro were appointed to wait upon Mr. Owen and bring him before the convention.

On motion of L. M. Mills, the rules were suspended, and A. W. Stitt was re-elected Secretary by acclamation.

Three candidates were nominated for Treasurer—L. J. Koster, of Grand

Haven; John W. Schram, of Detroit, and Charles W. Hurd, of Flint. Mr. Schram was elected on the third ballot, receiving 65 of the 116 votes cast, whereupon Mr. Koster moved that the election of Mr. Schram be made unanimous.

Brief speeches were then made by Geo. F. Owen, A. W. Stitt and John W. Schram, the latter promising that he would get rid of the disgruntled element in Detroit and come to the next convention with a set of new faces.

Election of directors resulted in the selection of Charles W. Hurd, Flint, L. J. Koster, Grand Haven, and Geo. H. Randall, West Bay City.

Election of Vice-Presidents for the various congressional districts resulted as follows:

1. J. E. Lohead, Detroit.
2. M. J. Moore, Jackson.
3. E. F. Zander, Kalamazoo.
4. Calvin S. Gray, Benton Harbor.
5. A. A. Weeks, Grand Rapids.
6. Chas. W. Gilkey, Lansing.
7. John Smith, Port Huron.
8. A. A. Smith, Saginaw.
9. Mathew H. Steiner, Muskegon.
10. Will H. Hay, Bay City.
11. Joseph Zimmerman, Traverse City.
12. H. E. Phillips, Calumet.

President Schreiber announced that the Board of Directors would hold a meeting at Lansing on January 19, to close up the work of last year and map out the work of the year to come.

A rising vote of thanks was tendered the Michigan Tradesman for the space devoted to the Association in the past and for its efforts to present complete reports of the meeting; also to J. F. Hammell, of Lansing, for generous donations of cigars.

The meeting then adjourned.

Convention Notes.

John W. Schram was the only Detroit member present at the convention, although Detroit claims to have 3,500 traveling men and over 300 members of the Knights of the Grip. Mr. Schram derived no end of enjoyment from the situation, frequently referring to himself as the "Detroit delegation" and speaking for Detroit whenever the name of the metropolis was mentioned. Under the circumstances, his election to the office of Treasurer is little less than remarkable, being due in no small degree to the enthusiastic support and persistent effort of Chas. McNulty, of Jackson, who left no stone unturned to achieve the result he started out to accomplish. Mr. McNulty says he was actuated solely by a desire to see Mr. Schram succeed because he had been turned down by the gang which has run the Detroit end of the organization for several years—and nearly run it into the ground. Mr. Schram will probably be able to cement the opposing factions—or interest a new set of men in the organization, which will probably be the easier job.

The Tradesman is authorized to state that the report that Manley Demosthenes Jones proposes to retire from the road and open a college of elocution and oratory is premature; also that it is not a fact that Chauncey M. Depew has sent Mr. Jones a pass to New York, so that he may sit at the feet of the Grand Rapids orator and learn his secret process of electrifying his audiences.

The report of the Treasurer was clear and concise—in striking contrast with the jumbled array of figures presented at the Jackson convention by J. L. McCauley about ten years ago. An incompetent or dishonest administration of

any office would not be tolerated by the members at this time.

Geo. F. Owen is up against it hard. When he was Secretary Grand Rapids had over 300 members of the Michigan Knights of the Grip in good standing—now she has only about 60. During the two years he was Secretary he secured over 300 new members himself. In presenting his name to the convention, Manley Jones promised that if he was elected President, he would increase the Grand Rapids membership at least 100 names, which pledge of Mr. Owen is now part and parcel of his administration. Those who know George—and not to know George Owen is to argue yourself unknown—will agree with the statement that if he does not keep the promise made by his champion, it will be the first time he has ever slipped a cog.

In the haste to adjourn at the final session, the convention overlooked the proposed amendment to the constitution, changing the time of meeting from holiday week to midsummer.

She Was Also Wise.

A certain Chicago shoe salesman has for some time contended that feminine taste, at least in the matter of footwear, has changed greatly of late, but he was not prepared for the shock which he received recently.

He had been showing, with true shoe-salesman grandeur and condescension, the precise kinds of boots which the womanly customer had just told him she did not want. When she absolutely refused to consider the long, slender, sharply pointed, two-sizes-too-long-and-one-and-a-half-too-narrow flimsies which he had taken down in place of shorter, broader, rough-and-ready walking boots which she had demanded, he felt that the time had come to take a decisive stand.

"Now, I think those shoes are just the thing for you," he assured her, employing the "clinch" which he usually resorts to when feminine customers prove unruly, "and I really ought to know something about the matter, for I have been selling shoes nearly twenty-five years."

"And I," smiled the customer, who belonged to the "new" order of business-like business women, and who dared, therefore, to be "sassy" even to a shoe salesman, "have been wearing them considerably longer than that."

The shoe salesman was with difficulty saved from a severe fainting fit, and he has felt weak and nervous ever since. He declares that from now on he shall believe in the future of the feminine shoe salesman. Only members of their own sex will be able to cope with the twentieth century business women, in his opinion.

Powerful Yeast.

From the Denver Post.

The veteran editor of the Golden Transcript, who hates a liar as he hates a delinquent subscriber, and who uses only the old reliable George Washington brand of truth in his business, fathers this strange story: "A Larimer county farmer lost a cow in a very queer manner last week. The animal, in rummaging through a summer kitchen, found and swallowed an old umbrella and a cake of yeast. The yeast, fermenting in the poor beast's stomach, raised the umbrella, and she died in great agony."

An Optimist.

The Angel—Don't you think it's a shame for me to go to church every Sunday?

The Brute—Oh, I don't know. You might be doing something worse.

The Necessary Start.

Chappie—She says I'm the first man she was ever engaged to.

She—Well, she's got to begin on somebody, hasn't she!

Shoes and Rubbers

The Customer Could Make it Lighter if He Chose.

A sort of melancholy air seemed spread over the face of the novice in the shoe store. It was such a deep gloom that it appeared as though it could never be lifted without a decided change of scene and new environments. This, under the circumstances, could not be had; therefore there was no way of relief except to follow the veteran retailer's advice: "Fit yourself for your surroundings and draw as much vitality as possible from the air you must breathe in the shoe store." This seemed like good enough counsel, but, like many other good things, it was not easily attainable by a man of pessimistic temperament and a little narrow across the forehead.

The veteran, however, was not preaching to his young and inexperienced disciple in a pedantic manner, but as one fortified with a long and trying experience among the chaos of feet and shoes which seemed always at odds with each other and with unreasonable minds of patrons which sometimes stretched his mantle of charity to the rupturing point in trying to cover those erratic exertions of his large family of buyers.

The grievances of this new and unseasoned dealer in shoes were so numerous and varied, and when poured forth in an avalanche against the shoe buying public presented such a strong indictment against them, that it appeared impossible for these culprits to plead other than guilty. Even the imperturbable face of the optimistic veteran assumed a graver look than was wont with him. It was at this juncture that the latter offered the counsel about fitting one's self to the surroundings, etc.

Taking up the petty trials of the trade first, and reserving his great guns for the complete annihilation of pests that often make life a burden, the novice made an attack upon what he terms the "blackmailers" in the shoe store. There are people, he declared, who not only expect to get something for nothing in the value of their shoe purchases, but who insist upon having a lot of other things thrown in—"trifles to cement the cordial relation between buyer and seller," one hardened applicant remarked. "Cement nothing!" declared the disgusted young shoe man. "If people only knew how brittle some of us fellows are, and how often we are broken by such shameless exactions, they'd give up that sort of cement and let the relations take care of themselves.

"There's the woman who wants a set of buttons, and the other one who wants some extra laces to have on hand; these I don't mind much, as they cost but little. Then there's the man who wants a box of good blacking, the large sort, you know, and the best, of course. Well, we'll let that go. Then there's the woman with more assurance than judgment who demands a bottle of the best colored dressing for her dollar and a half tan shoes. If she gets this at all, she gets a cheap sort. The buttonhook fiends always expect to start a museum of these instruments, and we contribute towards it, of course. Last, by no means least, comes the man with an adamant front, or else with dense stupidity thick enough to cut; he wants us to warrant to keep in repair his new purchase, a pair of dollar and a half buff leather shoes. The line has to be drawn at this, sharply

and decisively, and the customer looks hurt."

Now, the veteran, in a general way, is able to smooth matters out for the grieved beginner, and can point out to him various bits of diplomacy which he can resort to in cases of sudden emergency, in order to retain the entente cordials between himself and his patrons. But there are many things happening in the daily life of the retailer which can not be foreseen, and hence can not be provided for. For these the ready wit and supposed common sense of the dealer alone are available.

The nature and temperament of the man behind the shoes has much to do in the matter of viewing and bearing the eccentricities of patrons with whom we must ever be in contact. Advice from an older head may be good enough in its way, but it can not change the individuality of the recipient.

How easy 'tis to give advice,
How hard sometimes to take it;
We're apt to lie upon our bed
Precisely as we make it.

The old retailer knows a good deal about human nature, both in and out of the shop, so when he buttonholed the young dealer and drew him towards the door, suggesting an object lesson in people outside, the scribe was all attention, knowing that the veteran would have something interesting to communicate.

"See those stylish young women over on the corner there?" he began. "You will notice that their clothes are of the best, nattily worn, and that their manners are what the French would call 'chic.' These are they who do not carry market baskets, or wear hats and gowns slightly out of date. They are, in fact, the originators and promoters of 4 o'clock teas, 'pink teas,' and who preside over 'high teas,' whatever that may mean. These are of the ton, the arbiters of fashion, particularly the fashion in teas. They are not 'of the earth, earthy,' in the vulgar sense of the term, dependent upon labor. They are tea-toppers by instinct and heredity. Yes, happy maidens, those! A cup of cold water to a child may be the humble passport into heaven sometime of some mortal. Do the thirsty poor children and the parched poor women drink from the silver urns at those high teas? Now two of those young women are my customers; buy the best shoes; particular about fit, style and quality; indifferent as to price. They never ask for buttonhooks nor anything else as gratuities. They are good, profitable customers, and, if so disposed, they could blackmail me out of lots of things.

"Now, on the other corner you see a different phase of humanity. There is a forlorn group of tattered-shawled women; in cheap gowns, comparing domestic notes with great earnestness. They are of the earth, some of them with too much of it on their clothes. They are not the givers of teas, high, low or tinted. They are only tea buyers. They purchase the teas that are made acceptable, if not palatable, by the gratuitous accompaniment of a cheap chromo picture or a damaged teacup. They are the ones who out of great tribulation and little cash are ever on the alert, with an unconscious improvidence, for the places where one can get 'something for nothing.' And I have that type also among my customers. I always give such persons the full worth of their money in the shoes they purchase, and it is really a pleasure to me to add some trifling souvenir when I can, just to note the satisfaction with which it is received."

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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.

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

HIRTH, KRAUSE & CO., Grand Rapids.

One of the little burdens which the shoe man is expected to shoulder cheerfully is the endless procession of malcontents who find fault with their own judgment, or rather lack of it, in their selection of an ill-fitting pair of shoes. The retailer is, of course, held responsible for their errors, even although he has mildly protested at the time against their mistake in the size required. Then they come limping back into the store sometimes with a shoe so badly worn that it would be impossible for us to identify it as our own stock, and ask to have it stretched, while they growl at the recklessness of shoe men in permitting people to purchase misfits. Said one of these burd-ned shoe men recently: "One of the worst features of the business is that a dealer is expected to follow up a pair of shoes he sells until they are worn out. It seems to me there is no other business in which so much is expected of the retailer as in ours. We are continually called upon to do something or other long after we have sold the shoes."

Well, the poor foolish dealer who supplies fans, boxes of blacking, button hooks and free shines for his customers must be prepared to have his patrons demand a free lunch and a perpetual guarantee to keep his shoes repaired up to the day of dissolution. It ought not to be different in our trade from that of others. When a customer is given honest and full value in the footwear he purchases, he has no more claim upon us for some gratuity than has the man who buys a suit of clothes. Does the tailor ever agree to keep his suit in repair or to clean and scour it when it gets soiled? Not much; nor does he ever exchange it after the things are no longer salable to others.

Following are reproduced the methods of two different sorts of shoe dealers, showing how each in his own way deals with juvenile irresponsibles in the store when they are unattended by an adult to see fair play. The two types of dealers illustrate the manner in which they face the shoe man's burden:

A shoe dealer had just completed the sale of a pair of shoes to a little boy who came into his store inattended, and a man who was present as an observer remarked that the shoes were at least two sizes too large for the chap. "Were not those shoes pretty large for the boy?" he asked, when the latter had gone out. "Oh! no; that is the best way to fix things when there is no grown person to bother you with his opinions. Besides, children's feet need roomy shoes to grow in."

"But don't the parents frequently send them back to be exchanged?" the dealer was asked.

"No, I look out for that. You see, I put the shoes on the little chaps, and tell them to walk home in them and break them in. Then I can't take them back, you know, for they are soiled."

Now, this is an easy but unwise way of dealing with children. Their feet should be as carefully fitted as those of adults. In fact, if either demands the greater care, it is the small, growing feet which have not yet been unnaturally restricted by tight shoes, or permitted to spread in shoes much too large.

The other type of dealer was just the reverse of the foregoing, and is one to whom parents could trust children alone.

"I never allow," said this retailer, "the unattended child to go out of my place with shoes that are either too tight or too loose, if I can help it, and

never with the shoes on until the parents have decided as to the fit at home. It is difficult to ascertain whether the shoe pinches, especially the foot of a proud little miss. She is always prepared to suffer more than a boy will, in order to have her foot look trim and small. I judge mostly by the manner in which the shoe goes on, then by the appearance of the prominent joints by passing my hand over the shoe from instep to toe, in calculating whether the child has a proper size for the foot. I get her to stand upon it, to walk in it, and watch the effect, and then, without any confession from her, I can usually tell whether the shoe will prove right for her to walk in. So far from urging a child to wear the new shoe out of the store, I always forbid it. The parents must see the purchase first, and if they approve, and the shoes are worn, that settles it."

Some dealers, to lighten the shoe man's burden, prefer to wait on children without the intervention and advice of adults; but others contend that, no matter how captious a parent may be, they would rather settle the matter right there and then, than to have, as is often the case, three or four exchanges to make after the probationary sale to a child.

Enough has been said to prove that the retailer's lot, like that of the policeman, "is not a happy one," and that it requires considerable courage nowadays to take up and carry, without wavering, or actual desertion, the shoe man's burden.—E. A. Boyden in Boot and Shoe Recorder.

Tweedledum and Tweedledee.

"This," said the head of the children's shoe department, "is the shoe we sell for children who 'toe in.' You've seen it advertised. You see, the inner side of the sole curves out and the outer side in, just the opposite from ordinary shoes."

"A splendid idea," said the appreciative person who was being "shown around" the shop.

"And this," said the shoe man, "is the 'knock-knee' shoe. It has a deeper curve on the outside than on the—"

"But it looks exactly like the other," marveled the visitor.

The shoe man flushed. "Well, as a matter of fact, it is. The knock-knee child wears the right on the left, and the toe-in child wears them the opposite way. It's the same pair of shoes. But we can't tell customers that, you know!" —Commercial Advertiser.

Didn't Agree With His Father's Theory.

Two traveling men were waiting for a train at a backwoods town. One of them was very bald and the other was guying him about it.

"Well," said the bald one, "there wasn't room for the brains and the hair, and the brains, being most numerous, pushed the hair away."

A young man who was standing near by put in, "That ain't what pap told me."

"What did he tell you?" asked one of the drummers.

"Pap," responded the countryman, "allus 'lowed as how an empty barn didn't need no kiver."

Always Keep the Best.

An old woman who kept a village store and postoffice combined in a remote country district was continually impressing upon her customers the fact that she always sold the best of everything. One day a lady walked in to purchase some stamps.

"Dear me, Mrs. Fell," said she, as she proceeded to stamp her letters, "I can not make these stamps stick."

"I don't know why, I am sure, mum," replied the offended Mrs. Fell, "for I always keep the very best."

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



RINDGE, KALMBACH, LOGIE & CO.,

10-22 NORTH IONIA STREET,

GRAND RAPIDS, MICHIGAN

Folks seem to know a good thing when it comes to the wear. We know that we have put our trade to 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.

What's the Use



Of paying Trust prices for Rubbers when you can buy the BEST goods made for less?

We carry a complete line including Leather Tops and Felt Boot and Sock Combinations, and can ship promptly.

Remember our prices have not advanced.

The Beacon Falls Rubber Shoe Co.

207-209 Monroe St., Chicago, Ill.

Premier

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

No. 2410 is one of them

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

Geo. H. Reeder & Co.

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

Will Stand the Racket

OUR OWN MAKE
CHILDREN'S BOX CALF SHOES

Are made with greatest care as to appearance; they are neat and nobby. But they'll stand the racket longer than any other shoes made. We also make them in Misses' and Little Gents' sizes.

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

MAKERS OF SHOES.



Dry Goods

The Dry Goods Market.

Staple Cottons—Bleached cottons show a fair number of sales, which, although small individually, make a fair showing in the aggregate. Sellers are reserved, however, and hold prices firmly. Cotton flannels and blankets show a moderate business, and the prices are steady. Wide sheetings show a quiet amount of trading, and are also firm. Coarse colored cottons of all styles are in small supply, and consequently prices are well maintained in all directions. On account of the small quantities of goods on hand, it is difficult for buyers to do very much business.

Prints and Gingham—There are some departments of the printed cotton goods market that show a fairly good business. Fancy calicoes, for instance, in several quarters, have had a very good demand; in fact, fancy blues have done an exceedingly good business, one or two lines being well under orders for the season. Stocks of fancy prints are cleaned up in several directions and agents for these goods are feeling well satisfied, claiming that they have secured very satisfactory prices. Staple printed goods show no special change. Indigo blues, turkey reds, shirtings and others show an average business, with prices firm. Fine printed fabrics, sheer goods, etc., find a fair business coming forward, and prices are steady. Gingham are without change, either for staples or dress styles. There is a moderate business being transacted at the latest quoted prices.

Linings—Linings for the spring of 1901 show excellent conditions, and agents have been very busy. The market is well situated in regard to these, and the only request that they could make is that some of them could have a little more business for stock goods.

Dress Goods—The situation in the dress goods market does not show any particular change. The primary market is slow, both as regards spring and heavyweight business, and it is not expected that any change will develop until after the first of the year. There is some business coming forward on heavy goods, such as skirtings and broadcloths, but the aggregate of such sales is not sizable. The volume of spring business is not such as calls for extended comment. Jobbers have taken very fair orders for spring goods, but will not place much in the way of repeats until after the turn of the year. Suitmakers are purchasing piece goods in a conservative manner; they propose to see what is the inclination of their customers before placing sizable orders. The trend of fashion appears to be in favor of very lightweight fabrics for spring.

Underwear—Underwear for the present season is in a bad position and prices have been tumbling for a week or two, and where prices are not openly changed, quiet concessions are almost the invariable rule. Of course, the buyers have profited by this to a considerable extent, and have filled up their shelves in anticipation of the "January sale" at reduced prices. The jobber is forced to this position on account of the lateness of the season, rather than any condition in the underlying principles of the manufacture or cost. In fact, the jobbers' business will be over in from three to five weeks at the latest. Spring goods are in an excellent condition, and prices remain very

firm. Orders are received in goodly number and for generous quantities. It is reported that a number of duplicate orders have already been received within the last three or four weeks. These are largely for balbriggans and medium low-grade lines.

Hosiery—The hosiery end of the market, which showed a relaxation last week, received a little unexpected increase in business this week, and importers found it almost impossible to supply the demand for certain popular patterns. Prices show no change since our last report except in the matter of a few cheap staples that have been reduced. These, however, do not affect the general market in any way. The retail trade has been excellent throughout the country, according to reports, and the window displays of these goods were very marked in all the large cities, they being pushed for the holiday trade.

Carpets—The majority of the Philadelphia manufacturers of ingrain carpets are not taking orders for standard extra supers at present prices, as they see only loss in so doing, and prefer to let the larger concerns get filled up with orders at the reduced prices rather than run on best grades at a loss. One large manufacturer stated that he had prepared to run his mill even at a loss, and the mills that met the cut price are nearly all running full and in some instances overtime, but the goods can not be made at the prices at which the orders were taken other than at an actual loss. Should the present low prices of standard extra super ingrains continue until the close of this season, it will be a difficult matter to obtain the advance next season. The manufacturers who are not willing to meet the cut on the best grades of ingrains are turning their attention largely to the lower grades, such as 12-pair, which, although somewhat lower in price than last season, have not been reduced as much in proportion as the standard extra supers. Some ingrain manufacturers, who are not making an effort to obtain orders, for the present at least, are hoping against hope that the people who are taking orders at low prices will get filled up, and that later buyers who want more goods will be willing to pay at least a small advance. This condition, if it comes at all, will be due to the larger volume of business and would open the way for better prices for next season. Last season some manufacturers were able to reach a lower price than that at which standard extra supers were opened, by using 16-2 worsted warp, thus making a greater yardage, although the fabric was somewhat lighter. It must, however, be stated in this connection that the material used in the number of yarns mentioned was superior to the stock used in 2-14s ordinarily for regular goods; also to obtain 2-16s worsted yarns, manufacturers have to order in larger quantities, as spinners do not care to change from 2-14s where only small orders are offered. Last season there was considerable interest manifested by spinners regarding the change from the regular to finer yarns, and some were anxious to know whether the manufacturers of carpets intended to make 16-2 a regular standard hereafter.

Rugs—The retail trade in rugs greatly exceeded that of 1899, and the month of December was an excellent one in the retail trade for all kinds of rugs. Retail prices remain about the same as last season.

Laces—Business in laces at present is rather quiet, but advance orders for next

spring are reported in some instances to be the heaviest ever booked. It is reported that, on account of the interest which Europe is showing in Arabians, this line has advanced very materially over last year's prices.

Origin of Useless Buttons.

An American, so the story goes, was once questioning a Chinaman as to the reason for many of the customs which seem absurd to us. At length, after long endurance, the Chinaman replied: "And now, my dear sir, I would like to ask you a question which has puzzled me greatly. Will you kindly tell me why Americans and Europeans wear two useless buttons on the backs of the coats?"

Unable to answer, the American raised the question at home. Investigators set to work and what do you think they discovered? Long ago, when every gentleman wore a sword and had to hang it from a belt, these two buttons held the belt to the coat. Years passed; men, becoming more civilized, left the sword to soldiers' use; —the belt went out of fashion—for men are as particular about fashion as women—but the two buttons were left to this very day.

A Wilkesbarre lad, who was making a few nickels per day by selling candy, found a "wad" containing \$150 the other day in a gutter. He took it into a nearby bank and told the circumstances. A patron of the bank had drawn the money a little while before and, as it proved, lost it through a hole in his pocket. The bank cashier praised the boy for his honesty, and gave him a dollar. Then he told the bank's president, and the president talked it over with the directors, with the result that the bank is to send the boy, John Biggs, aged 12, to school, pay his expenses and in time, if he continues to show worthiness, take him into the bank's employ.

Michigan Fire and Marine Insurance Co.

Organized 1881.
Detroit, Michigan.

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

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

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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.

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods,

Grand Rapids, Mich.

Our complete spring line is now ready
for your inspection.

Just Received
1000 Pieces of Best
Piece Dyed Percales

Samples sent on application.

P. STEKETEE & SONS,

WHOLESALE DRY GOODS,

GRAND RAPIDS, MICH.

Clothing

Importance of the Annual Inventory in January.

Annual stocktaking is looked upon by most retailers as the most tedious task that falls to the lot of man during a business year. They dread it and usually make much harder work out of it than is necessary.

To others it appears to be only a superficial listing of goods and is either not taken or done so carelessly that it might just as well have been dispensed with.

The January inventory is much more important than the one taken in June, for the reason that most all important moves on the commercial checker board are designed and planned to be carried out with the incoming of the new year.

The inventory is the foundation upon which the intelligent retailer plans his business for six months or a year, and it is absolutely necessary that this foundation be laid true for the structure.

It is the basis upon which insurance is calculated. It figures largely in the establishing and maintaining of credit and has at times much to do with the tone of the commercial reports sent out by the several agencies.

It is a more important event than some realize, and for that reason it should be taken intelligently and the record be above question in any particular.

Method and systematic preparation simplify stocktaking to such an extent that not over one or two hours should be consumed in the actual taking of the stock. Its preparation may take several days, but should not interfere with trade.

The process of getting ready should constitute a thorough house cleaning.

Every shelf, drawer, box and case should be carefully overhauled and every rag or bit of accumulated trash be taken out and disposed of. The bins under the counter and the deep bases of old-fashioned shelving need the most careful overhauling.

Require clerks who are in the habit of using these out-of-the-way places for recesses into which they may stow their personal effects to get them out and rid the place of everything not used in the care of stock or in its daily sale. The usual closet is the proper place for clerks' belongings, but they will use corners in their departments instead.

Begin to prepare stock for inventory immediately after Christmas. Let each clerk prepare only what he is most familiar with and only as much as he can do thoroughly.

Take time to arrange things so that every article may be taken systematically and easily when the time comes.

Collect all boxed stock into as few boxes as possible without putting the stock into an impractical selling shape.

When this is done and the empty boxes disposed of, then assemble the various lots or grades and begin the advance count.

As the contents of each box is counted put a slip of paper under the lid so that a part of it is exposed over the front of the box. Let an inch or more project down over the front, and on this slip note the contents of that box. For instance: A box contains five fancy shirts of equal grade and price and the slip indicates the lot number, quantity and retail price, as:

B. 876
5
\$1.25

In all other furnishing stocks observe the same rule. In the clothing stock have all like lot numbers collected in a pile and put a slip of paper under the lowest garment, noting the lot, quantity and price (retail price.)

During the week or days in which this preparation is going on clerks may be making their regular sales. When an article is sold from a counted box or pile instruct that clerk to at once erase the quantity indicated on the slip and put down the exact number remaining in the box or pile.

Loose sheets of good quality paper are best for taking down an inventory. They are preferable to books. Get the large journal-ruled sheets such as are sold at book stores to book-keepers for taking their monthly trial balances. These sheets have columns for lot numbers, names of articles, quantity, retail prices and a column for extensions—all that is necessary.

Furnish each man who is taking down the invoice with a letter-clip or large, stiff piece of tar-board so as to keep the sheets in the best possible order.

Have your invoice taken down in ink as you will be using the sheets more or less during the following three months.

The object in using sheets is that they are handiest to bind afterward. Arrange them in departments, punch holes at proper intervals on the left margin (use a harness punch), put pieces of pasteboard top and bottom and tie with strings. This makes a durable, inexpensive book.

In the use of sheets you can later arrange the two books, explained farther on, into "Inventory of regular stock and fixtures" and "Inventory of special sale merchandise."

In the arrangement of stock for inventory the proprietor should inspect the stocks with the department manager, if he has one, and together they should determine which is to be taken as "regular" stock and which as "special," and their decision be so noted by some mark on the small advance-count slips.

By regular stock is meant goods which have been bought regularly during the season and are considered good values and worth carrying over and listing at present prices.

"Specials" are goods that have been in the house a year, shopworn goods, and, in fact, anything that could not be sold at any profit above its cost to the house.

Divide the clerks into couples—one to call off the notations on the slips, the other to record them on the sheets in ink.

Let the slips remain on the goods when they are called off the first time.

It is necessary that the one calling the notations give the lot, name of article, number of articles and price, taking no note of any cost price which may be on the slips—something which is now entirely passe in modern stores.

To insure accuracy have the men change places after a section or branch of the store has been taken. Let the man who did the writing call back and pick up the slips as the other calls "check," indicating that it has been correctly recorded. Preserve the slips and in the same regular order in which they have been taken. In case they are needed this manner of collecting the slips will greatly facilitate matters. They are rarely needed, however, after this double checking, as it were.

In taking stock begin at the highest-priced grades and go down the line until the least expensive "regular" goods

have been taken. Next take the "specials" in the same manner.

The fixtures should be listed in the office by the proprietor and the values placed upon them as he sees fit.

The stock sheets should be carefully and systematically arranged. Bind them all together temporarily to facilitate handling in the office.

The proprietor or head book-keeper should now put upon the "Inventory of regular merchandise" the cost as taken from the stock register. That is, the estimated costs, which include the percentage or actual freight, drayage, etc.

The lines coming under the head of "special sale merchandise" should be treated and priced as the proprietor and heads of departments deem best.

In considering stock losses, through fluctuating prices or natural wear and tear, the same are charged against the individual stocks from which they come. The value of each line should be estimated at its existing market value, together with expenses to deliver it on the counters, and this taken from its original cost on the stock register. This gives the actual loss to be charged against the individual lines and should apply to regular merchandise and "special sale" stuff.

By this method the inventory shows the market value of the stocks on hand to date.—Apparel Gazette.

Cost of Making Beef.

A report from the Minnesota Agricultural Experiment Station says: 1. With 100 pounds of grain and an equal amount of hay and roots four steers made a gain of 24.19 pounds, and four cows with the same amount and kind of feed produced 12.04 pounds of butter. 2. The four steers consumed feed valued at \$8.51, gained 42.44 pounds, being an average daily gain of 2.52 pounds, costing two cents per pound and returning a pound gain for 8.2 pounds of dry matter.

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. DETROIT MICH

Fleischmann & Co.'s Compressed Yeast

Strongest Yeast
Largest Profit
Greatest Satisfaction

to both dealer and consumer.

Fleischmann & Co.,

419 Plum Street, Cincinnati, Ohio.

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



"PERFECTION"

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

NORTHROP, ROBERTSON & CARRIER,
LANSING, MICHIGAN

Village Improvement

Plan to Provide Toilers With Healthy Homes.

As we stand on the threshold of a new century it is natural to look into the past and to desire to look into the future. If we glance over our shoulder at some of the most significant changes of the past hundred years and note their tendencies, we shall find that looking backwards will enable us to look forward, because tendencies are prophetic.

At the beginning of the century our national territory was less than one-fourth of its present area, and only a small proportion of that was settled. During ninety years of this century our population increased fifty-seven and one-half millions, or nearly 1,200 per cent. Up to 1895 we built 232,755 miles of railroad, at a cost of nearly \$10,000,000,000; in 1830 we had only twenty-three miles of railway in the entire country. In the increase of city population, let us take New York. Founded in 1614, it took New York 175 years to gain 33,000 inhabitants. During the next period of fifty years it gained 280,000; during the next fifty-one years it gained 850,000, and the increase continued until in the census report for 1900 New York's population is placed at 2,985,422. One hundred years ago 3 per cent. of the population of the United States was urban, now over 30 per cent. In 1840 21.79 per cent. of our population was engaged in agriculture. In 1890 the population had fallen to 7.52 per cent. At the close of this year it is estimated that the proportion engaged in manufactures will be twice as large as it was fifty years ago.

The present cause of city congestion is very evident. In the age of home-spun, which for most of our population reached nearly to the middle of this century, the farmer and his wife supplied nearly all the wants of their household. Together they could do in a rude way the work which now represents ten or a dozen trades. They were practically independent of the whole world.

The origin of industry, of course, necessitates the division of labor. An excellent statesman estimated a few years ago that if the goods made in one year by the 3,000,000 factory workers in the United States at that time had been made by hand, the production would have required the labor of 150,000,000 persons, which illustrates the percentage of efficiency of the machine over hand methods. The present congested condition of the city has brought to the front various plans and theories for the relief of the manufacturer and employer. As congestion had its first cause in the gravitation of population around the steam engine, where work could be obtained in the various branches of developing industry, so congestion will be to a large extent relieved during the coming century by the exodus of the factory to the country.

In the inculcation of the new social gospel of social industrial betterment a new era has come in the adjustment of labor and capital. In Germany the Krupps, of Essen, have founded their own town, and have inaugurated many beneficent plans for the welfare of their working people. The Cadburys and Lever Brothers, of England, and Van Marken, of Delft, Holland, are warm, enthusiastic exponents of this new social gospel, while in America the National Cash Register Company, of Dayton, Ohio, the Apollo Iron Works, the

Westinghouse Air Brake Company, the Sherwin-Williams Company, of Cleveland, and several others have proved that money invested in manhood, womanhood, childhood and all that goes to develop character and inure to the best social and industrial upbuilding is, after all, the best investment of money.

And the cry of the workingman for air, sunshine and humane conditions of life in the home and in the factory is being heard by the manufacturer.

Large employers of labor realize today as never before that unhealthy and over-populated environment means a loss of physical and mental vigor for their working people.

The inexorable law of survival of the fittest demands that the employer who would compete successfully with his business rivals must not only have the latest machinery, but must have the best quality of brain and muscle in his employees.

So it has come to pass that manufacturers, moved not only by the altruistic impulses of the age, but also by the hard knocks of practical every-day experience, are fleeing from the congested centers.

The manufacturer in a city is confronted by dangers and oppressed by burdens that are rapidly becoming unendurable. It is the natural fruit of our modern factory system.

This is the social problem of the age, appalling in its magnitude and pregnant with dire consequences if not solved. Fabulous land values mean high rents, ruinous taxation and heavy insurance rates for the manufacturer. For the working people they mean towering, crowded tenements, the existence of which so threatens society that the philanthropist and the public official have joined forces in an effort to mitigate the evils arising therefrom. But after vainly struggling against stupendous odds the city manufacturers are abandoning the hopeless fight. They are at last awake to the fact that modern transportation and communication facilities have so nearly annihilated distance and time that they can carry on their manufacturing away from the great congested centers of population without the loss of city advantages.

Many things are to be considered in the founding of a model factory town. The danger is that utopian schemes and visionary experiments will end in commercial ruin. To show that we fully appreciate this fact we may say that the plans adopted by us are not in any way experimental. They are actually in successful operation in several of the large manufacturing centers of the world. They will be conducted by men who know what has succeeded and what has failed the world over. These practical, modern methods are to be counted among the great achievements of the century. They are in one sense altruistic, but it is an altruism based on the most approved business principles.

The human element is a big factor in the industrial world. Man's brain and cunning hand have made this age the commercial marvel of time. To get the best results under present conditions the workingman, his family and his home must be cared for. On his health, his training, his co-operation, his industry and contentment of mind hangs the success of the factory. Depress him in spirit, weaken his body, narrow his intellect, and his industrial efficiency is destroyed. Consequently to-day as never before the successful, the aggressive manufacturer is paying attention to the

health, happiness and education of the working people. In view of these facts it will be apparent to any thoughtful person that a company which offers, in addition to the usual land or monetary inducements to manufacturers, a system of social and industrial improvements that will appeal to their experienced judgment possesses an incalculable advantage over ordinary commercial enterprises of this character. Josiah Strong and Wm. H. Tolman, respectively President and Secretary of the League for Social Service, have entire charge of the social and industrial operations at Belle Mead, where an experiment is being carried out. Under the administration of these men, who occupy the foremost position in the world in the new field of factory and social betterment, we shall provide inducements to manufacturers and working people hitherto unequaled.

The property has been artistically laid out by Prof. A. A. Titsworth, head of the department of surveying and landscape architecture of Rutgers College, into broad avenues and streets. All modern improvements of a high class community, such as water works, electric light plant, sewers, etc., will be constructed by the company. Shade trees and shrubbery will be planted along the driveways. Under the direction of architects and builders, the homes of the working people will be erected with a view of obtaining the best architectural effects, and the largest comforts possible. Every home will have a frontage broad enough to insure space for a flower garden in front, while the depth of the lot affords room for a vegetable garden in the rear.

An expert horticulturist will give in-

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.

Healthy Trade and Healthy Customers

Your trade will be healthier and better if your customers recognize an effort to keep the best of everything. Say salt—better salt—best salt. Your customers' health will be better, too, and they will visit you oftener.

Diamond Crystal Salt

"THE SALT THAT'S ALL SALT"

is free of hurtful chemicals; it is a health promoter—purest by analysis and practical demonstration. The table salt is packed in boxes that keep it dry and clean; the dairy salt is in bags and barrels, that keep it pure and flaky.

Let us send you our salt booklet.

Diamond Crystal Salt Co.

St. Clair, Michigan

structions in gardening and prizes will be offered for the best results. For the use of the general community, a public building will be erected containing a library, gymnasium, baths and meeting places for lodges and other societies. A kindergarten and good schools will be established. Classes in garment-cutting, plain and fancy sewing, cooking and general household economics will be organized. In short, every effort will be made to create a high grade of character, intelligence and morals.

William J. Robinson.

A Careless Grocery Clerk and a Telephone.

Written for the Tradesman.

"Charley!"
"Yes, sir."
"Telephone."
"Yes, sir."
"Do you think you can take the order? I am busy in the meat room."
"Yes, sir."
"Well, be careful."
"Yes, sir."

The youngster was thinking of the last ball game, how the "Dead Game Grocery Boys" had everlastingly "swiped" the "On Deck Hardware Hustlers," and the merchant's voice sounded far off and indistinct, but he said, "Yes, sir," as promptly as if his whole soul had been in the conversation.

"And be respectful in tone and words."

"Yes, sir."
"Never say a thing to a telephone that you wouldn't say if you were standing face to face with the person being communicated with."

"Yes, sir."
"And don't jumble the order, as you did the other day, when a lady ordered a package of tapioca and you sent her a pound of fine cut chewing tobacco."
"Yes, sir."

"And hurry back there behind the counter. The forenoon's rush will begin directly."

"Yes, sir."
"And I wish that all telephones were in Jericho, so far as the purposes of the grocery business are concerned."

"Yes, sir."
The merchant turned back to the meat department, and the clerk went to the telephone, which had been rung several times during this highly interesting and instructive conversation.

"Hello!"
"Yes'm."
"Wait until I get the order book. Yes, send it right up."

The clerk left the instrument and hunted about for the order book, which, by the way, he had left at the front end of the store in a basket of apples.

"Confound the old book," he grumbled. "I'll have to remember the items and write them down when I find the book."

He went back to the telephone.
"Now, lady."

No response.
"Guess she got tired of waiting and rung off," mused the clerk. "Say, central," he added, "give me two twenty-nine. Hustle up now. Hello, two twenty-nine! Is that you, Jack? How's your eye. I thought you'd get it if you didn't quit rooting. What do you say to another beer and bologna night?"

A short silence.
"All right. Green peas, strawberries, new potatoes, leg of mutton. Oh, you will, eh? What's eating you? What did I say to your old wife? Come now."
Another short silence.

"Oh, I wasn't talking to her. I was roasting Jack Howard about getting a black eye out at the ball game. Fault of the central. That all? Ring off. No, I never supposed your wife had a black eye. Beer and bologna? I guess not. I guess not. Say, don't throw any stones when you see the old man. Funny, eh?"

The boy hung up the receiver and went on another search for the order book, but could not readily find it.

In a moment the telephone rang again, and he rushed at it like a boy on a wheel going to a fire.

"Hello, hello, hello!"
"What's the number?"

"Yes, we've got green peas. What? I thought you said green peas. Oh, it's you, Jack! Well, if anybody should ever ask you, I didn't tell the old man about your drinking beer and getting a black eye at the game! Ring off! Yes, yes, I'll send the order right up. Can't you wait a minute? You must think you're the only customer in the world. Eh? Fresh what? Oh, I'm fresh, am I? Pickled tripe. Pig's feet. Goin' to set up a free lunch? Who is it talking?"

A short interval of silence followed, during which the merchant stepped to the door between the market and the grocery and listened:

"Oh, Mrs. Parisavenue! Beg pardon. Thought I had old Swindlepipe over on the bad lands. You want pickled peaches and sweet peas? Oh, I thought it was pickled tripe and pig's feet. Well, you don't have to. You're not the whole bunch! Keep out there! You're a liar! I didn't tell your boss about the beer and the black eye. Oh, it was him at the 'phone, was it? Say! Is this Mrs. Parisavenue or Tomkins' grocery? I think I've got things mixed. Say, central, you go jump in the race."

The merchant advanced and took the young clerk by the back of the neck and the slack of the trousers and propelled him to the door.

"What have I done?" howled the urchin, from a cautious distance.

"You've lost another good customer. Keep away from here."

"Pay me, then! I was just talking with Jack about his black eye, and the night he got full of beer, and the woman what lives in that stone house on the avenue cut in and thought I was talking to her."

"What did she order? I'll have to go and see her, and I may as well take it up."

"Sourkrout and limberger cheese."
"What?"

"That's right."
"And what was the first order?"

"Green corn, star soap, new potatoes and liver."

"Now get away, and don't you come back."

"Pay me!"

The merchant lifted his foot and the boy made tracks for the middle of the street, where he howled and threw stones at the display stock half the forenoon. And when the grocer went out to deliver goods and make explanations to the two ladies who had ordered by 'phone, neither would speak to him, and one woman's husband wanted to see him out in the back yard!

"That's a combination that is hard to beat," he said, as he entered the store again. "A fool boy and a telephone will do the business for any merchant living. I wish all 'phones were at the bottom of the sea."

And in this humane wish there is no doubt that many harassed business men are with him. Alfred B. Tozer.

Turned Her Hair Green Instead of Red.
From the New York Commercial.

Lillie Verona, an actress living at 132 East 17th street, has instructed her attorney to sue John Kiehl, a druggist at Third avenue and 13th street, for \$5,000 damages, alleging that he gave her a chemical which turned her hair green instead of auburn as she desired. Her hair, she claims, was of a golden shade and she desired to change it and on the advice of a hairdresser she arranged to use a solution of water and powdered henna leaves. The woman did not know that these leaves in pulverized form are used for making paints.

She procured 10 cents' worth and applied the solution. On the following morning she found that her hair had turned green. She tried every method to bring back the original tint, and had experts work on it, but they told her she could only substitute black.

The hair will also fall out, they say. Mr. Kiehl says he sold Miss Verona the genuine henna leaves of the best quality. The woman did not tell him her purpose and it was none of his business anyway.

Even if he should lose the suit Mr. Kiehl will not be out of pocket, as he is insured against any such accident in a company whose policies are held by almost every druggist in the city. The company issues policies on such risks up to a limit of \$5,000. The proprietor of a store pays \$10 for himself, \$3 for each full-fledged clerk, \$2 for each junior clerk and \$1 for each boy on such a policy.

After the Defalcation.

"I understand," said the reporter, "that the defaulter's method was very simple."
"Very!" said the bank official, with a sigh. "He just took the money!"



It pays to attend "The Best"

The McLACHLAN

BUSINESS UNIVERSITY.

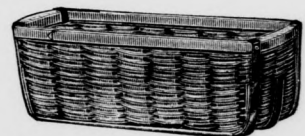
The Proof

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.

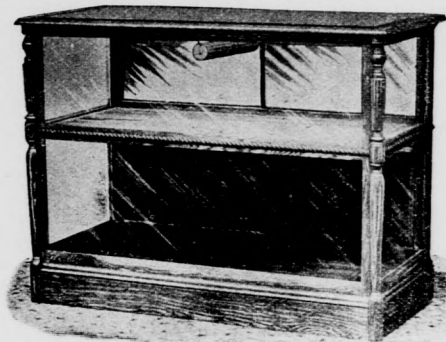
Market Baskets, Bushel Baskets, Bamboo Delivery Baskets, Splint Delivery Baskets, Clothes Baskets, Potato Baskets, Coal Baskets, Lunch Baskets, Display Baskets, Waste Baskets, Meat Baskets, Laundry Baskets, Baker Baskets, Truck Baskets.

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich.

GRAND RAPIDS FIXTURES CO.

Cigar Case. One of our leaders.

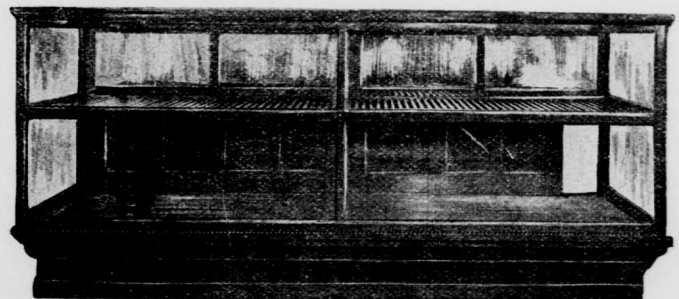


Shipped knocked down. First class freight.

No. 52.

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

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



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

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

McGRAFT LUMBER CO., Muskegon, Mich.

Window Dressing

Living Attractions—Performing Dogs—Canary Birds.

It is a good idea for the merchant who is anxious at this season of the year to provide something that shall attract attention to his store to consider the advisability of having some attraction involving the employment of living persons in his window. A fantastically dressed person telling fortunes or performing sleight of hand tricks, or a number of children dressed in an appropriate fashion to represent characters in Mother Goose, or in pantomimes, would undoubtedly attract much attention, especially if they were to enact some very simple scene from some of the commonly known fairy tales or Mother Goose rhymes. For instance, there might be a representation of the Three Wise Men of Gotham who went to sea in a bowl. Three small boys dressed like old men are seated in a circular wash basket covered with white cloth and painted with a design to represent a china bowl. They are seen against a painted drop representing a sea. The basket is set in a cloth also painted to represent water. By mounting the basket on a pedestal with a moving top, it will be possible for the occupants, by moving about a little, to give it the swaying motion that will represent the rocking of a china bowl at sea. The window can be framed in with greens or other material in such a way as to conceal all parts of the trim that would interfere with the illusion.

A performing dog would also be a good attraction for a window in holiday time. A dog who could be made to perform a few simple tricks could be put through them at different times of the day by his master, dressed in some fantastic costume. Such attractions can be thought of which are exceedingly simple, so simple, indeed, as to seem absurd. But it must be remembered that when people are out for amusement it is sometimes surprising what simple and commonplace things seen in an unusual place will give them amusement.

Tinsel can sometimes be used with good effect, especially in connection with gauze, which subdues its glitter and relieves its cheapness. A tinsel trim can be made by suspending in front of the upper back of the window a large crescent inverted and puffed with white, with which also gauze can be used. Ropes of tinsel radiate fan shape from the center of the crescent, being tacked to the edges and from them passing to the side wall, a little to the front, where they are gathered in a knot and attached, their ends falling to the floor. Two or three pedestals are made and trimmed by attaching strips of tinsel falling to the floor. The back of the window is trimmed with white cheese cloth, put on in simple folds, and over this curtains of gauze are draped in simple folds. Garlands of gauze can also be hung in festoons from the side stands. Colored electric lights can be used with advantage in such a trim.

Sometimes it is very desirable to use colored lights in connection with a trim, but the cost of the colored glass renders it impossible to purchase them. The only course open is for the trimmer to color his own lamps. This is done by making a solution and dipping the incandescent bulbs in it. Such a solu-

tion, we are informed, can be made by thinning white shellac with alcohol to the consistency of oil and then coloring it with aniline dyes. A very small quantity of aniline dye will color a quart of the liquid; which will be enough for as many lamps as the trimmer is likely to use, except in very extensive trims.

The song of birds among the greens in a store decoration is always pleasant, and as canary birds are available songsters, they can be hung in a store with advantage. If a couple of hoops of large size are taken and covered with green vines and then fastened together at right angles to one another, the cage can be suspended in the arrangement thus made and hung anywhere. By covering the lower part of the hoops with wire netting a catch-all is provided for dirt from the cage, which otherwise might fall upon and soil the goods.

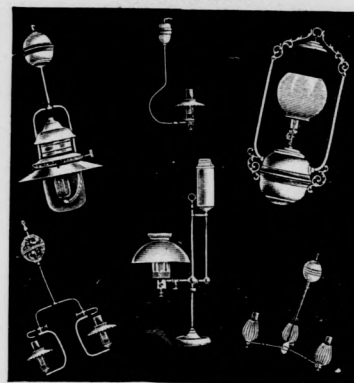
A grill work effect in a window is nearly always good and the character of the materials required is such as to make it possible to erect one with comparatively little trouble. Light, flexible scantlings, a few stout posts and some wire that is heavy but sufficiently flexible to be easily manipulated are the materials required. For a design of tracery to be followed we would suggest the study of the tracery of a gothic window. Either a window with the pointed arch, and with comparatively little ornamentation, or a rose window could be selected for the outline to be followed. With the flexible strips of wood the arch could be erected or the outside circle of the rose window formed. The wire could be used to form the inner circles. A background showing a section of wall with the upper part of a gothic window in it is a suitable background for treatment. After the framework is formed it is covered by twisting over the wire and wood strips of cloth in various colors. The openwork effect is good because it furnishes a background for the goods, at

the same time that it admits light into the store. A very simple design of this sort is made by covering the window back with a light framework of wood which has openings about one foot square. In each of these circles two concentric circles of wire are set, which are held in place by wires crossing the circles diagonally and holding them to the light framework. Other designs will readily suggest themselves. Such a backing has the further advantage in the case of a haberdasher's store that through the openings in it various articles can be drawn so that it serves as a background and a rack for the display of articles at the same time.

If you vacate your seat in a railroad car, leaving your valise coat or umbrella to represent the man in possession, and on your return find your chosen location occupied by a lively individual weighing some two hundred pounds and upwards, what are you going to do about it? Well, Frank Loomis, counsel for the New York Central, has laid down the law on the subject, in connection with an incident that occurred recently when two passengers got to fisticuffs about the right to a seat, as a result of which one of the parties to the fracas is suing the other for \$1,000 damages. Don't punch the interloper in the eye, but send for a trainman and have him read the rules of the company to the intruder. If that does not prove efficacious the trainman has the right to eject the recalcitrant one, but the passenger has not. If the trainman is feeble or timorous, all the passenger can do to get even with the man who has stolen his seat is to sue him, in which case, Counsel Loomis thinks, he would obtain a verdict of the princely sum of 6 cents.

Packers can not get their orders in too early for spring delivery of egg cases and fillers. If the egg deals of the year wind up as satisfactorily as conditions now seem to indicate they will, there is every reason to believe that there will be a heavy demand for fillers and cases when the sun shines out and starts the grass next spring.

The New White Light Gas Lamp Co. ILLUMINATORS.



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

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

William Reid

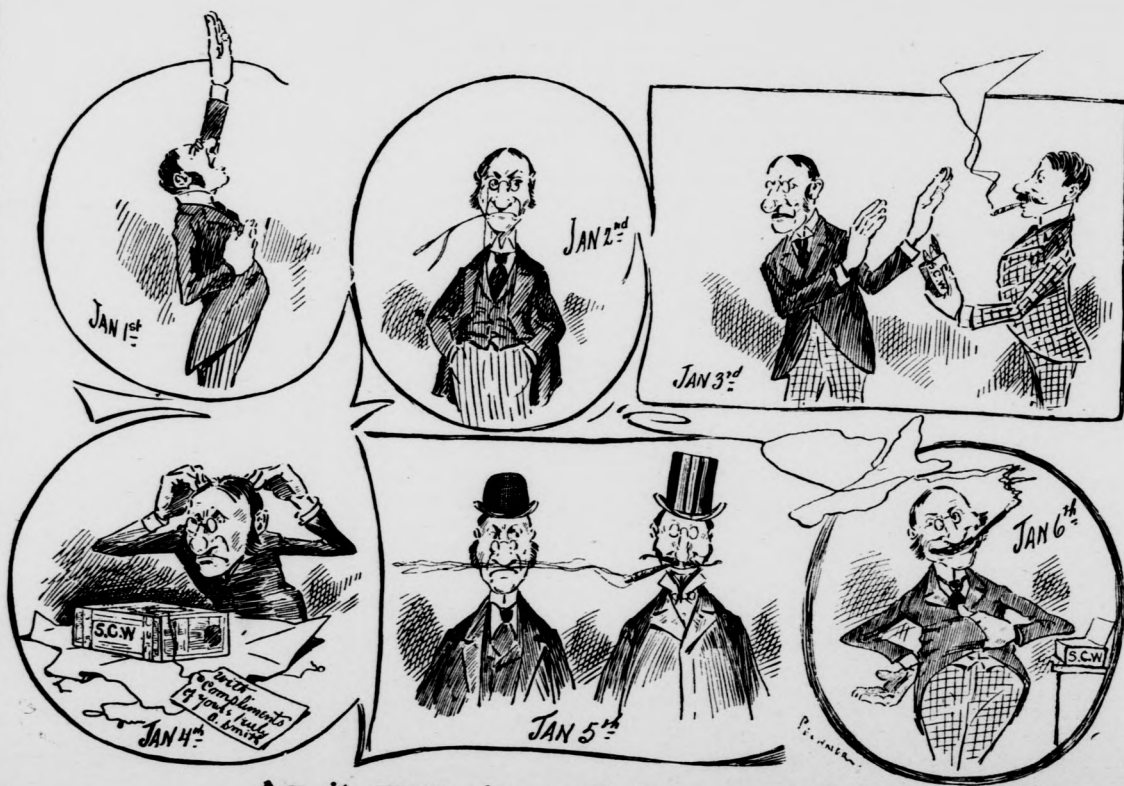
Importer and Jobber of Polished Plate, Window and Ornamental

Glass

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

L. BUTLER,
Resident Manager.



As it was, is, and ever will be.

The Meat Market

One Method of Cutting a Carcass of Beef.

In these days a man must be very careful in cutting up his meat so as to make something out of it, so I here offer a few practical suggestions in cutting up a carcass of beef that might be of help to someone. I do not want to infer that this is the only way in which butchers can cut up a carcass so as to get the most money out of it. Starting at the fore quarter, the first thing we do is to raise the cross-rib. Now if a butcher has a large demand for cross-rib roast, it would be well for him to cut them out as large as possible without destroying the looks of the chuck, as he gets more for his first cut rib roast than he gets for his chuck roast or steak, or if he is ahead on ribs, which is very seldom the case, he can cut them out a little smaller. In raising the rib always take a quantity of fat with it, as it brings more on the rib than it does in fat, and it adds a great deal to the appearance. Some butchers cut about two or three pounds of brisket on their ribs; that is well enough, but it destroys the whole shape of the brisket, and if they are to be sold to a dealer, they would not bring the price that they would otherwise bring.

Next comes the separating of the plate and brisket from the chuck and rib. If a steer is very fat, it would be well to cut the rib a little shorter than if it is lean, as it is harder to sell to customers who come into the store to pick out their meat, but if lean, and the ribs are plump, they can be cut at least one and one-half or two inches longer, as there is no fat to show, and it brings more on the ribs than on the plate.

Next comes the separating of the ribs from the chuck. Nearly all butchers find it hard to get rid of the blade roasts, and if so, why leave five ribs on the chuck, especially if it is a fat piece of beef? Better get chuck steak price than to let it get dark and sell it for almost nothing. This makes the face of the chuck look quite long, but to remedy this, cut off a three-cornered piece, which can easily bring a good price for soup meat. The first few steaks of the chuck, if it be a five-rib chuck, should be cut a little thin, as they are easily sold, and in cutting the balance of the steaks of the chuck cut the top end always a little thicker, even if it does make the neck a few pounds heavier, as the tail end is always the toughest, and when fried is easier masticated than when thick, and is more quickly sold. A good chuck can be cut down past the top chuck bone, but before getting that far, say until you are close up on the second rib of the chuck, cut out a piece of the tail, and about two pounds or so, as it almost always brings as much in soup meat and makes the neck cuts of steak more easily sold. After as many steaks have been cut off as it is wise to cut off, you have nothing but the neck left, with the top chuck on, which can be cut out and sold for soup meat or pot roast. Then cut off the chuck cover, cutting the flab on the neck with it, or if you are ahead on soup meat it can be left on and sold for corned beef, and if you are ahead on corned beef, leave the neck bone in before boning, as it keeps the meat a few days longer, which means a good deal when ahead on corned beef.—Butchers' Advocate.

Scotch Method of Dry Curing Bacon.

Lay your flitches of bacon on a stone floor or on stone scones, in a cool, airy,

sunless, but not damp apartment. Rub them on both sides with common salt, leave for a day, then rub it off. Then prepare a mixture in the following proportions: Four pounds common salt, one and one-half pounds bay salt, one and one-half pounds brown sugar, four ounces saltpeter. Be sure not to overdose with saltpeter or the flavor will be injured. Spread a thin layer of this mixture on each side of the flitches and let them lie in it for a month, turning and rubbing them every day, giving more of the salt mixture when necessary. Be careful to rub well into the folds, ends, etc., and examine daily to see if there are any spots turning mouldy and clammy, when these must be removed. At the end of a month hang up to dry in a cool, airy room, or smoke for a week.

Ten Rules to Be Observed in Handling Hides.

Tie your hides so they will not come loose.

Always use new rope $\frac{1}{4}$ or $\frac{3}{8}$ inch, cut 8 feet long, ravel in three.

Never use binding twine or hemp cord. It will break.

Always tie the tag on so you know it will not come off.

Always write your name and address with ink. Pencil writing will rub off.

Always put a tag on every hide you ship.

Always send a bill of lading when you ship.

Always see that the horns and tail bones are cut out.

Always make liberal allowance for mud and meat.

If your hides are well cured, clean off all salt and surplus matter, and expect them to shrink 4 pounds to each 100 pounds.

If you ship hides with any amount of salt in them, don't expect to receive pay for the salt.

If you buy a green hide and it weighs 50 pounds before salting, don't expect it to weigh over 40 pounds when it is salt cured. Hides will shrink 20 per cent. in salt curing, but they are worth more per pound than green.

Polite Invitation to Walk Up and Settle

The Retail Butchers' Society of Bay City has sent out the following manifesto to the customers of its members:

The purpose of this Society is the mutual protection and social improvement of its members and all legitimate improvements in the business of retail butchers, to increase acquaintanceship and foster the highest commercial integrity among those engaged in the retail butchers' business, and for protection of our customers, so that they don't have to pay those high prices as they have in large cities. There was not a month last year that the wholesalers did not raise the prices of meat to us, but we stuck right to our low prices, as usual, and, as a custom, we have to pay our meat bill every Monday and therefore would like to ask those slow payers to come to the front and pay up their long-standing bills, for it is impossible for us to carry them from month to month.

Poorhouse-Packed Pork.

The city of Worcester, Mass., may operate a slaughter house and pork packing establishment. The city has a large farm in connection with its almshouse, and many pigs are raised. It has been the custom to sell the pigs to White, Pevey & Dexter, or some other pork packing house, but of late several smaller dealers have expressed a desire to buy the pork. The city authorities think more money can be made from curing and packing the pork, and selling it to consumers and retail butchers. The matter was discussed at a recent meeting. If the plan goes through an up-to-date packing plant will be erected, provided with a refrigerating plant, and a salesroom will be built. There are several butchers among the inmates of the institution, and it looks as if the scheme will be tried.

He that soweth fun shall reap ridicule.

The most attractive,
the most labor-saving,
the most modern, the
most successful

Retail Grocery Stores

in the Union have been
designed and fitted by

F. A. FLESCH,

manager grocery store
outfitting department.

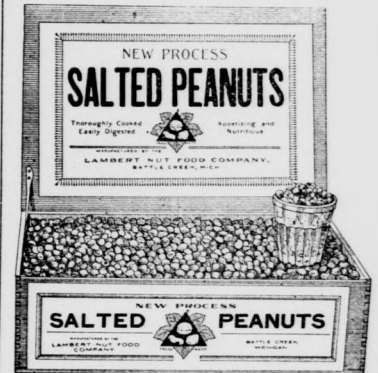
**Borden &
Selleck Co.,**

Chicago, Ill.

Correspondence for partial or complete outfits solicited.

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.

OLD RELIABLE B.L. CIGAR
ALWAYS BEST.

BETTER THAN EVER
Star Brand
50 CIGAR. SOLD BY ALL JOBBERS.

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.

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.

Woman's World

Soliloquies Indulged in the Night Before Christmas.

The Shopper—Gracious goodness, I do believe this list is made of India rubber, and stretches as I go! If Christmas was another day off, and I had to think of another suitable present for another person—something that was useful and ornamental at the same time, and was inexpensive and yet didn't look cheap and bargain-country—I would have paresis. Let me see—John and Mary and Susie and Katie and Mrs. Smith who sent me something last Christmas, and Mrs. Jones who always gets mad if she's forgotten, and the preacher and the baby and the cook and the housemaid and the Grahams who were nice to us at the Springs, and Aunt Jane and Cousin Maria and Uncle Tom and—um—um—and how anybody is going to manage to remember 'em all and still keep out of the bankrupt court is more than I know. Talk about the sufferings of your saints and martyrs! It isn't in it with what one goes through in her Christmas shopping. I've been trampled and trodden on, and elbowed and jostled, and had my bonnet jammed over one eye and my garments rent in twain, until I felt as if I'd played the star role in a head-end railroad collision. And what does it all amount to? I've spent my money and worn myself out to a frazzle, and the chances are I won't have pleased a single person. Aunt Jane will write back: "Of course, dear Mildred, I appreciated your kind thought of me, but it was a little unfortunate that you sent me an embroidered table center, as I had already seven elegant ones," with an emphasis on the elegant; and Katie will ask me if I mind if she changes the slippers I got her for a chiffon stock; and Uncle Tom will wonder what on earth made me get him cigars when I know he always smokes a pipe, and that's the way it will go all the way through. Heavens! I wonder who it was who started the custom of expressing affection for our fellow-creatures by giving them something on Christmas morning that makes them mad? Not that I blame anybody. It's aggravating, and nobody need pretend that it isn't, to have people give you the wrong thing when they might just as well have given you the right one.

The Girl Clerk—Oh, dear, I'm tired to death; I've been standing on my feet since early morning, watching women fight over the handkerchief counter, until I feel as if had been refereeing a prize fight. My, but if people could hear what I do there wouldn't be much gratitude for their Christmas presents. They give things because they have to, not because they want to. A big fat woman and her daughter will sail in and stop. "Let's look at these handkerchiefs, Florence," mamma will say; "we've got to get something for your Aunt Susan and I always think a handkerchief makes as much show for the money as anything else." Maybe Florence suggests that Aunt Susan is long on handkerchiefs and short on something else, but mamma squelches her by saying: "Oh, that's plenty good for Susan. We must economize, you know, for I've got to get something handsome for Mrs. Croesus. It wouldn't do to send her anything that wasn't expensive, with all the lovely things she has." Then, it's funny, you know, but the Christmas shoppers, who are tired

and worn and nervous and cross with their own shopping never seem to think that if it's hard on them, it's ten thousand times harder on those of us behind the counter. We've got to look alert, and be ready to offer suggestions about what would suit people we never heard of and to decide if somebody's John or Tom or Harry would rather have a pair of silver-mounted suspenders or a silk muffler, and if we don't smile on to the end, or get a bit cross ourselves, we get reported to the floorwalker. Oh, the Christmas shopper is a peacherina and don't you forget it.

Miss Society—Well, Christmas is almost here and, unless I miss my count, I'm safe for a rich haul. If I get any misfit presents, it won't be my fault. There's nothing like making your wants known in this world and, thank heaven, there's nothing bashful about me. I've talked nothing but opera wrap in papa's presence for the last month, and I simply told mamma what I expected she would give me. I've informed Cholly I was making a collection of silver trinkets for my dressing table and I steered Victor up against a jeweler's

window and pointed out to him a darling set of the new shirt waist pins that I said were so cunning. If he misses that shot he's a bigger chump than I take him for. Then I confided in Tom my admiration for little jeweled side combs and every time Jack has been to see me for a month I have used a broken fan and remarked upon it, so that a blind man might see that a new one would be an appropriate Christmas offering. I also artlessly mentioned in Sam's presence how very convenient the little silver-netted coin purses were and I dropped a hint to Arthur about a long jeweled chain and er-er, there are several other little things, like candy and flowers, and things of that kind, I've sort of farmed out among the rest. A girl has to use some good business sense in these days if she wants to get along, and the one who trusts to the uninspired judgment of a man is going to get left. Why, half of those fellows wouldn't have dreamed of making me a Christmas present at all, if they'd been left to themselves, and if they had, it would have been a measly little bunch of violets that there wouldn't have been a bit

of fun in showing off and bragging about to the other girls.

Mr. Benedict—Great heavens! This is Christmas eve and I've put off buying Maria a Christmas present just as long as I can. I've got to go into one of those blooming shops where women will trample upon me and I will be shunted from one story to the other and told things are down across from the ribbon counter, three counters to the left, near the hosiery department, and will get lost and be so abjectly cowed even the cash boys will pity me. I haven't any more idea what to get than a rabbit either. I wonder what a woman wants, and why on earth she isn't willing to take a check and go and buy herself something? Such tommy rot sentimental nonsense! Goodness knows I'd lots rather she would give me whatever money she puts in cabbage-leaf cigars and freak neckties and let me get what I want. But that isn't the way a woman looks at it. Why, last year when I gave her a check she actually cried. Said I didn't care for her any more, and I knew if I gave her a check she'd have to take it and pay bills with it, and if

The President of the United States of America,

To

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

GREETING:

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

ENOCH MORGAN'S SONS COMPANY,

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

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

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

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

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

[SEAL]

ROWLAND COX,
Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,
Clerk

I-I-I-o-oved her like I used to before we were married, I would have known what she wanted. I retorted that in those days she was glad to get anything, and then she got mad and wouldn't speak to me. That's the way with a woman, when you try to deal sensibly with her. I dare say there's a million things she is dying for, if I only knew what they were. Gee, but there's an opening for a fellow in the mind reading business about Christmas time. Well, here goes. But I'm betting dollars to doughnuts that whatever I get will be the wrong thing and that she will be up bright and early the next day after Christmas to change it for something else.

The Mother—Well, all my Christmas shopping is done. The tin horn and the soldiers and the dollies and all the rest of the things are tucked safely away ready to go in the little stockings. Perhaps I have spent more than I ought to, for we are only rich in children, but the temptation was irresistible. There is such a little time in life when we can buy happiness for a few pennies. For long I have been sending up the chimney misspelled, scrawled letters to Santa Claus, asking for a new drum or a doll bed and anxious little faces question me as to whether I think they will get them. How could I bear to disappoint the childish faith? So soon, so very soon, the time will come when I can no longer play providence, and there will be no more Santa Claus to bring them their hearts' desire. What a patter of little feet there will be on Christmas morning, what screams of delight, what a rapture and bliss, and wonder that Santa Claus has not forgotten a single thing. A strange thing happened to me to-day. I was standing in the toy department of one of the stores, buying an absurd little red wagon, when I noticed a woman standing by me. She was magnificently dressed, and as she moved I could hear the rustle of the silk lining of her swell tailor-made gown, and it made me rather acutely conscious of my shabby old frock. Presently she spoke to me. "You have children?" she asked. "Yes," I answered. "Then I wish you a merry Christmas," she answered; "make the most of it and thank God you, too, are not among those who have no little stockings to hang up. My Christmas morning will be spent in brushing the dust off of little toys that were set away one Christmas morning many years ago, when a little child went back to heaven and left me," and as the woman passed on I knew she had given me the best Christmas gift of all—contentment with my lot.

The Little Street Child (looking through the window of the shops)—My, but Christmas is gay, ain't it? Jes' look at this window! Wonder which one of them dollies I'd take if I had de chance. Believe I'd take that one of the lady dressed in white. I saw a real lady like that onct; honest, I did. She wuz jest going into the opera, and she was all dressed in white, with shiny things on her arm and neck, and had a great big bunch of roses, and when she saw me she threw me one. Honest, she did. Say, you reckon there's children, real children, that gets them things? Tops, and horns, and dolls, and things? Gets 'em for their real, truly own, so's they can have 'em in their hands, and play with 'em, and make a noise with 'em, an' nobody don't take 'em away from 'em? Santy Claus brings 'em to 'em? Why ain't there no Santy Claus to bring things to us? Say, dere comes de cop.

He'll make us move. Les' go where we can smell de smell comin' out de bakery. It's just lovely when dey's bakin' Christmas cakes an' things. Say, Christmas is great, only, don't you wish dere was enough of it to go round to de poor as well as de rich?

Dorothy Dix.

Difference Between the Bond and the Free.

The long-disputed right of a husband to open his wife's mail is to be decided by the courts in Iowa. A woman in that state, whose husband took it upon himself to censor her mail, has had him indicted by the grand jury for embezzling a letter which he not only read, but destroyed without letting her see it. The man admits the charges, but claims he did it for the best interests of the family and will base his defense on that ground.

To people with a nice sense of propriety, the right of a wife to open her own letters doesn't seem to admit of any more question than her right to the individual proprietorship of her tooth brush. There are things so essentially individual they must belong to one exclusively, or not at all, and the unopened letter is in that category. A woman may share it afterwards with the family or the whole world, but she has the inalienable right of receiving her letter with unbroken seal, and skimming the cream off of her correspondence first. It may be a part of what Mrs. Humphrey Ward describes as the imperishable child in us, but every one will admit that a letter that somebody else has opened and read has lost its chief charm.

It is impossible to imagine on what theory any husband ever came to imagine himself possessed of the right to open his wife's letters. It is an outrage on her dignity as a woman and an insult to her liberty as an individual and she does well to resent it. Nor can he defend himself by taking the high moral ground that he does it for her best interest. If she is the kind of woman who is fit to be a decent man's wife, she is amply able to decide on the merits of her correspondence, and he knows it. It is nothing on his part but common, vulgar curiosity, and one is always glad when he meets with the proverbial fate of the eavesdropper and reads some unpleasant criticism of himself.

There is also this to be said: Every letter that one receives, almost, is an affair of honor. One's family and one's intimate friends put their hearts on paper. Confidences are made, secrets revealed that assuredly the writer never intended to be scanned by a masculine eye and subjected to masculine criticism. The man who opens his wife's letters violates this confidence, and the least that his wife can do in common honesty is to warn her correspondents that she is not permitted to receive her mail until it has been censored.

The question of a young girl's correspondence is quite another matter. She lacks the experience and judgment and knowledge of the world that her mother possesses, and any woman who lets a young daughter launch out into a reckless correspondence with a young man of whom she knows nothing, and who does not supervise the letters the girl writes, is criminally careless. Still, even in that case, a girl has a right to her own letters. She has the privilege of opening them first and her confidence should be tactfully won, not forced. The letter that a girl can not show her

mother is not the proper one for her to receive or write.

Inasmuch as most women either tell their husbands the contents of their letters, or read them aloud, it may seem a small matter which one opens them, but it is the little thing like the convict's garb that marks the difference between the bond and the free. It is the refusal to recognize that marriage does not mean the breaking down of one's individual liberty and privacy that makes so much domestic discord. When we learn to treat our husbands and wives with the same courtesy and consideration we show strangers, we shall have solved the matrimonial problem.

Cora Stowell.

Woman's Economies.

A great majority of women have the instinct of economy very highly developed, although not always in the right direction. Some of the economies of well-to-do women are very funny. Take twine, for instance. In the minds of many opulent housewives it is a sign of wicked waste to cut the string of a parcel and they will carefully and laboriously untie every knot of a package, however intricate, and then, at the cost of much time and patience, they will do it up in neat little rolls, which are carefully put away, as if they were valuable possessions. Every time that string is needed in the household they produce one of those precious rolls from their hoard, with a glow of satisfaction over their thrift. Now, a large ball of twine costs about 6 cents, and contains enough for a year, at least, and yet not one housekeeper in a hundred, it is safe to say, will ever buy a ball of twine.

Rubber bands, too, are felt to be in-

valuable and are put by religiously, for the idea of buying a comfortable box of assorted bands ready for use would never be thought of, although the cost would be infinitesimal. Yet these very women will squander hundreds of dollars in useless fineries and overlook wastes in their kitchens that would, if stopped, reduce their butcher's and grocer's books considerably. Such is the inconsistency.

Usually when a man defends other people, he is defending something in his own past experience.

GOLD MEDAL, PARIS, 1900

Walter Baker & Co. Ltd.

PURE, HIGH-GRADE

COCOAS AND CHOCOLATES



TRADE-MARK.

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

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

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

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

WALTER BAKER & CO. Limited,
DORCHESTER, MASS.

Established 1780.



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

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

National Biscuit Co.

Grand Rapids, Mich.

Hardware

Difficulties of Selling Hardware at a Profit.

To remedy the difficulties of retailing at a profit commensurate with the amount of ability and energy spent in the effort is a consummation devoutly to be wished, especially by the retail hardwareman.

The most important factor is to sell the quantity. The second consideration is a question of rent, and third the price goods are bought at. But the fact of dissatisfaction will always exist when legitimate and honest efforts, coupled with ability, do not receive their just and legitimate returns.

But instead dishonest combinations, natural advantages used unfairly and competition with jobber and manufacturer with the retailer in retailing goods will always place the retailer where he can not advance proportionately with the efforts he makes.

Times and some conditions have changed, but selfishness, like other bad habits with increased cultivation, has expanded, especially in business transactions.

The wealth of Solomon, Croesus and other ancient tyrants was accumulated by all kinds of horrors, and the sufferings of those from whom it was taken and for selfish uses only. And will not future generations, reading the history of the present day, see the same cause for the difficulties we now labor under? History at the time of the middle ages has many instances where the artisan and merchant did get fair returns for their efforts. There was, if anything, more selfishness in those days than these, but the upper classes showed it more in personal adornment and pleasure than in the mere accumulation of money, which would naturally give more employment to the artisan and greater profits to the merchant.

To-day the wealthy man, with the experience that his wealth has given him, selfishly finds the cheapest markets for his personal needs and buys them of the jobber and manufacturer cheaper than the retailer can, thereby depriving the retailer of his profit, by which he pays rent, on which the wealthy man generally exists.

It is not to be understood it is not a good thing to acquire wealth, but to become only wealthy in money is a case of the dog in the manger; he can not use it all himself and the poor horse will starve because of his (the dog's) selfishness. Consequently young men without almost unlimited capital can have no chance, when, as now, most of the business done, especially in the jobbing line, is by corporations who declare dividends of 8 per cent. per annum, pay large and princely salaries to a few officers, low wages to the rank and file, and increase their capital stock a million or two in a year. There is no competition under such circumstances or chance of improvement for those not placed in such favorable conditions. Even co-operative buying, as advocated by many under present circumstances, is impossible, and the main question in reference to increased profits is quantity.

To increase the sales it is only necessary to enable the customer to buy more. The consumer or the masses of the people, if given a fair share of their earnings, will improve their own condition by buying things they need and now have to do without. The retailer will always wear a smile, and their number

will increase, and vacant stores, especially in cities, will be occupied, only fair competition will exist and unfair combinations will become a thing of the past.—Geo. R. Plowman in American Artisan.

Changes in Shoemaking Which Are Sure to Come.

It seems to be the proper thing at this time to make predictions. We have reviews and summaries of the great things accomplished during the past century and it is a free for all in the predicting line to guess at what the coming developments will be. We have had predictions about national affairs, population, transportation, power, military and naval affairs, astronomy, medicine, journalism and many other matters, but no one has ventured any predictions about shoes or the shoemaking and shoe selling industry. But footwear is certainly important enough to warrant some mention and to call for some consideration from the professional predictors. Possibly it will not be out of place to venture a few suggestions as to the direction in which the progress of the twentieth century will proceed.

First, what have we gained? A hundred years ago we had good solid leather boots for men, and a variety of light and fantastic styles for women. The hides and skins were converted into leather by a long, laborious process, and making the leather into shoes required time, skill and plenty of muscular effort. We have had the splitting machine for leather, which utilized much of the hides and skins that was previously wasted, and sewing machines of different kinds have wonderfully aided in the work of shoemaking. Many improvements have been made in the operations of tanning for saving labor and shortening the time. The hide supply has been increased by methods for utilizing the skins of other animals in addition to cattle, sheep and goats, while serpents as well as marine life have added a share.

Aside from the methods and materials, however, the most noticeable change in footwear is the passing of the ponderous, cumbersome and leg-wearying constructions for the lighter and more pleasing work of the modern factory. For the most part this change may be attributed to the improvements in transportation, doing away to so large an extent with the necessity of walking as a method of travel. Now as the twentieth century promises many new developments with better facilities for transportation, we may conclude that footwear will develop into still lighter and more luxurious forms. With less walking there will be less necessity for the impermeable leather, so that textile fabrics are likely to have a much more important position as materials. It is probable also that methods for waterproofing fabrics will be devised which will answer for emergencies when the fabrics would otherwise be decidedly undesirable. There is room also for much development in the direction of tennis lines, at present supplied with cloth uppers and rubber soles, and also in the felt manufactures. Men's shoes of the future may be of the same material as the suits worn, just as ladies' fancy shoes and slippers are now often made to correspond with the different costumes. It will no doubt be as true in the coming century as in the past that there is nothing like leather, but leather will not be considered as indispensable for footwear on all occasions.

In the matter of manufacturing it is

not easy to see in what direction improvements will be made, but there can be little doubt that changes will come. Cementing might supersede stitching, for example, and there is a chance for machines to combine some of the details now handled as separate operations. Then there are possibilities in the use of paper pulp or wood pulp with special preparations that will be discovered adapting it for the uses desired, and shoes may be moulded and finished in one operation. There may even be the automatic machine sometimes suggested for feeding the sides of leather into one end and having the finished shoes pouring out in cases all nicely packed for shipment at the other end, with a small boy manipulating the levers and pressing the buttons. Strange things have come to pass and there is no telling what the combined skill of the shoe machinery concerns will bring about. One thing is certain and that is, whether the coming century will see men flying through the air or traveling under water, they will surely have feet and the feet must have shoes. Methods may change or new styles and materials be introduced, but there will always be work for the industry and the industry will not fail to give a good account of the work.

Something might be predicted also as to the selling or distributing of footwear. Will the retailer or the jobber or both disappear? It is safe to say that they will not, although the tendency will be to concentrate more into larger establishments. With electricity in improved telephones for ordering and seeing the goods offered and pneumatic tubes or flying machines for delivery, distant customers can be served from central depots and small local dealers

will not be needed. The automatic nickel-in-the-slot selling machines may be adopted for selling special price lines, thus saving the wear and tear of overtired salesmen. There should be an extra attachment also for bouncing out the customers who come back to complain because the fine leather did not withstand the destructive effects of fire and water. With machines of this kind that would make the buyers do their own trying on and would allow of no exchanges or paying money back, the life of the twentieth century dealer might be fairly contented and happy.

Numerous other suggestions could be made as to the lines which improvements might take, but the foregoing will no doubt serve to guide the genius of the inventors. Those of us who live to the end of the century will enjoy the results and duly applaud the great intellects which bring about the changes.—Boot and Shoe Recorder.

Ready to Change.

Miss Peachy Grubb is a charming girl of Wellsville, W. Va., who is longing for some real nice young man to treat her to a more euphonious name.

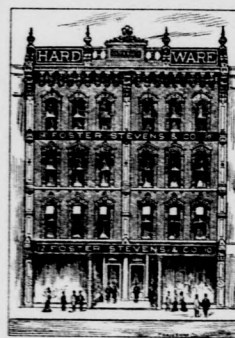
GAS AND GASOLINE MANTLES

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. 50c per doz. bottles.

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



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



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

Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

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

GRAND RAPIDS, MICH.

Alcohol,
Opium,
Tobacco,
Neurasthenia

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

RETAIL ADVERTISING.

Successful Country Merchant Tells His Experience.

The first and principal reliance of the country merchant is the local newspaper. There are some communities where a merchant is doing business where no local newspaper exists. Pretty small business you may think, but big enough to present a very acute advertising problem. My community was like that once and I published my own weekly newspaper. It reached the families of my community pretty thoroughly. It was a newspaper so far as there was any news and it carried my advertising. When it got to a point that it could go alone I sold it out to a newspaper man.

The local newspaper reaches the people with local news; I take some care that my advertisements in it shall be news of my store. I read somewhere a brief statement by one of the prominent advertising men to this effect: "The only proper advertising is store news, and that must be written in the spirit in which the store is managed."

You might not think there would be a great deal of store news in a country store; there is more than the casual observer realizes. I have stipulated with my newspapers that I shall always have a regular position in the paper and that my advertisement shall always be set up in the same style of type. I have my own preference in this matter; anybody else might have some other preference. The important thing is that the type shall always be the same. This gives my readers an easy means of identifying my advertisement, both as to appearance and location.

The first requirement of an advertisement is that it shall be read; it must attract attention if it is to do any good. It seems to me better to attract attention by what I say and the way I say it rather than by the mechanical means usually employed—cuts or big display. I find that people are interested in the things I am able to talk about in connection with my business. My stock is the general store mixture—a little of everything; there is no lack of variety of subjects, and there is usually something to talk about in connection with some of them. It is astonishing sometimes how much interest customers feel in what seems very commonplace in connection with goods they are used to buying. I write my advertisements as simply as I can and as honestly, "in the spirit in which the store is managed." That is a very important requirement of good advertising. It seems to me that much of the advertising we see fails to meet this requirement. My neighbors read my advertisements; I think they believe them.

The editors of our newspapers are a help to me often in expressing my ideas; they make a business of that and are able to do it better than I can. I take the suggestions of both of them and construct my advertisement by using something from each of them; makes a better job of it than either one alone or than I could make myself.

The cost of advertising in the local papers is not very great, considering that I reach all the best families in my community once a week. I give a good deal of attention to this part of my advertising work. There is a great deal more to be said about it.

About four times a year I send to a list containing the name of every head of a family within my radius a little booklet about my store. This is a little

in the nature of a price-list, although it is more than that. Jobbers and manufacturers who sell me goods usually furnish cuts to illustrate it, and some of them help pay for distributing it. This form of advertising presupposes a mailing list; I have a good one, containing, as accurately as I can get it, the name of every possible customer in my territory and some information about them. It requires some care to keep this list in order and up to date, but I have a card index and that minimizes the labor. I regard such a list as one of my most valuable assets. I subdivide it so as to show those who are my customers and those who are not. The booklet goes to them all, but the letter that goes with it varies with the circumstances, customer or not. I believe this mailing list is worth all it costs in labor and expense just to show me at any time who are my customers and who are not. There are a hundred different ways of using such a list besides using it to mail my booklets. I use it in some of them.

I have a good deal of advertising matter sent me by jobbers and manufacturers for the purpose of promoting the sale of their goods; some of it is very good; I occasionally enclose it with my own advertising. The objection I have to most of it is that it seems too general to do me any direct good. Some of it, however, is so constructed as to be an advertisement of my business in the particular line; more of it might be. I believe manufacturers, especially those who give exclusive agencies for their goods, might make more of their advertising by so preparing it as to identify the interests of the local dealer more thoroughly with their own. I suppose they would say that country dealers are not permanent agents, that there's no telling when they will switch off to handling some other line, and that they prefer to advertise the goods, not the local dealer. This is partly true; it is the fault of both parties in the case that it is true.

On goods which I do not handle exclusively, for which advertising matter is sent me, I try in various ways to get for myself the full benefit of the advertising, although my competitors may have the same lines. Such advertising, as a rule, doesn't get very careful attention, however; doesn't pay to send it out as special advertising.

John T. Parsons.

Knowledge of Human Nature.

An amusing and highly instructive incident, illustrative of the importance of a knowledge of human nature in the art of salesmanship, recently came under the writer's observation.

An upholstery salesman in a leading New York store had labored in vain to sell a customer some curtains. The buyer of the department stood by, an interested spectator of the struggle. He knew the man—a prominent real estate broker—and knew his weakness. This broker had, by dint of his own efforts, risen from an obscure origin to comparative affluence. Like all self-made men he was proud of the job and had a weakness to be considered even wealthier than he was.

So the department head took a hand in the game and played upon that string. Said he: "Mr.—, this young man doesn't know who you are, nor what you want. Allow me."

The subordinate had been showing him curtains ranging from \$10 to \$15 a pair. The manager hunted around and

produced some elegant examples of foreign draperies.

"How much are these?" asked the customer.

"One hundred dollars a pair," answered the manager.

"By gad," said the broker, "you're the first man who dared show me curtains. They're what I want. Send them."

After the broker had gone the manager said that he knew the curtains were higher priced than the man should have really afforded, but he was so flattered at being thought able to buy such qualities that he succumbed to the temptation.

Verily, to be an expert salesman, study your man and his foibles.—Dry Goods Economist.

Hardware Price Current

Augurs and Bits			
Snell's.....	60		
Jennings genuine.....	25		
Jennings' imitation.....	50		
Axes			
First Quality, S. B. Bronze.....	7 00		
First Quality, D. B. Bronze.....	11 50		
First Quality, S. B. S. Steel.....	7 75		
First Quality, D. B. Steel.....	13 00		
Barrows			
Railroad.....	17 00		
Garden.....	32 00		
Bolts			
Stove.....	60		
Carriage, new list.....	70&10		
Plow.....	50		
Buckets			
Well, plain.....	\$4 00		
Butts, Cast			
Cast Loose Pin, figured.....	65		
Wrought Narrow.....	60		
Cartridges			
Rim Fire.....	40&10		
Central Fire.....	20		
Chain			
1/4 in. 5-16 in. 3/8 in. 1/2 in.			
Com.....	7 c. 6 c. 5 c. 4 1/2 c.		
BB.....	8 1/4 7 1/4 6 1/4 5 1/4		
BBB.....	8 3/4 7 3/4 6 3/4 5 3/4		
Crowbars			
Cast Steel, per lb.....	6		
Caps			
Ely's 1-10, per m.....	65		
Hick's C. F., per m.....	65		
G. D., per m.....	45		
Musket, per m.....	75		
Chisels			
Socket Firmer.....	65		
Socket Framing.....	65		
Socket Corner.....	65		
Socket Slicks.....	65		
Elbows			
Com. 4 piece, 6 in., per doz.....	net 65		
Corrugated, per doz.....	1 25		
Adjustable.....	dis 40&10		
Expansive Bits			
Clark's small, \$18; large, \$26.....	40		
Ives' 1, \$18; 2, \$24; 3, \$30.....	25		
Files—New List			
New American.....	70&10		
Nicholson's.....	70		
Heller's Horse Rasps.....	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....	28 17		
Discount, 70.....			
Gauges			
Stanley Rule and Level Co.'s.....	60&10		
Glass			
Single Strength, by box.....	dis 85&20		
Double Strength, by box.....	dis 85&20		
By the Light.....	dis 85&		
Hammers			
Maydole & Co.'s, new list.....	dis 33 1/4		
Yerkes & Plumb's.....	dis 40&10		
Mason's Solid Cast Steel.....	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3.....	dis 60&10		
Hollow Ware			
Pots.....	50&10		
Kettles.....	50&10		
Spiders.....	50&10		
Horse Nails			
Au Sable.....	dis 40&10		
Putnam.....	dis 5		
House Furnishing Goods			
Stamped Tinware, new list.....	70		
Japanned Tinware.....	20&10		
Iron			
Bar Iron.....	2 25 c rates		
Light Band.....	3 c rates		
Knobs—New List			
Door, mineral, jap. trimmings.....	75		
Door, porcelain, jap. trimmings.....	85		
Lanterns			
Regular 0 Tubular, Doz.....	5 00		
Warren, Galvanized Fount.....	6 00		
Levels			
Stanley Rule and Level Co.'s.....	dis 70		
Mattocks			
Adze Eye.....	\$17 00 dis 70-10		
Metals—Zinc			
600 pound casks.....	7 1/4		
Per pound.....	8		
Miscellaneous			
Bird Cages.....	40		
Pumps, Clatern.....	75		
Screws, New List.....	80		
Casters, Bed and Plate.....	50&10&10		
Dampers, American.....	50		
Molasses Gates			
Stebbins' Pattern.....	60&10		
Enterprise, self-measuring.....	30		
Pans			
Fry, Acme.....	60&10&10		
Common, polished.....	70&5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27.....	10 75		
"B" Wood's patent planished, Nos. 25 to 27.....	9 75		
Broken packages 1/4c per pound extra.			
Planes			
Ohio Tool Co.'s, fancy.....	50		
Sciota Bench.....	60		
Sandusky Tool Co.'s, fancy.....	50		
Bench, first quality.....	40		
Nails			
Advance over base, on both Steel and Wire.			
Steel nails, base.....	2 55		
Wire nails, base.....	2 55		
20 to 60 advance.....	Base 5		
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.....	6 50		
14x20 IX, Charcoal, Allaway Grade.....	6 50		
20x28 IC, Charcoal, Allaway Grade.....	11 00		
20x28 IX, Charcoal, Allaway Grade.....	13 00		
Ropes			
Sisal, 1/2 inch and larger.....	8 1/4		
Manilla.....	12		
Sand Paper			
List acct. 19, '86.....	dis 50		
Sash Weights			
Solid Eyes, per ton.....	25 00		
Sheet Iron			
com. smooth. com.			
Nos. 10 to 14.....	\$3 20		
Nos. 15 to 17.....	3 20		
Nos. 18 to 21.....	3 30		
Nos. 22 to 24.....	3 60		
Nos. 25 to 26.....	3 70		
No. 27.....	3 80		
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.			
Shells—Loaded			
Loaded with Black Powder.....	dis 40		
Loaded with Nitro Powder.....	dis 40&10		
Shot			
Drop.....	1 45		
B B and Buck.....	1 70		
Shovels and Spades			
First Grade, Doz.....	8 00		
Second Grade, Doz.....	7 50		
Solder			
1/2 @ 1/4.....	21		
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.			
Squares			
Steel and Iron.....	65		
Tin—Melyn Grade			
10x14 IC, Charcoal.....	\$ 8 50		
14x20 IC, Charcoal.....	8 50		
20x14 IX, Charcoal.....	9 75		
Each additional X on this grade, \$1.25.			
Tin—Allaway Grade			
10x14 IC, Charcoal.....	7 00		
14x20 IC, Charcoal.....	7 00		
10x14 IX, Charcoal.....	8 50		
14x20 IX, Charcoal.....	8 50		
Each additional X on this grade, \$1.50.			
Boiler Size Tin Plate			
14x56 IX, for No. 8 Boilers, } per pound..	10		
14x56 IX, for No. 9 Boilers, }			
Traps			
Steel, Game.....	75		
Oneida Community, Newhouse's.....	40&10		
Oneida Community, Hawley & Norton's.....	65		
Mouse, choker per doz.....	15		
Mouse, delusion, per doz.....	1 25		
Wire			
Bright Market.....	60		
Annealed Market.....	60		
Coppered Market.....	50&10		
Tinned Market.....	50&10		
Coppered Spring Steel.....	40		
Barbed Fence, Galvanized.....	3 20		
Barbed Fence, Painted.....	2 90		
Wire Goods			
Bright.....	80		
Screw Eyes.....	80		
Hooks.....	80		
Gate Hooks and Eyes.....	80		
Wrenches			
Baxter's Adjustable, Nickeled.....	30		
Coe's Genuine.....	30		
Coe's Patent Agricultural, JWrought.....	70&10		

Clerks' Corner.

Condensed Wisdom From an Unexpected Quarter.

When Old Man Means sat down to his desk that Christmas morning, his eyes fell instantly upon a neatly wrapped-up box tied with a red ribbon. His first impulse was the natural one, but he knew at once that a pair of eyes over there by the stove were watching him and, yielding very readily to his besetting sin—an inordinate love of teasing—he gave the box a rough poke to one side and began to open his mail. Young Carl laughed. He had known and studied the storekeeper's ways too long not to know that he was as anxious to open the package as the giver of the package was to have him and, with the intention of giving the Old Man a good swallow of his own medicine, he stood with his back to the stove and patiently watched the opening of the mail as it was deliberately disposed of.

"When he begins to get enough of it," thought Carl, "he'll send me into the back store to do something and then he'll open it. Ten to one it'll be the potatoes. Now we'll see." So the young fellow, "with a grin on his phiz," stood and stared, and when the last letter was read and filed, the storekeeper turned around and found himself the object of the clerk's attention.

"Well, Carl, I guess you might as well give those potatoes a turn this morning, hadn't you?"

"No, because I gave it to them early this morning."

"How would it do for you to barrel those rutabagas then? It's got to be done sometime."

"Finished 'em the last thing I did day before yesterday," answered the young man, gazing determinedly out of the window."

"That's good. Here's the morning paper. Seen it?"

"No; toss 'er over. How's that for a left-handed catch?" and without waiting for a reply the clerk turned his back to the desk and opened the paper.

The rattle of the morning sheet was the signal that the kid was outwitted at last and the white tissue and red ribbon were quietly moved to the front, the latter untied and the former opened. It was the ordinary white box with a pretty cover and, when this was removed, the Old Man was too much interested to notice that the kid was watching every movement through a looking glass that he had carefully arranged Christmas day for just this purpose.

If there was one thing that the Old Man liked more than another it was "something good clear through." He had found, as he had often told Carl, that the best was always the cheapest and in the matter of apparel it was better to wear the old article a little longer and when the new one was bought buy the best. So, when the box cover was taken off and the inside tissue was laid back and disclosed a necktie that even his fastidious taste approved, it did the watching Carl a great deal of good to see the satisfied smile steal over the storekeeper's face and the little nod of approval he was sure to give when pleased.

For a bit of haberdashery the tie was certainly a success, especially when the wearer was taken into account. Black and red was the combination in a basket weave. Both colors were of the superlative and, interwoven, made a contrast as pleasing as it was striking. An

occasional rustle of the paper over by the stove kept up the delusion that he was unobserved and the Old Man indulged in submitting the tie to a careful examination. It met the test of his severest judgment. He passed the silk through his delighted hand. There was nothing better. He gathered it into a wad and found it unwrinkled when the pressure was removed. He turned it this way and that to catch the rich effect of the light as it struck the sheen and tied it into the conventional knot it would assume when the rich silk should offer its gleaming triangle of red and black at his throat. "It's all right, but the idea of that boy's spending that amount of money for a tie for me! I guess I shall have a little something to say about that."

He looked towards Carl, but that young man was busy with the paper, who, nevertheless, had seen that the tie had met with favor and, happy beyond expression that he had seen with his own eyes that his friend was pleased, patiently waited for the outcome whatever it should be.

The Old Man after another good, long look, with the tie still in his hands, called out, "Carl, come here."

Down went the paper and with one hand on the counter over that barrier the young fellow went and an instant later stood before his employer with expectant face.

"This is a handsome tie, Carl"—when Old Man Means pronounced his clerk's given name like that, he meant business—"Where did you get it?"

"Pittsburg. That boss place down there. When that drummer was here a month ago I told him what I wanted and whom 'twas for and he let me have it at a discount."

"What did it cost you?"

"I'll bet a dollar you don't!" was what the young man thought but, looking skyward and pursing up his mouth as if he half remembered, he said, "Two hundred and seventy-five dollars, as nearly as I can remember! Didn't you tell me once that it is hardly the thing to ask a fellow what he paid for a present?"

"Yes, but this is a different thing. In the first place, you can't afford it. You are not having extravagant wages; you have better ways for spending your money and your ideas are altogether too extravagant. Don't you know that it always makes the man who receives the present sorry when he has to receive a gift that the giver can't afford? I should have been just as glad, Carl, to have received a present that cost you a quarter—indeed I should have been gladder—as I am in having you squander your three dollars in this way, or, what would have been that, had you paid the regular price. You spoil the Christmas idea, Carl, and, when you do that, you take the heart right out of the genuine Christmas. I don't you know you do? It's a little piece of condensed wisdom, for which I shan't charge you anything, but in Christmas giving a man mustn't go beyond his means. If he has little he must give little and anything beyond that leads to mischief. See?"

"As a piece of condensed wisdom, Old Man, it's a failure! To me it doesn't seem to hold water. In trying to tear down my defenses you have neglected your own. It's been a good while since you went to Sunday school and I'll come around for you next Sunday. It'll be a good way to begin the year. In the first place, you forget that 'It's more blessed to give than to receive.' That's the

Christmas idea, mother says, and she's older than you are by some years. She and I have talked this over and she says that the widow's two mites was all she had, the best way you can fix it, and that the 'all she had' idea is what we have to go by; and, by jingo, according to that I shall have to have several coughing fits to get even with you! Then, you know, I haven't had little. Oh, Old Man," the boy managed to swing himself upon the arm of the storekeeper's chair and steadied himself with his arm across his employer's shoulders, "you have got hold of the wrong end of this thing. A fellow who doesn't care doesn't spend much money but, when he does, he can't pay too much for anything he buys; and don't you know, yourself, that any amount of dollars piled up is a mighty mean little lot when it stands for what you feel for the other fellow? That's the sober side—the condensed wisdom side—of it. When you talk about a man's going beyond his means in Christmas giving, I think I've got you. You know how much my overcoat and gloves cost you and you've never let on how much you paid for mother's gown, but when you sum up what they cost and compare with it several times what I paid for your tie, guess you'll admit that I didn't go beyond my Means, now did I?"

Violence was the only way of meeting and resenting that argument, and the clerk was soon beyond reach, but then the Old Man went back to his desk and for the rest of the day the idea kept coming in his mind: "Any amount of money piled up is a mighty mean little lot when it stands for what you feel for the other fellow!"

Richard Malcolm Strong.

Too Late to Change the Dose.

During a lesson in a medical college the other day, one of the students, who was by no means a dillard, was asked by the professor, "How much is a dose of—?" giving the technical name of a strong poison.

"A teaspoonful," was the ready reply, according to London "Tit Bits."

The professor made no comment, but the student a quarter of an hour later realized that he had made a mistake and straightway said:

"Professor, I want to change my answer to that question."

"It's too late, sir," responded the professor, curtly, looking at his watch; "your patient has been dead fourteen minutes."

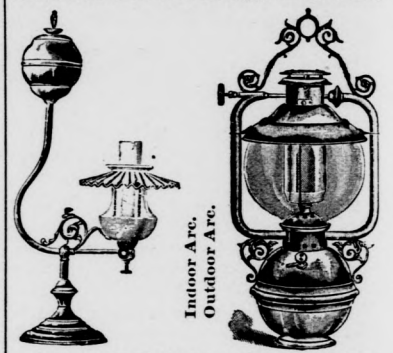
A Resemblance.

"Isn't our grocer somewhat eccentric?" said Mr. Snaggs to his wife.

"Yes, and even his breakfast wheat is cracked," replied Mrs. Snaggs.

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.

A. BOMERS,
..Commercial Broker..

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

Simple Account File

Simplest and
Most Economical
Method of Keeping
Petit Accounts

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

Tradesman Company,
Grand Rapids.

A Great Many of the Best Hotels

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

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

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

CANADIAN MAPLE SYRUP CO.,

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

Commercial Travelers

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

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

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

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

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

Michigan Commercial Travelers' Association Will Not Disband.
From the Detroit Free Press, Dec. 29.

What was perhaps the "warmest" meeting of any in its existence was held by the Michigan Commercial Travelers' Association in a Griswold House parlor yesterday. It was the twenty-sixth annual and less than 100 members, or not one-third of the entire membership, were present. A faction, led by C. W. Ritter, held that it was time for the Association to wind up its business and quit; that all the indebtedness had been liquidated, but that the reserve fund is small and there are difficulties in the way of keeping up the Association's affairs; that new members, young men, the most desirable kind, are not willing to enter it. This faction wanted the assets divided up among the members and the Association declared out of existence.

There was another faction, the conservative clique, who stoutly opposed the plan of Ritter and his associates, arguing for a continuance of business under a somewhat different plan from that which had always been followed. This faction was headed by A. Marymont, the President, who presented a set of amendments to the bylaws, which it was considered would tide over the present critical period in the Association's career. Over these amendments there was discussion the greater part of the day, the final adjournment being taken at 5 p. m., with every one adopted, and the election of the following officers:

President, A. Marymont, re-elected; First Vice-President, John C. Pontius, re-elected; Second Vice-President, D. S. Howard, Pontiac; Third, G. H. Rowell, Battle Creek; Fourth, W. G. Hawkins, Grand Rapids; Fifth, W. B. Seymour, Ypsilanti; Trustees, for two years, W. Rathbone, J. T. Lowry, E. H. Mead, all of this city; Reserve Fund Trustees, A. M. Seymour, two years, J. W. Ailes, two years, G. B. Ballard, one year, J. A. Patterson, one year.

Secretary Hill, in giving out the list of officers, smiled his sweetest smile, and then declared:

"It was a most satisfactory meeting in every way, and the utmost harmony prevailed throughout. The Association is in the best of condition and during the year has paid out \$25,000 to the beneficiaries of thirteen members who died. Amendments? Oh, yes, there were some amendments to the bylaws, but they are too lengthy to be looked over, and I don't care to say anything about them now."

At any rate President Marymont and his supporters carried everything before them, and the Association is good for another year at least. It was noticeable at yesterday's meeting that the great majority present were past 55 in years, and some of them considerably past 60, if appearance counts for anything.

The cause of the present crisis, which has been so neatly tided over, was the unusually large number of deaths in the year, more than double those of the average year, and the large number of lapses from membership in the last two years, the membership having fallen off from 550 in 1898 to 322 this year, together with the falling off in the cash balance of \$18,452 at the end of 1898

to \$3,000 at this time. President Marymont last evening explained the action of the meeting, and the causes that led up to it, as follows:

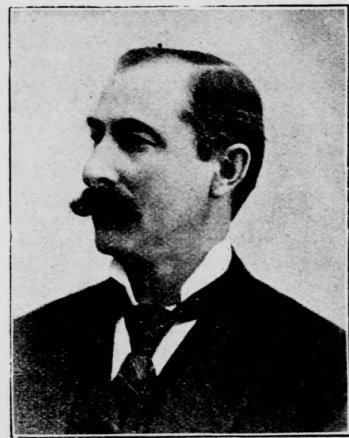
"At the beginning of the year several members, some of them trustees, became dissatisfied with the way things were going on and resigned. Following that they did all in their power to injure the Association. As it happened, there were some seven or eight deaths in the first few months, something that had never occurred before, and this called for the payment of considerable of the reserve fund, and out of this they made all the capital they could. The result was that by their efforts they induced a large number to resign in this city and throughout the State, so that in all there were 185 lapses during the year.

"I anticipated trouble when I went to the meeting yesterday, and I had a plan to strengthen the Association by a new method of paying death claims. At first it was not well understood and opposition was made to it on the part of several. But finally, when all understood it, my plan was adopted with but one dissenting voice.

"Suppose a member dies, and his death claim is \$2,000. The Association will pay, not the full amount, but 90 per cent., or \$1,800. On this claim payments of \$25 per month will be made until the first year is up, and then the beneficiary will be given the option of taking the remaining \$1,500 or of continuing the drawing at the rate of \$25 per month until it is all paid. By this means we figure on accumulating a reserve fund in the first year of \$15,000, and the future of the Association is assured."

One Man Represents Thirty-five Hundred.

Detroit claims to have 3,500 traveling men and over 300 members of the Michigan Knights of the Grip, yet it devolved upon one man to represent this large number at the recent convention of the Michigan Knights of the Grip. Furthermore, he was able to enter the campaign for Treasurer and carry off the honors of an election, thus capturing the first office in the organization held



by a Detroit man since the election of Major Jacklin to the Presidency, which occurred in this city six years ago.

One glance at the genial countenance of John W. Schram is sufficient to convince the observer that the office is worthily bestowed and that the organization has honored itself by its action in selecting him as its purse holder.

Perhaps some of the Tradesman's readers will be inclined to think that the traveling men monopolize too much space in this week's paper, but they should remember that the conventions of the Michigan Knights of the Grip and the Michigan Commercial Travelers' Association occur but once a year.

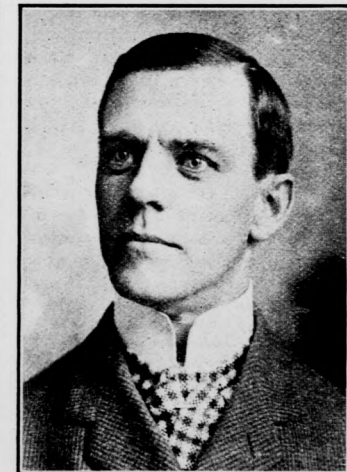
A satisfactory husband is one who returns hungry from a meal at another woman's house.

SUCCESSFUL SALESMEN.

E. E. Woolley, Representing H. Black & Co., Cleveland.

Edward Everett Woolley was born in New York City, Aug. 27, 1860, his antecedents being English on both sides. His mother was a Sawyer, a direct descendant of the historic character, Josiah Bartlett, one of the signers of the Declaration of Independence; and in this man's traits we find a counterpart in Mr. Woolley's character.

Mr. Woolley attended the schools of Gotham, graduating from Grammar school No. 55 at the age of 16 years. He then served a two years' apprenticeship as a machinist in the Campbell Printing Press Works at Brooklyn. Concluding that he was better fitted for a commercial career, he connected himself with the wholesale dry goods house of Bates, Reed & Cooley as a clerk in the notion department. His two years at the



bench were not lost, for he carried with him into his commercial life that exactness and precision in detail learned there which so mark his business career. His record in this department was so satisfactory that in 1882 he was promoted to a position on the road, traveling in Texas for a year. The country there was then in the rough and one of its peculiarities was that new towns sprang up along the lines of its railroads almost faster than he could keep track of them. Those who know Mr. Woolley, however, will agree that no town in which might be found a "good account" ever was missed. Returning home at the end of the season, via Chicago, he met a Mr. Woodruff, Indiana salesman for Marshall Field & Co. Mr. Woodruff was about to identify himself with the wholesale dry goods house of Cleveland, Cummings & Woodruff and prevailed upon Mr. Woolley to take the Indiana trade for the same house, which he did, remaining with them until they failed in the fall of the same year. The blood of his ancestors, the strength of his own character and the record of his past successes made a new alliance easy of consummation and almost at once he was engaged by Carson, Pirie, Scott & Co. to cover Western Michigan. He remained with this firm four years, when he was offered superior inducements and a wider field by the Root & McBride Co., of Cleveland, for which house he traveled thirteen years, severing his connection therewith on Dec. 1 to accept a still more lucrative position with H. Black & Co., cloak manufacturers of Cleveland. He is given an established trade in Ohio and Pennsylvania, with future possibilities of suc-

cess which are very flattering. This change—so favorable to Mr. Woolley—is much regretted by his customers and the traveling fraternity, as it necessitates his removal from Grand Rapids to Cleveland and changes his territory.

Through all the years that have intervened since Mr. Woolley left the old firm of Bates, Reed & Cooley, he has been in constant and friendly communication with them. One of the first letters of congratulation he received after his present advancement was from Martin I. Cooley, who said: "You are one of my boys and your success is very gratifying to me." With the house he is just leaving he was also a favorite; in fact, to Mr. McBride's hearty recommendation is due, in large measure, his selection over a dozen competitors for the position. Mr. Woolley's personality is incomparable and irresistible. He is a man of moods—each mood more charming than the last—with a mind of unusual vigor, well equipped and stored, especially with political and historical knowledge, two subjects in which he takes particular interest and which he is able to make exceedingly interesting to the man who enters into a discussion with him, his clearness of thought and grace of expression making him pleasing as well as convincing. His heart—like that of most traveling men—is generous and tender and always in the right place—significant of the nobler life within. To the careful observer—the reader of character—a sense of duty would seem to be the mainspring of his character. It may have some flaws of human imperfection, but there it is and we can depend upon it. Duty done, and the "time for play" at hand, none can vie with him in humor, wit and fun.

Mr. Woolley was married July 7, 1885, to Miss Cora Belle Root, of Paw Paw, Michigan, whose father was a Universalist clergyman. Mrs. Woolley is a charming woman, and, while duty is the mainspring of Mr. Woolley's life, she is the jeweled balance-wheel. They have no children of their own, but have recently adopted the daughter of Mrs. Woolley's deceased sister, thus adding that needed touch of youth to complete a harmonious home.

Mr. Woolley is a member of the Michigan Knights of the Grip and the Iowa Traveling Men's Association, and an attendant at All Souls church. When asked recently to what he gave credit for his success, he replied: "A thorough knowledge of my line, and keeping everlastingly at it," which should be a hint to the wise.

Make It Fifteen Hundred.

The annual report of Secretary Stitt to the Michigan Knights of the Grip shows a slight falling off in the membership, as compared with the previous year, as indicated by the payment of the death assessments during 1899 and 1900, as follows:

No. 1 for 1899, 1,333.
No. 2 for 1899, 1,321.
No. 3 for 1899, 1,287.
No. 1 for 1900, 1,309.
No. 2 for 1900, 1,309.
No. 3 for 1900, 1,304.

While the average membership during 1899 was 1,313 $\frac{2}{3}$, the average membership during 1900 was 1,307 $\frac{1}{3}$.

As the newly-elected President is pledged to increase the membership list in Grand Rapids 100, it is not too much to expect that the other officers will secure twice as many more, which will still leave the membership at 1,500, after striking about 100 names from the roll, which is about the number the organization loses each year from death, resignation and delinquency.

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
 WERT 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.

Are Retailers Benefited by an Advance in Prices?

At first sight this question would seem to have only one answer, viz., If a retailer had a stock of \$5,000, and in the course of a year it increased in value so it was worth \$7,500, he would be exactly so much better off. At first blush we would say this is as obvious as "two and two make four." Sometimes they make twenty-two, and we think a little reflection on this question will show that the answer is by no means what might have been expected.

To put the case concretely, and take one item as an illustration. Suppose a man has a stock of twenty-five kegs of nails, which cost him \$1.50 per keg, and the market advances until these same nails would cost him \$2.50 per keg. As is well known, retailers are very apt not to have much confidence in advances, and at the same time they have considerable pressure brought to bear upon them from their customers, with whom they are very often on intimate terms.

A customer comes into the store, and accosting the proprietor says, "Bill, what is the price of nails?" "Well," says Bill, "nails have advanced very heavily, and I can't sell them to-day for less than \$2.75 per keg." "Whew!" says the intending purchaser, "the last time I bought them you only charged me \$1.75. Come, now, you can't jump the price on me that way. Why, I can buy them down the street for less than that." And Bill finally weakens and says, "Well, I really can't buy them to-day for less than \$2.50 per keg myself, but as I have these in stock bought at old prices, I will let you have them at exactly what they cost to-day." So the purchaser takes the twenty-five kegs, and as they cost Bill \$1.50 per keg when he put them in stock, Bill thinks he has made \$25.

But is this true? Bill expects to continue in business. If he was going to retire from business and stop buying goods, he would be \$25 better off, but, in order to keep up his stock he is obliged, next day, to buy from the first drummer who comes along twenty-five kegs to replace his stock. These cost him \$2.50 per keg, and it takes every cent he got for the nails to replace them.

How is the merchant any better off?

He has simply sold twenty-five kegs of nails, and replaced them with another lot of twenty-five kegs, and he has not made a single cent to help pay for his bread and butter or the ordinary expenses of living.

This is by no means an extreme illustration. On the contrary, as a matter of fact, retail merchants on an advancing market are very apt to sell the goods for even less than they can replace them

for, and in this case they are not only losing their living, but they are actually losing money.

Incidentally, allusion might be made to another way in which the retailer is out of pocket by an advancing market, viz., by his failure to change retail prices to correspond with new costs. For instance, a retailer is buying a certain article at \$4 per dozen, and retails it for 50 cents. His cost advances to \$4.50 or \$4.75 per dozen, but he considers this advance too small to affect his retail selling price; he does not wish to change that to 55 instead of 50 cents, and therefore continues to sell the goods at 50 cents; but he is making 50 or 75 cents less per dozen than he made before.

It is very much to be doubted, therefore, whether retailers are any better off on an advancing market, and certainly, unless great judgment is used in selling, and selling prices promptly marked up, he is apt to be in a worse financial position at the end of the year than before. He may have on hand a stock which stands at inflated prices. Many of these goods, however, have been bought at advanced prices, and his debts will consequently be larger, while his living for the year has been drawn out of the business.

The only safe course on an advancing market is to mark selling prices of goods up on the basis of new costs, and unless this is done the dealer, whether he be retailer or wholesaler, is sure to suffer.—James H. Ritter in Bulletin of Pharmacy.

The Risk of Verbal Directions.

Dr. Charles W. Drew calls attention to a case of fatal poisoning by potassium chlorate, for the use of which verbal directions had been given. The case referred to became prominent through a suit for damages, and is made by the author to serve as an occasion for directing attention to "the very marked poisonous effects of the drug and to the almost universal carelessness with which it is prescribed by physicians and dispensed or sold by pharmacists.

"The testimony in this case," continues the author, "showed that a physician was called upon to prescribe for a simple case of mild sore throat in a patient not otherwise ill, and that he prescribed an ounce of potassium chlorate in bulk and without written directions, but verbally directed the patient to dissolve a teaspoonful of the salt in half a glass of water and to take a teaspoonful of this every half-hour. It further showed that the patient evidently failed to understand these directions or else forgot them, as she proceeded, immediately upon its receipt, to dissolve a teaspoonful of the chlorate in half a glass of water and to take this entire amount every half an hour. This she repeated until the entire ounce had been taken, shortly afterward developing symptoms of gastrointestinal irritation, vomiting, pain, etc., which were quickly followed by convulsions, and by death from paralysis of the heart within three or four hours after the last dose was taken." The case, which it was sought to establish against the physician, was dismissed by the court, and he was completely exonerated from responsibility, it being held that he had given proper directions to the patient for the use of the drug.

Dr. Drew quotes from various authorities to show that potassium chlorate is a decided poison, and, consequently, he urges that when prescribed in bulk

by physicians the directions for use should be in writing; or, when sold by pharmacists, that the label should give information as to its proper use and the limit of dose.

We are, of course, quite in accord with Dr. Drew's recommendation; and we suggest for it a wider application. There is always some risk in verbal direction over that which is written. The possibility of error may arise in the first place from misunderstanding; in the second place from forgetfulness; and in either case the risk is much increased when the direction concerns a thing or subject with which the person to whom it is given is unfamiliar.

Prescribers should always aim at simplicity in direction; nothing should be trusted to the patient beyond what the average lay mind can understand without effort; and what must be left for the patient to do should be set down in writing.

This method is not only a safeguard against errors which he patient might otherwise make, but it may at times enable the pharmacist to detect mistakes of the prescriber, and the latter should surely be glad to have all possible checks placed on his work. When the dispenser receives the prescription for medicine to be used "as directed," he has, so far as the document itself goes, no means of verifying doses. The prescriber ought to be anxious to afford him this knowledge; and to do so involves not only the full direction, but mention of the fact that the medicine is for an infant, a youth, or an adult, as the case may be.—Druggists Circular.

Elbert Hubbard on Widows.

Strong, forceful, busy men are a great trial to their wives. Men with executive ability create a stifling atmosphere in their homes. Power repels, as well as attracts. The wife of such a man puts the children to bed so they will not bother their father. Apoplexy comes and relieves her. She is crushed, because she thinks a widow should be. In a week, lawyers arrive to consult her and the administrator asks her advice. Tenants pay her rent and the whole world seems to uncover before her. She finds she can think for herself and devise and weigh. All women love power—power has come to her. The estate foots up more than she imagined—her husband deceived her with talk of poverty and hard times to keep down her supposed taste for luxury. She is rich. She begins to plan little charities for her poor relatives. *** I am convinced that the happiest mortals on earth are ladies who have been bereaved by the loss of their husbands. Widows weep, but through their tears they often smile and beneath their darksome weeds the heart beats warm and hope is high. Widows all have good appetites; widows sleep at night. *** When a woman really discovers that she can get along without a man, a pride in that she is greater than unkind condition fills her heart. This sense of self-reliance gives courage and is usually the first dilution and mitigation of grief. The wife of Henry Ward Beecher survived her lord for ten years and she once told a friend that these were the happiest years she had ever known. Yet her husband never ill-used her, but while he was living she was continually stung by jealousy. The attention was all lavished on him, but after the husband had gone hence, she was the Whole Thing. *** The emotions and sensations of a bride are nothing to the feelings of a widow.

A widow has a background for comparison and all the mighty dreams after the unattainable have been forced out of her cosmos. She is grateful for freedom and the ideal looms large on her horizon. Then widowhood is so eminently respectable. The dash of deceit in it all—the condolences and sympathy—are so sweet to the feminine palate. When does the Kaiser Wilhelm der Grosse sail? *** Marriage is the greatest disillusioner; there are galling conditions about it which make separation by death bearable. The chief trouble is the lack of material things, and not the absence of an affinity. The sense of desolation that comes over a mother at loss of her babe is a complete grief, while widowhood is only a parting that shortly merges itself into a sweet sorrow. To ask a woman to confess this would be cruel, but the fact is a law of her nature.

The Pickles Test for Mumps.

From the Denver Republican.

There has recently been an epidemic of mumps among the school children of the city. According to the rules of the Health Department a child may not return to school until he has fully recovered. Every afternoon has brought to the Health Department fifteen or twenty youngsters, some with swollen cheeks and some without. It is the duty of the physician in charge of the office to examine these applicants for clean bills of health and see if any trace of the infection remains. But the force of the Health Department is small, and sometimes there is no doctor in the office for an hour at a time. This works a hardship on mothers waiting with their children, and Dr. Carlin yesterday bethought himself of the magic touchstone by which Miss Mollie Currian, guardian of the outer office, might herself test the applicants.

"Pickles are the thing," said Dr. Carlin. "If a person with the slightest trace of inflammation of the thyroid glands takes a bite of anything sharply sour, the face is instantly contorted. In extreme cases the pain is extreme."

So a bottle of mixed pickles was added to the pharmacopoeia of the office.

Now, when there is no doctor in the office, Miss Currian lines up the applicants for certificates and goes down the lines with the bottle of pickles. If the child takes the pickle and smiles as a healthy child should, he may go back to school again; but if he scowls in pain, then he is condemned to stay at home.

Santa Claus and the Lady.

"Why did your cousin who was visiting you go back to Boston so suddenly, Mrs. Siphers?"

"Oh, she discovered a day or two before Christmas that the only grate in our house was in the room she occupied, and she got angry when we insisted on having our children hang their stockings up around it. She said she wasn't going to have a man coming down the chimney into her room, even if he was old and only a myth."

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

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Aceticum	60¢ 75	Copaiba	1 15¢ 25	Tolutan	50¢ 50
Benzolium, German.	70¢ 75	Cubeba	1 20¢ 25	Prunus virg.	50¢ 50
Boracic	17	Exechthitos	1 00¢ 10	Tinctures	
Carbolicum	30¢ 42	Erigeron	1 10¢ 10	Aconitum Napellis R	60
Citricum	45¢ 48	Gaultheria	2 20¢ 20	Aconitum Napellis F	60
Hydrochlor.	3¢ 5	Geranium, ounce.	50¢ 60	Aloes	60
Nitrosum	8¢ 10	Hedera	1 40¢ 15	Aloes and Myrrh	60
Oxallium	12¢ 14	Juniper	1 50¢ 20	Arnica	60
Phosphoricum, dil.	15¢ 15	Lavandula	1 50¢ 20	Assafoetida	60
Salicylicum	55¢ 60	Limons	1 50¢ 10	Atrope Belladonna	60
Sulphuricum	13¢ 15	Mentha Piper	1 40¢ 20	Aurant Cortex	60
Tannicum	1 10¢ 120	Mentha Verid.	1 50¢ 10	Benzoin	60
Tartaricum	38¢ 40	Morruhu, gal.	1 20¢ 15	Benzoin Co.	50
Ammonia		Myrica	4 00¢ 450	Barosma	50
Aqua, 16 deg.	4¢ 6	Olive	75¢ 300	Cantharides	50
Aqua, 20 deg.	6¢ 8	Picis Liquida	10¢ 12	Capsicum	50
Carbonas	13¢ 15	Picis Liquida, gal.	10¢ 35	Cardamon	75
Chloridum	12¢ 14	Ricina	1 00¢ 108	Cardamon Co.	75
Aniline		Rosmarini	1 00¢ 108	Castor	1 00
Black	2 00¢ 2 25	Rose, ounce.	6 00¢ 650	Catechu	50
Brown	80¢ 1 00	Succin	40¢ 45	Cinchona	50
Red	45¢ 50	Sabina	90¢ 1 00	Cinchona Co.	50
Yellow	2 50¢ 3 00	Santal	2 75¢ 7 00	Columba	50
Baccae		Sassafras	55¢ 65	Cubeba	50
Cubeba	22¢ 24	Sinapis, ess., ounce.	6¢ 65	Cassia Acutifol	50
Juniperus	6¢ 8	Tigil	1 50¢ 1 60	Cassia Acutifol Co.	50
Xanthoxylum	90¢ 1 00	Thyme	40¢ 50	Digitalis	50
Balsamum		Thyme, opt.	1 60¢ 60	Ferri Chloridum	35
Copaiba	50¢ 55	Theobromas	15¢ 20	Gentian	50
Peru	1 85	Potassium		Gentian Co.	50
Terabin, Canada	55¢ 60	Bi-Carb.	15¢ 18	Gulaca	50
Tolutan	40¢ 45	Bichromate	13¢ 15	Gulaca ammon	50
Cortex		Bromide	52¢ 57	Hyoscyamus	50
Ables, Canadian	18	Carb.	12¢ 15	Iodine	75
Cassia	12	Chlorate, po. 17	19	Iodine, colorless	75
Cinchona Flava	18	Cyanide	34¢ 38	Kino	50
Euonymus atropurp.	30	Iodide	2 60¢ 2 65	Lobelia	50
Myrica Cerifera, po.	20	Potassa, Bitart, pure	28¢ 30	Myrrh	50
Prunus Virgin.	12	Potassa, Bitart, com.	15¢ 15	Nux Vomica	50
Quillaja, gr'd.	12	Potass Nitras, opt.	7¢ 10	Opil	50
Sassafras	15	Potass Nitras	6¢ 8	Opil, comphorated	50
Ulmus, po. 15, gr'd	15	Prussiate	23¢ 26	Opil, deodorized	50
Extractum		Sulphate po.	15¢ 18	Quassia	50
Glycyrrhiza Glabra	24¢ 25	Radix		Rhatany	50
Glycyrrhiza, po.	28¢ 30	Aconitum	20¢ 25	Rhel	50
Hamatox, 15 lb. box	11¢ 12	Althea	22¢ 25	Sanguinaria	50
Hamatox, 15	13¢ 14	Anchusa	10¢ 12	Serpentaria	50
Hamatox, 1/4s.	14¢ 15	Arum po.	20¢ 25	Stromonium	50
Hamatox, 1/4s.	16¢ 17	Calamus	20¢ 25	Tolutan	50
Ferru		Gentiana	12¢ 15	Valerian	50
Carbonate Precip.	15	Glycyrrhiza, pv. 15	16¢ 18	Veratrum Veride	50
Citrate and Quinia	2 25	Hydrastis Canaden.	75	Zingiber	20
Citrate Soluble	75	Hydrastis Can. po.	80	Miscellaneous	
Ferrocyanidum Sol.	40¢	Hellobore, Alba, po.	12¢ 15	Ether, Spts. Nit. F	30¢ 35
Solut. Chloride	15	Inula, po.	15¢ 20	Ether, Spts. Nit. F	34¢ 38
Sulphate, com'l, by	2	Ipecac, po.	4 25¢ 4 35	Alumen	2 1/2¢ 3
Sulphate, com'l, by	80	Iris plox, po. 35	38	Alumen, gro'd, po. 7	30¢ 4
Sulphate, pure	7	Jalap, pr.	25¢ 30	Anatto	40¢ 50
Flora		Maranta	22¢ 25	Antimon. po.	4¢ 5
Arnica	15¢ 18	Podophyllum, po.	75¢ 1 00	Antimoniet Potass T	40¢ 50
Anthemis	22¢ 25	Rhel, cut.	1 25	Antipyrin	25
Matricaria	30¢ 35	Rhel, pv.	75¢ 1 35	Antifebrin	20
Folia		Spigella	35¢ 38	Argenti Nitras, oz.	51
Barosma	35¢ 38	Sanguinaria, po. 15	40¢ 45	Arsenicum	10¢ 12
Cassia Acutifol, Tin-	20¢ 25	Serpentaria	40¢ 45	Balm Gilead Buds.	38¢ 40
nevelly	25¢ 30	Senega	60¢ 65	Bismuth S. N.	1 90¢ 2 00
Cassia, Acutifol, Ais.	12¢ 20	Smilax, officinalis H.	40¢ 40	Calcium Chlor., 1s.	9
and 1/4s.	8¢ 10	Smilax, M.	10¢ 12	Calcium Chlor., 1/4s.	10
Gummi		Sella	10¢ 12	Calcium Chlor., 1/4s.	12
Acacia, 1st picked	65	Symplocarpus, Foti-	25	Cantharides, Rus. po	80
Acacia, 2d picked	45	valer, po.	25	Capsic Fructus, af.	15
Acacia, 3d picked	35	Valeriana, Eng. po. 30	25	Capsic Fructus B, po.	15
Acacia, sifted sorts.	28	Valeriana, German.	15¢ 20	Caryophyllus, po. 15	12¢ 14
Acacia, po.	45¢ 65	Zingiber a.	14¢ 16	Carmine, No. 40	3 00
Aloe, Barb. po. 18	12¢ 12	Zingiber j.	25¢ 27	Cera Alba	50¢ 55
Aloe, Cape, po. 15	6¢ 12	Semen		Cera Flava	40¢ 42
Aloe, Socotri, po. 40	6¢ 30	Anisum, po. 15	12	Coccos	40
Ammoniac	55¢ 60	Apium (graveleons).	13¢ 15	Cassia Fructus	35
Assafoetida, po. 45	50¢ 55	Bird, is.	4¢ 6	Centraria	10
Benzoinum	50¢ 55	Carul, po. 18	12¢ 13	Cetaceum	45
Catechu, is.	13	Cardamon	1 25¢ 1 75	Chloroform	55¢ 60
Catechu, 1/4s.	14	Coriandrum	8¢ 10	Chloroform, squibbs	1 10
Catechu, 1/4s.	16	Cydonium	75¢ 1 00	Chloral Hyd Crst.	1 40¢ 1 65
Camphore	69¢ 73	Chenopodium	10¢ 12	Chondrus	20¢ 25
Euphorbium, po. 35	40	Dipterix Odorate.	1 00¢ 1 10	Cinchonidine, P. & W	38¢ 48
Gamburum	65¢ 70	Fenileum	10¢ 12	Cinchonidine, Germ.	38¢ 48
Gamboge	65¢ 70	Fenugreek, po.	7¢ 9	Cocaine	7 05¢ 7 25
Gualacum, po. 25	30	Lini	4¢ 5	Corks, list, dis. pr. et.	70
Kino, po. 30.75	75	Lini, gr'd. bbl. 4	4 1/2¢ 5	Cresotum	35
Mastic	60	Lobelia	35¢ 40	Creta	2
Myrrh, po. 45	40	Rapa	4 1/2¢ 5	Creta, prep.	5
Opil, po. 5.10	3 70¢ 3 75	Sinapis Alba	9¢ 10	Creta, precip.	11
Shellac	25¢ 35	Sinapis Nigra	11¢ 12	Creta, Rubra	8
Shellac, bleached.	40¢ 45	Spiritus		Crocus	15¢ 18
Tragacanth	60¢ 90	Frumentum, W. D. Co.	2 00¢ 2 50	Cudbear	24
Herba		Frumentum, D. F. R.	2 00¢ 2 25	Cupri Sulph.	6 1/2¢ 8
Absinthium, oz. pkg	25	Frumentum	1 25¢ 1 50	Dextrine	70¢ 10
Eupatorium, oz. pkg	20	Juniperis Co. O. T.	1 65¢ 2 00	Ether Sulph.	75¢ 90
Lobelia, oz. pkg	25	Juniperis Co.	1 75¢ 3 50	Emery, all numbe.s.	8
Majorum, oz. pkg	25	Saacharum N. E.	1 90¢ 2 10	Emery, po.	6
Mentha Pip. oz. pkg	23	Spt. Vini Galli.	1 75¢ 6 50	Ergota, po. 90	85¢ 90
Mentha Vir. oz. pkg	25	Vini Oporto.	1 25¢ 2 00	Flake White	12¢ 15
Rue, oz. pkg	39	Vini Alba	1 25¢ 2 00	Galla	23
Tanacetum V oz. pkg	22	Sponges		Gambler	8¢ 9
Thymus, V. oz. pkg	25	Florida sheeps' wool	2 50¢ 2 75	Gelatin, Cooper	60
Magnesia		Nassau sheeps' wool	2 50¢ 2 75	Gelatin, French	35¢ 60
Calcined, Pat.	55¢ 60	Velvet extra sheeps'	1 50	Glassware, flint, box	75 & 5
Carbonate, Pat.	18¢ 20	wool, carriage	2 50¢ 2 75	Less than box	70
Carbonate, K. & M.	18¢ 20	Extra yellow sheeps'	1 50	Glue, brown	11¢ 13
Carbonate, Jennings	18¢ 20	wool, carriage	1 25	Glue, white	15¢ 25
Oleum		Grass sheeps' wool,	1 00	Glycerina	17 1/2¢ 25
Absinthium	6 50¢ 7 00	carriage	1 00	Grana Paradisi	25
Amygdale, Dulc.	38¢ 65	Hard, for slate use	75	Humulus	25
Amygdale, Amare.	8 00¢ 8 25	Yellow Reef, for	1 40	Hydrarg Chlor Mite	1 00
Anisi	2 10¢ 2 20	slate use	1 40	Hydrarg Chlor Cor.	90
Aurant Cortex	2 25¢ 2 30	Syrups		Hydrarg Ox Rub'm.	1 10
Bergamli	2 75¢ 2 85	Acacia	50	Hydrarg Ammoniat	1 20
Caliputi	80¢ 85	Aurant Cortex	50	Hydrarg Unguentum	50¢ 60
Caryophyll.	80¢ 85	Zingiber	50	Hydrargyrum	85
Cedar	65¢ 80	Ipecac.	50	Ichthyobolla, Am.	65¢ 70
Chenopadi.	2 75¢ 2 85	Ferri Iod.	50	Indigo	75¢ 1 00
Cinnamoni	1 30¢ 1 40	Rhel Arom.	50	Iodine, Resubl.	3 85¢ 4 00
Oitronella	35¢ 40	Smilax Officinalis.	50	Iodoform	3 85¢ 4 00
		Senega	50	Lupullin	50
		Sella	50	Lycopodium	80¢ 85

Menthol	4 60	Selditz Mixture	20¢ 22	Linseed, pure raw	61	64
Morphia, S. P. & W.	2 25¢ 2 50	Sinapis	18	Linseed, boiled	62	65
Morphia, S. N. Y. Q.	2 15¢ 2 40	Sinapis, opt.	30	Neatsfoot, winter str	54	60
& C. Co.	2 15¢ 2 40	Snuff, Maccaboy, De	41	Spirits Turpentine	50	55
Moschus Canton	40	Voes	41	Paints		BBL. L.B.
Myristica, No. 1	65¢ 80	Snuff, Scotch, De Vo's	41	Red Venetian	1 1/2	2 28
Nux Vomica, po. 15	10	Soda, Boras	9¢ 11	Ochre, yellow Mars	1 1/2	2 24
Os Sepia	35¢ 37	Soda, Boras, po.	9¢ 11	Ochre, yellow Ber	1 1/2	2 23
Pepsin Saac, H. & P.	100	Soda et Potass Tart.	23¢ 25	Putty, commercial	2 1/2	2 1/2 23
Pielis Liq. N.N. 1/2 gal.	1 00	Soda, Carb.	1 1/2	Putty, strictly pure	2 1/2	2 1/2 23
doz	2 00	Soda, Ash	3 1/2	Vermilion, Prime	13¢	15
Pielis Liq., quarts.	1 00	Soda, Sulphas	2 60	American	13¢	15
Pielis Liq., pints.	85	Spts. Cologne	50¢ 55	Vermilion, English	70¢	75
Pil Hydrarg. po. 80	50	Spts. Ether Co.	2 00	Green, Paris	14¢	18
Piper Nigra, po. 22	18	Spts. Myrcia Dom.	30	Green, Peninsular	13¢	16
Piper Alba, po. 35	30	Spts. Vini Rect. bbl.	6 1/2	Lead, red	6 1/2	6 1/2
Pix Burgun	10¢ 12	Spts. Vini Rect. 1/2 bbl	6 1/2	Lead, white	6 1/2	6 1/2
Plumbi Acet.	1 30¢ 1 50	Spts. Vini Rect. 10gal	1 05¢ 1 25	Whiting, white Span	90	90
Pulvis Ipecac et Opil	1 00	Strychnia, Crystall.	2 1/2	Whiting, gilders	90	90
Pyrethrum, boxes H.	75	Sulphur, Subl.	2 1/2	White, Paris, Amer	1 25	1 25
& P. D. Co., doz.	75	Sulphur, Roll.	2 1/2	Whiting, Paris, Eng.	1 40	1 40
Pyrethrum, pv.	25¢ 30	Tamarinds	8¢ 10	Universal Prepared	1 10¢	1 20
Quassia	80¢ 10	Terebenth Venice	28¢ 30	No. 1 Turp Coach	1 10¢	1 20
Quinia, S. P. & W.	32¢ 42	Theobroma	60¢ 65	Extra Turp.	1 80¢	1 70
Quinia, S. German	32¢ 42	Vanilla	9 00¢ 16 00	Coach Body	2 75¢	3 00
Quinia, N. Y.	32¢ 42	Zinci Sulph.	7¢ 8	No. 1 Turp Furn.	1 00¢	1 10
Rubia Tinctorum	12¢ 14	Oils		Extra Turk Damar	1 55¢	1 80
Saccharum Lactis pv	18¢ 20	Whale, winter	70	Jap. Dryer, No. 1 Turp	70¢	75
Salacin	4 50¢ 4 75	Lard, extra	60			
Sanguis Draconis	40¢ 50	Lard, No. 1	45			
Sapo, W.	12¢ 14					
Sapo M.	10¢ 12					
Sapo G.	10					

Drugs

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Spring Wheat Flour

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

AXLE GREASE

4002..... 55 6 00
Castor Oil..... 60 7 00
Diamond..... 50 1 25
Frazer's..... 75 9 00
IXL Golden, tin boxes 75 9 00



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 Egg

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

Queen Flake

3 oz., 6 doz. case..... 2 70
6 oz., 4 doz. case..... 3 20
9 oz., 4 doz. case..... 4 80
1 lb., 2 doz. case..... 4 00
5 lb., 1 doz. case..... 9 00

Royal

10c size..... 90
1/4 lb. cans 1 35
6 oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BATH BRICK

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

BLUING

Small 3 doz..... 40
Large, 2 doz..... 75
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 25
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, 88..... 12
Electric Light, 168..... 12 1/2
Paraffine, 68..... 10 1/2
Paraffine, 128..... 11
Wicking..... 20

CANNED GOODS

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

Beans

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

Blueberries

Standard..... 85

Clams

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

Cherries

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

Corn

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

Gooseberries

Standard..... 90

Hominy

Standard..... 85

Lobster

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

Mackerel

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

Mushrooms

Buttons..... 18 @ 20
22 @ 25

Oysters

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

Peaches

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

Pears

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

Peas

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

Pineapple

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

Pumpkin

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

Raspberries

Standard..... 90

Salmon

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

Shrimps

Standard..... 1 50

Sardines

Domestic, 1/4 s..... 4
Domestic, 1/2 s..... 8
Domestic, Mustard..... 17
French, 1/4 s..... 22
French, 1/2 s..... 28

Strawberries

Standard..... 85
Fancy..... 1 25

Succotash

Fair..... 90
Good..... 1 00
Fancy..... 1 20

Tomatoes

Fair..... 90
Good..... 95
Fancy..... 1 15
Gallons..... 2 50

CATSUP

Columbia, pints..... 2 00
Columbia, 1/2 pints..... 1 25

CHEESE

Acme..... @ 12 1/2
Amboy..... @ 12 1/2
Carson City..... @ 12
Elsie..... @ 13
Emblem..... @ 12 1/2
Gem..... @ 12 1/2
Gold Medal..... @ 11 1/2
Ideal..... @ 12
Jersey..... @ 12 1/2
Riverside..... @ 12
Brick..... @ 14 @ 15
Edam..... @ 90
Lelden..... @ 17
Limburger..... 13 @ 14
Pineapple..... 50 @ 75
Sap Sago..... 19 @ 20

CHOCOLATE

German Sweet..... 22
Premium..... 34
Breakfast Cocoa..... 45

Runkel Bros.

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

CHICORY

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

COCOA

Webb..... 40
Cleveland..... 42
Epps..... 12
Van Houten, 1/4 s..... 12
Van Houten, 1/2 s..... 12
Van Houten, 1/4 s..... 38
Van Houten, 1/2 s..... 38
Colonial, 1/4 s..... 35
Colonial, 1/2 s..... 35
Huyler..... 45
Wilbur, 1/4 s..... 41
Wilbur, 1/2 s..... 42

CIGARS

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

S. C. W.

Cigar Clippings, per lb..... 26
Lubetsky Bros.' Brands..... 26
B. L..... \$33 00
Gold Star..... 35 00
Phelps, Brace & Co.'s Brands..... 80 00
Royal Tigers..... 55 @ 80 00
Royal Tigers..... 35 @ 70 00
Vincente Portuondo..... 35 @ 70 00
Ruhe Bros. Co..... 25 @ 70 00
Hilson Co..... 35 @ 110 00
T. J. Dunn & Co..... 35 @ 70 00
McCoy & Co..... 35 @ 70 00
The Collins Cigar Co..... 10 @ 35 00
Brown Bros..... 15 @ 70 00
Bernard Stahl Co..... 35 @ 90 00
Banner Cigar Co..... 10 @ 35 00
Seldenberg & Co..... 55 @ 125 00
Fulton Cigar Co..... 10 @ 35 00
A. B. Ballard & Co..... 35 @ 175 00
E. M. Schwarz & Co..... 35 @ 110 00
San Telmo..... 18 @ 35 00
Havana Cigar Co..... 18 @ 35 00
C. Costello & Co..... 35 @ 70 00
LaGora-Fee Co..... 35 @ 70 00
S. I. Davis & Co..... 35 @ 185 00
Hene & Co..... 35 @ 90 00
Benedict & Co..... 75 @ 70 00
Hemmett Cigar Co..... 75 @ 70 00
G. J. Johnson Cigar Co..... 35 @ 70 00
Maurice Sanborn..... 50 @ 175 00
Bock & Co..... 65 @ 300 00
Manuel Garcia..... 80 @ 375 00
Neuwa Mundo..... 85 @ 175 00
Henry Clay..... 85 @ 550 00
La Carolina..... 96 @ 200 00
Standard T. & C. Co..... 35 @ 70 00
H. Van Tongeren's Brand..... 35 00
Star Green..... 35 00

COFFEE

Roasted..... 10 1/2
A.I.C. HIGH GRADE COFFEES

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

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

Santos

Common..... 11
Fair..... 14
Choice..... 15
Fancy..... 17

Maracaibo

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

Mexican

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

Guatemala

Choice..... 16

Java

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

Mocha

Arabian..... 21

Package New York Basis.

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

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

Valley City 1/4 gross..... 75
Fells 1/4 gross..... 1 15
Cotton, 50 ft. per doz..... 1 20
Hummel's foil 1/4 gross..... 1 40
Hummel's tin 1/4 gross..... 1 43

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

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

CLOTHES LINES
Cotton, 40 ft. per doz..... 1 00
Cotton, 50 ft. per doz..... 1 15
Cotton, 60 ft. per doz..... 1 40
Cotton, 70 ft. per doz..... 1 60
Cotton, 80 ft. per doz..... 1 80
Jute, 60 ft. per doz..... 80
Jute, 72 ft. per doz..... 95

CONDENSED MILK
4 doz in case.
Gall Borden Eagle..... 6 75
Crown..... 6 25
Daisy..... 5 75
Champion..... 4 50
Magnolia..... 4 25
Challenge..... 4 00
Dime..... 3 35

COUPON BOOKS
50 books, any denom..... 1 50
100 books, any denom..... 2 50
500 books, any denom..... 11 50
1,000 books, any denom..... 20 00

Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customer receives specially printed cover without extra charge.

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

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

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

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

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

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

Citron
Leshorn..... 11
Corsican..... 12

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

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

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

FAVINACEOUS GOODS
Beans
Dried Lima..... 6 1/2
Medium Hand Picked..... 2 10
Brown Holland..... 13
Cereals
Cream of Cereal..... 90
Grain-O, small..... 1 35
Grain-O, large..... 2 25
Grape Nuts..... 1 35
Postum Cereal, small..... 1 35
Postum Cereal, large..... 2 25
24 1 lb. packages..... 1 25
Bulk, per 100 lbs..... 3 00
Haskell's Wheat Flakes
36 2 lb. packages..... 3 00

Hominy
Flake, 50 lb. sack..... 80
Pearl, 200 lb. bbl..... 2 40
Pearl, 100 lb. sack..... 1 17
Maccaroni and Vermicelli
Domestic, 10 lb. box..... 60
Imported, 25 lb. box..... 2 50

Pearl Barley

Common..... 2 50
Chester..... 3 10
Empire..... 3 10

Grits
Walsh-DeRoo Co.'s Brand.

Wheat Grits
Walsh-DeRoo Co.'s Brand.

Peas
Green, Wisconsin, bu..... 1 50
Green, Scotch, bu..... 1 35
Split, bu..... 3

Rolled Oats
Rolled Avena, bbl..... 3 50
Steel Cut, 100 lb. sacks..... 1 95
Monarch, bbl..... 3 20
Monarch, 1/2 bbl..... 1 75
Monarch, 90 lb. sacks..... 1 50
Quaker, cases..... 3 20

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

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

Wheat
Cracked, bulk..... 2 30
24 2 lb. packages..... 3 1/2

FLAVORING EXTRACTS
FOOTE & JENKS'
JAXON
Highest Grade Extracts

Vanilla..... 1 00
Lemon..... 1 00
1 oz full m. 1 20 1 oz full m. 80
2 oz full m. 2 10 2 oz full m. 1 25
No. 3 fan' 1.3 15 No. 3 fan' 1.75

COLEMAN'S
EXTRACTS
Vanilla..... 1 00
Lemon..... 1 00
2 oz panel. 1 20 2 oz panel. 75
3 oz taper. 2 00 4 oz taper. 1 50

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

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

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

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

Northrop Brand
2 oz. Taper Panel..... 75
2 oz. Oval..... 75
3 oz. Taper Panel..... 1 35
4 oz. Taper Panel..... 1 60

Perrigo's
Van. Lem. doz. doz.
XXX, 2 oz. obert..... 1 25
XXX, 4 oz. taper..... 2 25
XXX, 2 oz. obert..... 1 00
No. 2, 2 oz. obert..... 75
XXX D D pch, 6 oz..... 2 25
XXX D D pch, 4 oz..... 1 75
K. P. pitcher, 6 oz..... 2 25

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

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

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

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

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

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

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

MOLASSES

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

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

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

PAPER BAGS
Continental Paper Bag Co.
Ask your Jobber for them.

Glory Mayflower
Satchel & Pacific
Bottom Square

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

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

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

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

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

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

SALERATUS
Packed 60 lbs. in box.
Church's Arm and Hammer..... 3 15
Deland's..... 3 00
Dwight's Cow..... 3 15
Emblem..... 2 10
L. P..... 3 00
Sodio..... 3 00
Wyandotte, 100 1/4 s..... 3 00

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

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

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 95
Detroit Soap Co. brands—	
Queen Anne	3 15
Big Bargain	1 75
Umpire	2 15
German Family	2 45
A. B. Wrisley brands—	
Good Cheer	3 80
Old Country	3 20
Johnson Soap Co. brands—	
Silver King	3 60
Calumet Family	2 70
Scotch Family	2 50
Cuba	2 40
Gowans & Sons brands—	
Oak Leaf	3 25
Oak Leaf, big 5	4 00
Beaver Soap Co. brands—	
Grandpa Wonder, large	3 25
Grandpa Wonder, small	3 85
50 cakes	1 95
Ricker's Magnetic	3 90
Dingman Soap Co. brand—	
Dingman	3 85
Schultz & Co. brand—	
Star	3 00
B. T. Babbit brand—	
Babbit's Best	4 00
Fels brand—	
Napha	4 00

Scouring

Sapallo, kitchen, 3 doz.	2 40
Sapallo, hand, 3 doz.	2 40
SALT FISH	
Cod	
Georges cured	5
Georges genuine	5 54
Georges selected	5 54
Grand Bank	4 44
Strips or bricks	6 9
Pollock	3 4

Halibut.

Strips	14
Chunks	15
Herring	
Holland white hoops, bbl.	11 00
Holland white hoops, 4 bbl.	6 00
Holland white hoop, keg.	80
Holland white hoop mchs.	85
Norwegian	
Round 100 lbs.	3 50
Round 40 lbs.	1 70
Scaled	16
Boaters	1 60

Mackerel

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

Trout

No. 1 100 lbs.	5 50
No. 1 40 lbs.	2 50
No. 1 10 lbs.	70
No. 1 8 lbs.	60
Whitefish	
No. 1 No. 2 Fam	
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	55
Cloves, Amboy	17
Cloves, Zanzibar	14
Mace	15
Nutmegs, 75-80	50
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	15
Ginger, Cochon	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
Cuttle Bone	15

STARCH



Kingsford's Corn	
40 1-lb. packages	6 3/4
20 1-lb. packages	6 3/4
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
20 1-lb. packages	4 1/2
Common Gloss	
1-lb. packages	4 1/2
3-lb. packages	4 1/2
6-lb. packages	5
40 and 50-lb. boxes	3 1/2
tarels	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
Maccabey, in jars	35
French Rappet, in jars	43

SODA

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

SUGAR

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

SYRUPS

Corn

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

Maple

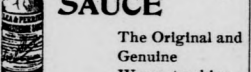
The Canadian Maple Syrup Co. quotes as follows:	
1/2 pint bottles, 2 doz.	1 80
1/2 quart jar, bottle, can, 1 doz.	3 75
1/2 gal. jars or cans, 1 doz.	5 80
1 gal. cans, 1/2 doz.	5 40

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, large	3 75
Halford, small	2 25
Salad Dressing, large	4 50
Salad Dressing, small	2 75



TEA

Japan	
Sundried, medium	28
Sundried, choice	30
Sundried, fancy	40
Regular, medium	28
Regular, choice	30
Regular, fancy	40
Basket-fired, medium	28
Basket-fired, choice	35
Basket-fired, fancy	40
Nibs	27
Siftings	19 1/2
Fannings	20 1/2

Gunpowder

Moynue, medium	26
Moynue, choice	35
Moynue, fancy	50
Pingsuey, medium	25
Pingsuey, choice	30
Pingsuey, fancy	40

Young Hyson

Choice	30
Fancy	36

Oolong

Formosa, fancy	42
Amoy, medium	25
Amoy, choice	32

English Breakfast

Medium	27
Choice	34
Fancy	42

India

Ceylon, choice	32
Fancy	42

TOBACCO

Scotten Tobacco Co.'s Brands.	
Sweet Chunk plug	34
Cadillac fine cut	57
Sweet Loma fine cut	38

VINEGAR

Malt White Wine, 40 grain.	8
Malt White Wine, 80 grain.	11
Pure Cider, Red Star	12
Pure Cider, Robinson	11
Pure Cider, Silver	11

WASHING POWDER

Rub-No-More	
Rub-No-More, 100 12 oz.	3 50

WICKING

No. 1, 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, narrow band	1 20
Split, large	4 00
Split, medium	3 75
Split, 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 80
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.	1 00
Yeast Cream, 3 doz.	1 00
Yeast Foam, 3 doz.	1 00
Yeast Foam, 1 1/2 doz.	50

Grains and Feedstuffs

Wheat

Winter Wheat Flour

Local Brands

Patents

Second Patent

Straight

Clear

Graham

Buckwheat

Rye

Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.

Ball-Barnhart-Putnam's Brand

Diamond 1/4s

Diamond 3/4s

Diamond 1/2s

Worden Grocer Co.'s Brand

Quaker 1/4s

Quaker 1/2s

Quaker 3/4s

Spring Wheat Flour

Clark-Jewell-Well's Co.'s Brand

Pillsbury's Best 1/4s

Pillsbury's Best 1/2s

Pillsbury's Best 3/4s

Pillsbury's Best 1/4s paper

Pillsbury's Best 1/2s paper

Ball-Barnhart-Putnam's Brand

Duluth Imperial 1/4s

Duluth Imperial 1/2s

Duluth Imperial 3/4s

Lemon & Wheeler Co.'s Brand

Wingold 1/4s

Wingold 1/2s

Wingold 3/4s

Olney & Judson's Brand

Ceresota 1/4s

Ceresota 1/2s

Ceresota 3/4s

Worden Grocer Co.'s Brand

Laurel 1/4s

Laurel 1/2s

Laurel 3/4s

Laurel 1/4s & 1/2s paper

Washburn-Crosby Co.'s Brand



Prices always right.

Write or wire Musselman Grocer Co. for special quotations.

Meal

THE EXPERT DUN.

Believes That Any Bill Could be Collected.

"I don't doubt," said a bill collector of long experience, "but that the most hardened of debtors can be made to pay by persistent dunning. Continual dropping will wear away a stone sure; the only question is, will it pay to keep the water dropping? In this, as in many other things, it is not a question as to whether the thing can be done, but as to whether it will pay to do it.

"Many a man who has, or fancies he has, beat a creditor out has really escaped paying only because the creditor has made up his mind that it would cost more than it was worth to collect the bill, and so has stopped, although he knows well enough that he could collect it by keeping at it long enough, for, as a general proposition, no man is really invulnerable to all the possible varied forms of continuous dunning, if they are resolutely, unflaggingly and year after year, with an evident purpose of continuing indefinitely, applied. I repeat that what saves the debtor who does finally escape paying is not his own cheek or bluff or imagined indifference, nor even his poverty, if that be the real reason for his slowness in paying; what saves him is the creditor making up his mind not to spend any more money on him.

"But there are some creditors who make it a matter of business or principle, or whatever you mind to call it, to spend any amount of money to collect debts due them; and I think myself that this is a wise way. Not because it gives me work, but because I think it's right and because I think it's good sound business practice. I like the business method that consists in the collecting of bills at any cost. The man thus persistent may in some cases spend more than a bill amounts to to collect it, but he doesn't often have to do this. Without any explanation or setting forth of the creditor's purpose the debtor feels instinctively that this creditor insists on having what is due him just as I know that he will insist on it. This isn't a case of getting out of him what you can or seeing what you can do with him, or trying to collect the bill—it is a case of a settled, firm determination actually to collect it, and I know it and feel it, and the debtor realizes it, and he pays, and often promptly. I believe that this creditor, who insists, at any cost, on collecting, collects after all at a smaller average cost than the creditor who only will spend so much on a bill.

"As to the dunning of a debtor, I think that it is all right to dun him. I know that for myself. I haven't the slightest squeamishness over my work as a collector. I think, not only professionally, but personally, that a man ought to pay his debts. To be sure the best-intentioned and at the same time most level-headed and intelligent of men sometimes, through force of circumstances, get into deep water, and for the time may be unable to pay; but if they're square men, who in good faith mean to pay, they are likely to be met in the same spirit and not hurried.

"You might be surprised to know how many creditors there are who would say in such circumstances: 'You tell So-and-So not to fret himself for a minute about that bill; to pay it when he gets ready,' or, 'Tell What's-his-name that I don't care if he never pays.' It's a fact. I can tell you, if you don't know it of your own experience or ob-

servation, that there's a heap of decent people in the world.

"And as to the slow but square debtors, they pay almost to a man, although I don't mind telling you that even among them there may be now and then one who needs prodding a little gently.

"A help in collecting debts in these days has come out of the application in the payment of them of the principle of payments for goods bought on the installment plan. I suppose there are now more people than ever who pay debts piecemeal and I like the method very much; it's an everlasting sight better than not paying anything; there is no creditor but what would prefer to get his money in that way rather than not at all. And while I don't set myself up as the grand adviser and counsellor of those who owe money as to what is right and proper, I say without hesitation that no man need feel ashamed of paying a debt in installments; his payments, however small, will be welcome, he may be sure. Suppose I held for collection, for instance, a bill against a man for \$50 and he should give me a dollar every time I called. Wouldn't that be satisfactory? Well, I should say yes.

"But I do think one thing certain: I think a man ought to pay his debts, and it doesn't disturb me a bit to ask a man for the money."—N. Y. Sun.

Annual Banquet of the Muskegon Grocers and Butchers.
From the Muskegon Chronicle.

A delegation of seven Grand Rapids grocers and men in similar lines visited Muskegon yesterday and was given a warm welcome, a good time and sent home this morning with an increased appreciation of Muskegon's importance in the commercial and manufacturing world. The delegation included Homer Klap, Secretary of the Grand Rapids Grocers' Association, L. J. Katz, Secretary of the Grand Rapids Retail Meat Dealers' Association, L. V. C. Schrieder, an oil dealer, Peter Bramm, F. W. Fuller, R. Rademacher and John Rotier. The Grand Rapids party was met at the depot by a committee consisting of D. A. Boelkens, Fred Hagen, August Riedel and Charles Schoenberg. They were escorted to the Occidental Hotel and from there conducted to the mammoth tin plate mills of the Champion Iron & Steel Co.

The big tin plate mills were a revelation and a wonder to the Grand Rapids men. One man exclaimed, "Why, I thought these mills existed only in political speeches." The visitors, while proud of their title of the Furniture City, thought Muskegon had considerably the best of Grand Rapids in one regard and that was in having a diversity of big industries.

At 6 o'clock the visitors returned up town. In the evening they were given a fine spread at the Odd Fellows hall. About forty-five sat down to an excellent repast, finished off with Muskegon cigars, etc. The decorations were profuse and beautiful and included a plentiful supply of post-season Muskegon celery.

H. B. Smith, President of the local Association, presided as toastmaster. All of the Grand Rapids visitors and about fifteen of the local grocers made addresses.

The visitors returned home at 8:10 this morning. It was stated that the members of the Grand Rapids Retail Grocers' Association would like to hold their fourteenth annual picnic next summer in Muskegon and an invitation to do so will be extended to them by the Muskegon Association.

Bryan Show Cases

Always please. Write for handsome new catalogue.

Bryan Show Case Works,
Bryan, Ohio.

Pentone Gas Lamps



PRICE COMPLETE \$6.00.

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

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

We give thanks to all of our customers in the past for their favors and we wish them an even more prosperous year than ever before.

Our stock of robes, blankets, carriages, harness and farm implements is at your service for prompt deliveries.

BROWN & SEHLER

GRAND RAPIDS, MICH.

Have You yet Bought Your Wall Paper for Spring?

ANTI-TRUST WALL PAPER direct from mill to merchant. No middle men's profits or trust prices.

Audebert Wall Paper Mill, Chicago

ALWAYS have been and ALWAYS will be ANTI-TRUST. We certainly have the brightest and best and lowest priced line on the market. A line in which there is more profit than any other you can buy, besides showing these trust fellows you don't have to buy of them. Would you like to see it? Address

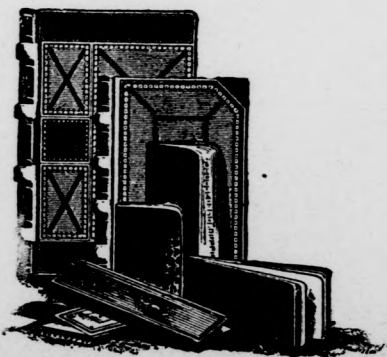
Osmond W. Boo h,

General Agent for Mills,

161 Elm St., Detroit, Mich.

And we'll either send samples or a salesman to submit them. You need not buy unless you are satisfied with our goods and prices. Modern Mills, Modern Designs, Modern Prices.

Blank Books of all kinds



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

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

WILL M. HINE
Grand Rapids, Mich.

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

DOWN WITH A CRASH.

Disastrous Failure of the Wurzburg Department Store.

Frederick W. Wurzburg, doing business at the corner of Canal street and Crescent avenue as the Wurzburg Department Store, has uttered a chattel mortgage on his stock for \$120,231.84, securing 192 creditors. Heber A. Knott is named as trustee. There are no preferences and there is apparently no attempt on the part of the mortgagor to prefer relatives or friends, as no relatives appear in the list of creditors and only one friend is included in the list. The trustee has taken possession of the stock and will continue the business, pending the completion of the inventory now being taken. It is expected that the inventory will disclose the existence of stock to the amount of \$50,000 or \$60,000, which indicates that the creditors will probably receive from 25 to 30 cents on the dollar, as there will be considerable expense connected with the closing out of the stock. No mention of the failure has appeared in the Grand Rapids dailies, which naturally entails on the Tradesman the necessity of publishing a full list of the creditors and the amount owing each, as follows:

Notes.

Sweetser, Pembroke & Co.	\$ 1,625.75
Strong, Lee & Co.	1,437.36
American Jewelry Co.	146.78
H. Leonard & Sons	459.42
Wilson, Larrabee & Co.	1,070.21
Worden Grocer Co.	3,888.01
Old National Bank	700.00
Henry Grinnell	900.00
Carl, Knott & Co.	1,234.82
H. B. Clafin Co.	37,927.98
Fifth National Bank of Grand Rapids	9,500.00
Joseph Rademacher	10,400.00

Accounts.

Adam, Meldrum & Anderson	1,751.20
Alexander Black Cloak Co.	2,745.76
H. Black Co.	6,471.04
Landesman, Hirscheimer & Co.	3,246.63
Strong, Lee & Co.	7,348.77
Tefft, Weller & Co.	39.76
Sweetser, Pembroke & Co.	87.33
R. Smith & Co.	321.50
N. Sabel	755.55
Lockport Batting Co.	218.78
Eggebrecht & Bernhardt	613.70
Paragon Manufacturing Co.	352.25
Lehman & Randuitz	124.50
Columbia Shade Cloth Co.	207.32
W. A. Stowe	11.70
Dickinson Bros.	13.78
Turner & Seymour	26.27
Chicago Corset Co.	266.85
Winsted Silk Co.	304.71
Evening Press Co.	275.00
Wilson, Larrabee & Co.	630.58
A. Himes	163.05
Lamson Store Service Co.	110.00
Spool Cotton Co.	72.02
Geo. E. Batcheller & Co.	105.95
Jas. H. Dunham & Co.	1,377.88
G. R. E. L. & P. Co.	268.54
G. R. Water Works	163.41
Nonatuck Silk Co.	187.76
Walker & Co.	172.53
Shiff & Bodenheimer	491.20
The McCall Co.	303.32
Bissell Carpet Sweeper Co.	74.42
Marshall Field & Co.	195.03
Stewart Heartshorn Co.	14.50
M. Lowenstein & Bro.	199.10
Ferris Bros.	47.52
R. & G. Corset Co.	124.28
D. Enester & Place	272.38
Eagle Skirt Co.	233.00
Bortree Corset Co.	172.77
Schaffer, Levy & Co.	70.98
Chas. Emmerich	111.26
Chicago Rockford Hosiery Co.	75.75
W. H. Fletcher & Co.	122.45
Minneapolis Knitting Works	15.00
Gotham Garter & Novelty Co.	115.89
Henrietta Skirt Co.	74.75
Worcester Corset Co.	54.00
Ray Hubbell & Co.	34.95
Foltz & Co.	52.50
American Lady Corset Co.	97.00
Normal Corset Co.	141.75
L. Salzberg	100.20

Holmes & Ide	61.40
Gane Shirt Co.	80.13
Danforth & Martin	229.87
John C. Lowe	148.40
Norwich Nickel & Brass Co.	19.80
Babbitt & Graham	32.55
Arnold & Wormer	79.87
Simon Ascher & Co.	366.31
Wm. Meyers & Co.	217.10
Wm. Greenblatt	68.50
Jos. S. Lederman	106.50
Gordon & Rom	116.00
Doob, Klauber & Co.	33.90
Niagara Textile Co.	82.80
J. H. Lowenstein	286.63
Wm. H. Miller & Co.	1,003.55
Julius Fisher & Co.	260.65
Campbell, Metzger & Jacobson	168.45
Stoughton Rubber Co.	119.60
Weber Skirt Binding Co.	38.37
T. J. Weber	57.75
Dorman Bros.	25.20
Barnes & Beyer	29.20
A. H. Jackson & Co.	418.62
Leicester-Continental Mills	153.08
Samstag & Hilder Bros.	224.94
W. T. Smith & Co.	312.85
Hochstein & Bosack	153.25
Samuel Roseff	158.50
Wm. Armbruster	70.00
T. J. Keveney & Co.	354.79
J. S. Lesser & Co.	138.90
E. L. Monsure	105.52
C. F. Bates & Co.	290.40
Artmann, Tricksler & Co.	37.24
Theo. Abbott & Co.	103.00
Floersheim & Roman	81.38
Hassall & Co.	144.64
Excelsior Skirt Co.	135.50
Gustave Blum & Co.	286.20
Einstein & Guggenheim	52.50
Hamburg Button Co.	102.00
J. Stember & Co.	69.75
A. S. Klein	52.23
Walter Scott	180.16
Gilbert Mfg. Co.	272.33
Glendenning, McLeish & Co.	535.13
Gage & Downs	34.00
Preston, Field & Mackay	11.40
Eisenon, Kaiser & Co.	8.00
Pacific Novelty Co.	125.33
Warren Featherbone Co.	11.03
Case & Mix	312.40
Wm. Merney & Co.	20.25
Alex. Hofheimer & Co.	187.06
Showinger Bros.	166.31
National Braid Co.	28.60
Crown Mfg. Co.	66.86
Friedlander, Brady & Co.	103.63
Columbia Phonograph Co.	58.18
A. Neishaus & Co.	280.88
Sundheimer Bros.	34.45
Ed. Fost	59.00
John Harding	37.50
S. Katz	73.50
Lamb Knit Goods Co.	86.25
Wm. H. Horstmann	50.60
B. Woodworth & Sons	22.00
Robt. McBratney	434.20
Columbia Portrait Co.	115.95
White & Major	119.75
P. R. Mitchell	7.00
H. A. Austin	19.00
S. Michaels & Co.	69.13
E. B. Kirschchdt Co.	78.55
A. Hurwitz & Co.	134.00
Stobel & Wilkin	95.61
C. Stern & Mayer	128.00
R. E. Lowe	63.00
Dibble & Warner	119.50
Wm. Salmon	9.00
Parkside Mfg. Co.	55.25
Herman Tappan Co.	37.63
Lindsay, Thompson & Co.	12.75
Mason Campbell & Co.	27.25
Jas. Elliott & Co.	278.10
Harris & Melzer	51.01
M. A. Mead & Co.	366.15
Clark & Kaufmann	31.38
Russ, Eveleth & Ingalls	25.01
Bendinger Mfg. Co.	15.00
The Arlington Co.	16.00
S. P. Frankenheim & Co.	35.50
I. W. Dimmick	54.75
Tesbere Mfg. Co.	7.50
Carl, Knott & Co.	688.32
H. Leonard & Sons	530.67
Worden Grocer Co.	2,196.33
Franklin MacVeagh & Co.	739.88
Valley City Milling Co.	186.82
Nelson Morris & Co.	222.60
S. C. Wavers	42.75
Putnam Candy Co.	116.00
W. F. Holmes	52.30
Wolverine Spice Co.	26.30
Fisher Bros.	119.58
W. H. Dendy	56.35

N. S. Packing Co.	165.85
J. F. Eesley & Co.	20.30
Capital City Dairy Co.	120.56
F. C. Hammerschmidt	48.47
American Import Co.	87.45
L. F. Swift & Co.	129.50
Maynard & Reed	31.25
Voigt Milling Co.	204.50
Watson & Frost	33.55
G. H. Hammond	97.79
Lockwood & Co.	9.45
E. J. Gillies	16.20
Ben T. Hoskin	31.40
W. F. Wanninger	88.50
Vinkemulder Co.	54.25
Guger Tinney Co.	25.42
Lutz & Schram	8.71
A. R. Linn	601.69
Illinois Glass Co.	4.00
W. F. McLaughlin & Co.	110.50
Phelps, Brace & Co.	64.00
Walsh, Lange & Co.	164.92
J. T. Thomasma	18.67
Lord, Mott & Co.	11.55
Philipp, Ritter Conserve Co.	15.45
Butel & Haupt	20.02
American Levenine Co.	15.30
Continental Paper Bag Co.	10.25
American Jewelry Co.	83.24
Henrietta Grinnell	147.00

The failure has been looked upon as a foregone conclusion for several years, owing to the somewhat peculiar methods employed by the house and certain elements of weakness in the management which could not fail to result in disaster.

There is some talk of the organization of a corporation to bid in the stock at the trustee's sale and assume the management of the business, but nothing tangible has yet developed.

Writing Scripture on a Postal Card.

From the Baltimore Sun.
Commissioner Rogers has decided that P. R. Buckwald, who wrote a portion of the Tenth Commandment on a postal card, which he sent to Gustav Schmiedecker, committed an offense under the statute prohibiting any writing on a postal card reflecting upon the character or conduct of another. In view of the circumstances of the case, however, the Commissioner did not hold Buckwald for court.
"Thou shalt not covet thy neighbor's wife," was written by Buckwald on the postal card he mailed to Schmiedecker.

Crocery and Glassware.

AKRON STONEWARE.	
Butters	
1/2 gal. per doz.	52
2 to 6 gal., per gal.	6 1/2
8 gal. each	54
10 gal. each	54
12 gal. each	70
15 gal. meat-tubs, each	120
20 gal. meat-tubs, each	160
25 gal. meat-tubs, each	225
30 gal. meat-tubs, each	270
Churns	
2 to 6 gal., per gal.	7
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or rd. bot. per doz.	52
1 gal. flat or rd. bot., each	6 1/2
Fine Glazed Milkpans	
1/2 gal. flat or rd. bot. per doz.	60
1 gal. flat or rd. bot., each	5 1/2
Stewpans	
1/2 gal. fireproof, bail, per doz.	85
1 gal. fireproof, bail, per doz.	110
Jugs	
1/2 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.	100
Tubular	45
Nutmeg	50
LAMP CHIMNEYS—Seconds	
No. 0 Sun.	150
No. 1 Sun.	168
No. 2 Sun.	236
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	2 00
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 2 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, hinge, wrapped & lab.	4 00
Pearl Top	
No. 1 Sun, wrapped and labeled	4 00
No. 2 Sun, wrapped and labeled	5 00
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "Small Bulb," for Globe Lamps	80

La Bastie	
No. 1 Sun, plain bulb, per doz.	90
No. 2 Sun, plain bulb, per doz.	1 15
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz)	3 50
No. 2 Lime (70c doz)	3 75
No. 2 Flint (80c doz)	4 70
Electric	
No. 2 Lime (70c doz)	3 75
No. 2 Flint (80c doz)	4 40
OIL CANS	
1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout, per doz.	1 58
2 gal. galv. iron with spout, per doz.	2 78
3 gal. galv. iron with spout, per doz.	3 75
5 gal. galv. iron with spout, per doz.	4 85
3 gal. galv. iron with faucet, per doz.	4 25
5 gal. galv. iron with faucet, per doz.	4 95
5 gal. Tilting cans	7 25
5 gal. galv. iron Naeffas	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, slide 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, slide 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

Crackers and Sweet Goods

The National Biscuit Co. quotes as follows:

Butter	
Seymour	6
New York	6
Bent's Water	6
Salted	6
Wolverine	6 1/2
Soda	
Soda XXX	6 1/2
Soda, City	8
Long Island Wafers	12
Zephyrette	10
Oyster	
Faust	7 1/2
Farina	6
Extra Farina	6 1/2
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
Cocanut Macaroons	18
Cocanut Taft	10
Cracknells	16
Creams, Iced	8
Cream Crisp	10
Cubans	11 1/2
Curant Fruit	12
Frosted Honey	12
Frosted Cream	9
Ginger Gems, large or small	8
Ginger Snaps, N. B. C.	8
Gladitor	10
Grandma Cakes	9
Graham Crackers	8
Graham Wafers	12
Grand Rapids Tea	16
Honey Fingers	12
Iced Honey Crumpets	10
Imperial	8
Jumbles, Honey	12
Lady Fingers	12
Lemon Snaps	12
Lemon Wafers	16
Marshmallow	16
Marshmallow Creams	16
Marshmallow Walnuts	16
Mary Ann	8
Mixed Picnic	11 1/2
Milk Biscuit	7 1/2
Molasses Cake	8
Molasses Bar.	9
Moss Jelly Bar	12 1/2
Newton	12
Oatmeal Crackers	8
Oatmeal Wafers	12
Orange Crisp	9
Orange Gem	8
Penny Cake	8
Pilot Bread, XXX	7 1/2
Pretzettes, hand made	8
Pretzels, hand made	8
Scotch Cookies	9
Sears' Lunch	7 1/2
Sugar Cake	8
Sugar Cream, XXX	8
Sugar Squares	8
Sultanas	13
Tutti Frutti	16
Vanilla Wafers	16
Vienna Crimp	8

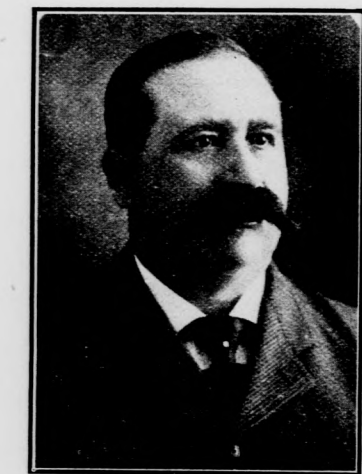
Carbon Oils

Barrels	
Eocene	@10 1/2
Perfection	@ 9 1/2
Water White Michigan	@ 9
Diamond White	@ 8 1/2
Deodorized Stove Gasoline	@11 1/4
Deodorized Naphtha	@10
Cylinder	29 @34
Engine	@22
Black, winter	@10 1/4

SUCCESSFUL SALESMEN.

Max Girardin, Representing A. H. Krum & Co., Detroit.

Max Girardin was born at Amherstburg, Ontario, May 10, 1850. When he was 12 years old, he left school and accompanied his parents to Detroit, where he has since resided. There he began his business career as cash boy for Sullivan & Lyons, retail shoe dealers at 200 Jefferson avenue. At that time there were no wholesale merchants on that street. Even while standing on this first round of the ladder of success, he proved his worth and was promoted until he became one of the most efficient salesmen in the house. After remaining in their employ for some time, he resigned to accept a similar position with Jas. Keeler, retail shoe dealer at 6 Monroe avenue. As the wholesale boot and shoe business offered a broader field and presented greater possibilities, Mr. Girardin entered the employ of W. D. Robinson, one of Detroit's pioneer wholesale boot and shoe dealers. After working in the house for a year and learning the details of the business, he began his career as a traveling salesman, covering Michigan and Ohio. He remained with this firm until it retired from business. For the next ten years he traveled for Snedcor & Hathaway and, later, was connected with the Preston National Bank for one year as collector for a wholesale house that had failed. A. H. Krum & Co., exclusive dealers in rubber footwear, had heard of Mr. Girardin's success as a salesman and engaged him to represent them in Eastern Michigan. He is still with this firm and is contributing his share to its success.



Mr. Girardin is affable, honest and popular. He knows how to get and hold trade and enjoys the confidence of his customers. As an exchange has said, "Mr. Girardin is one of the most genial and popular salesmen on the road, and is always heartily welcomed by his large list of customers and friends." Connection with a reliable house, good goods at reasonable prices, fair dealing and absolute honesty are some of the elements to which he attributes his success, but we must add to these the personality of the salesman. Mr. Girardin is a veteran in the cause, having traveled in Michigan for twenty years. In the early days, when bears and wolves were more common than now, he met many thrilling experiences and his blood-curdling tales of his adventures in the wilds of Northern Michigan cause one's hair almost to stand on end and his heart to stop beat-

ing. His personality was all that saved him.

In 1875, Mr. Girardin was married to Miss Dora Belle Chittenden, of Wyandotte. One daughter was born to them, now deceased. They reside at 85 Fifteenth street.

Mr. Girardin is a member of the U. C. T. and K. O. T. M.

The Tradesman's Black List.

Chas. L. Pettis & Co., of New York, who have been repeatedly exposed as fraudulent in the columns of the Michigan Tradesman, made an assignment last week. About a dozen Michigan newspapers are still carrying the advertisement of this house.

Bradford Davis, who was a member of the fraudulent commission house of Randall, Crosby & Co., and who is now under arrest on a charge of fraudulent use of the mails, bewails the fact that his firm was unable to secure more shipments from this State, owing to the "interference of that Michigan paper," as he facetiously refers to the Tradesman.

The most conspicuous and the most treacherous act of the past year in the telephone world was the sale one year ago by the original promoters and directors of the Detroit Telephone Co. and New State Telephone Co. properties to the Bell company. While these directors made a large amount of money by the betrayal of their neighbors in Detroit and Southeastern Michigan, the people secured inexcusably poor service as a result of such sale. The shock to the independent telephone interests in the State was temporary—except in Kalamazoo, where a like group of reformers was found—and it is a remarkable fact, historically, that the development of the telephone field in this State by the independents, since the sales above mentioned, exceeds to a very large extent the growth during any other like period. This prosperity of the people's interests soon encouraged honest men to believe it possible to build a new exchange in Detroit, and for some months the matter has been agitated and publicly discussed. Recently J. W. Martin applied for a franchise to operate a telephone exchange in Detroit, and at its last meeting the Council unanimously granted the franchise, fixing rates at \$40 for office and \$25 for residence telephones with metallic circuits. The success of the new enterprise depends not so much upon the engineering and business ability of Mr. Martin or his successors as upon common honesty. The Tradesman knows of no act of Mr. Martin's which would indicate that he is not entirely honest, and confidently believes that the man and the hour are both at hand, and that the citizens of Detroit will soon enjoy decent service at decent rates.

Queen Wilhelmina is rapidly converting her nation to temperance in the matter of drinking. Drink is one of the curses of Holland and the Queen's own father, her predecessor on the throne, was accounted the champion royal drunkard of Europe. The young Queen's most notable convert is her intended husband, Henry of Mecklenburg-Schwerin. He has been known as one of the most persistent drinkers in the corps of young officers. Queen Wilhelmina never touches any alcoholic liquor.

H. J. Hostetter has opened a grocery store at Emma, Ind. The Worden Grocery Co. furnished the stock.

Gripsack Brigade.

Harvey Close, for several years past with Hirth, Krause & Co., has resigned to accept a similar position with Baldwin, McGraw & Co., of Detroit.

Peter Stark, for seven years in the service of Frank Miller, of Vassar, and the last four years in charge of Miller's lumbering business, has taken the position of salesman in the lumber yards of W. Forgie, at Washington, Pa.

Albert Fletcher, for the past twelve years in the employ of Foster, Stevens & Co., in their retail department, has engaged to travel for L. F. Starrett & Co., manufacturers of machinists' tools at Athol, Mass. Mr. Fletcher started out on his initial trip Jan. 2.

O. B. Randall, of Vassar, has engaged to cover Eastern Michigan for Jennings, Lacey & Co., of Saginaw, the engagement to date from Jan. 1. A peculiarity of the deal is that the negotiations were closed at the annual convention of the Michigan Knights of the Grip at Grand Rapids.

A Belding correspondent writes as follows: Frank R. Unger, a well-known young man, died suddenly of neuralgia of the heart at the home of his father, three miles from here, in Orleans, Dec. 30. He was 26 years old and was traveling salesman for Edson, Moore & Co., of Detroit. He leaves a wife.

Emmet Wiseman, who has recently engaged to travel for the Hazeltine & Perkins Drug Co., has removed to this city and located at 61 Pleasant street. He will continue to conduct his drug store at Remus under the management of Carl Hoppough, formerly in the employ of Connell Bros., at Belding.

President Owen announces his intention of calling the first regular meeting of the Board of Directors of the Michigan Knights of the Grip at Detroit, in order that Director Schram may have an opportunity to get the Detroit members together, reorganize the Post and inaugurate an energetic campaign for new members.

The experience of last week clearly demonstrated that a large entertainment fund is not necessary to render a convention a success. Six years ago over \$2,200 was raised for entertainment purposes. This year only about \$600 was raised—no one but traveling men being permitted to contribute—and every guest who was present at both conventions insists that the \$600 gathering beat the \$2,200 meeting hands down. The principal expense of such a convention is the banquet, which was superseded this time by a collation, to the satisfaction of all concerned. It is needless to remark that the sit-down banquet, with the long array of stale speeches, is passe.

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.

WANTED—AGENTS THROUGHOUT Michigan to sell the Furber gore back, handmade, lined shoe, one experienced in selling shoes preferred. Address Mrs. J. Stufflebeam, Man ste. Mich. 640

GROCERY FOR SALE IN ONE OF THE liveliest little towns of about 2,400 population in State; nice clean stock involving about \$900 or \$1,000; no expensive fixtures; seven hundred hands employed in town; get paid every week; sell mostly for cash; no indebtedness on goods. Address No. 634, care Michigan Tradesman. 634

WEBBERVILLE WANTS DRUG STORE. Good building, with fixtures, pleasant, comfortable living rooms, low rental. A business chance for the right person. Address James Little or the Village Clerk, Webberville, Mich. 62

NEW SHOE STOCK FOR SALE. \$3,000 worth; cheap if taken at once for cash; best location; best reasons for selling. Address No. 635, care Michigan Tradesman. 635

FOR SALE—GROCERY, RESTAURANT and bakery, with good brick oven, in good town; cheap, if sold soon. Mrs. E. L., Box 337, Thompsonville, Benzie Co., Mich. 639

FOR SALE—CLOTHING AND FURNISHING goods store in Southwestern Michigan, town of 1,500; very rich farming country; prominent wheat and hay shipping point. Stock involves about \$4,500; brick store, electric lights, near postoffice; other interests require attention. Address Opportunity, care Michigan Tradesman. 648

FOR SALE—FIRST-CLASS HARNESS SHOP stock; a good paying business in a first-class hustling little town beautifully situated; a model; a rare opportunity. For further information address No. 637, care Michigan Tradesman. 637

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 287, Cedar Springs, Mich. 633

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

FOR SALE, CHEAP—SMALL STOCK ready-made clothing. C. L. Dolph, Temple, Mich. 624

MONEY ON THE SPOT FOR GOOD, clean stock of merchandise in Michigan. Address Box 173, Grand Ledge, Mich. 608

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

FOR SALE—A GENERAL STOCK of hardware, harnesses cutters, sleighs, bugles, wagon and farming implements, surrounded by good farming country in Northern Michigan. Will 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 little 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 INVOLVING \$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

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—POSITION AS APPRENTICE in drug business; little experience; good references. E. Brower, Saranac, Mich. 633

WANTED—POSITION AS TRAVELING salesman. References furnished. C. H. Adams, Ailegan, Mich. 636

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

MICA AXLE GREASE

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

ILLUMINATING AND LUBRICATING OILS

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

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

RUB-NO-MORE

Handled by all Jobbers.
Sold by all Retailers.

SUMMIT CITY SOAP WORKS, Fort Wayne, Ind.

Detroit BUSINESS University EDUCATES

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

WILLIAM F. JEWELL, President.

PLATT R. SPENCER, Secretary.

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

ENGRAVERS

BY ALL THE
LEADING PROCESSES

PORTRAITS, BUILDINGS,
MACHINERY,
STATIONERY HEADINGS,
EVERYTHING.

HALF-TONE
ZINC-ETCHING
WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

MERCANTILE ASSOCIATIONS

Michigan Retail Grocers' Association
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

Grand Rapids Retail Grocers' Association
President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEORGE LEHMAN

Detroit Retail Grocers' Protective Association
President, E. MARKS; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.

Kalamazoo Retail Grocers' Association
President, W. H. JOHNSON; Secretary, CHAS. HYMAN.

Bay Cities Retail Grocers' Association
President, C. E. WALKER; Secretary, E. C. LITTLE.

Muskegon Retail Grocers' Association
President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.

Jackson Retail Grocers' Association
President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association
President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, Wm. C. KOEHN

Saginaw Retail Merchants' Association
President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HERR.

Traverse City Business Men's Association
President, THOS T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association
President, A. D. WHIFFLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Pt. Huron Merchants' and Manufacturers' Association
President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Calumet Business Men's Association
President, J. D. CUDDIHY; Secretary, W. H. HOSKING.

St. Johns Business Men's Association
President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

Perry Business Men's Association
President, H. W. WALLACE; Secretary, T. E. HEDDLE.

Grand Haven Retail Merchants' Association
President, F. D. VOS; Secretary, J. W. VERHOEKS.

Yale Business Men's Association
President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.

Grand Rapids Retail Meat Dealers' Association
President, JOHN G. EBLE; Secretary, L. J. KATZ; Treasurer, S. J. HUFFORD.

Travelers' Time Tables.

PERE MARQUETTE

Chicago Trains.

Lv. G. Rapids.	7:10a	12:05p	4:30p	*11:55p
Ar. Chicago.	1:30p	5:00p	10:50p	*7:05a
Lv. Chicago.	7:15a	12:00m	4:50p	*11:50p
Ar. G. Rapids.	1:25p	5:00p	10:40p	*6:20a

Traverse City and Petoskey.

Lv. Grand Rapids	7:55a	1:55p	5:30p
Ar. Traverse City	1:15p	6:25p	10:45p
Ar. Petoskey	4:10p	9:15p	

Trains arrive from north at 10:50am, 4:15pm and 11:00pm.

Ludington and Manistee.

Lv. Grand Rapids	7:55am	1:55p	5:30pm
Ar. Ludington	12:05pm	5:20p	9:25pm
Ar. Manistee	12:25pm	5:40p	9:55pm

Detroit and Toledo Trains.

Lv. Grand Rapids	7:10am	12:05pm	5:30pm
Ar. Detroit	11:40am	4:06pm	10:05pm
Ar. Toledo	12:35pm		
Lv. Toledo	7:20am	11:55am	4:15pm
Lv. Detroit	8:40am	1:10pm	5:15pm
Ar. Grand Rapids	1:30pm	5:10pm	10:00pm

Saginaw and Bay City Trains.

Lv. Grand Rapids	7:00am	5:20pm
Ar. Saginaw	11:50am	10:12pm
Ar. Bay City	12:20pm	10:46pm
Ar. from Bay City & Saginaw	11:55am	9:35pm

Parlor cars on all Detroit, Saginaw and Bay City trains.

Buffet parlor cars on afternoon trains to and from Chicago. Pullman sleepers on night trains. Parlor car to Petoskey on afternoon trains.

*Every day. Others week days only.

Oct. 14, 1900.

H. F. MOELLER,
General Passenger Agent,
Detroit, Mich.

GRAND Rapids & Indiana Railway Dec. 2, 1900.

	Except Sunday	Except Sunday	Except Sunday
NORTH			
Lv. Grand Rapids	7:45am	2:10pm	10:45pm
Ar. Cadillac	11:20am	5:40pm	2:10am
Ar. Traverse City	1:30pm	7:50pm	5:35am
Ar. Petoskey	2:50pm	9:15pm	
Ar. Mackinaw City	4:15pm	10:35pm	6:55am
Local train for Cadillac leaves Grand Rapids at 5:20 p m daily except Sunday.			
Pullman sleeping or parlor cars on all through trains.			
Trains arrive from the north at 6:00 a m, 10:45 a m, 5:15 p m and 10:15 p m daily except Sunday.			

	Except Sunday	Except Sunday	Except Sunday	Daily
SOUTH				
Lv. G'd Rapids	7:10a	1:50p	6:50p	11:30p
Ar. Kalamazoo	8:50a	3:22p	8:35p	1:00a
Ar. Ft. Wayne	12:10p	6:50p	11:45a	
Ar. Cincinnati	6:25p		7:15a	
6:50pm train carries Pullman sleeping car to Cincinnati. 11:30pm train carries through coach and Pullman sleeping car to Chicago.				
Pullman parlor cars on other trains.				
Trains arrive from the south at 6:45 a m and 9:10am daily, 2:00pm, 9:45pm and 10:15pm except Sunday.				

	Except Sunday	Except Sunday	Except Sunday
MUSKEGON			
Lv. Grand Rapids	7:35am	2:05pm	5:40pm
Ar. Muskegon	9:00am	3:20pm	7:00pm
Sunday train leaves Grand Rapids at 9:15am. Trains arrive from Muskegon at 9:30am, 1:30pm and 5:20pm except Sunday and 6:50pm Sunday only.			

CHICAGO TRAINS

G. R. & I and Michigan Central.

	Except Sunday	Daily
TO CHICAGO		
Lv. G'd Rapids (Union depot)	12:30pm	11:30pm
Ar. Chicago (12th St. Station)	5:25pm	6:55am
12:30pm train runs solid to Chicago with Pullman buffet parlor car attached.		
11:30pm train has through coach and Pullman sleeping car.		

FROM CHICAGO

	Except Sunday	Daily
Lv. Chicago (12th St. Station)	5:15pm	11:30pm
Ar. G'd Rapids (Union depot)	10:15pm	6:45am
5:15pm train runs solid to Grand Rapids with Pullman buffet parlor car attached.		
11:30pm train has through coach and sleeping car. Phone 606 for information.		

Earthenware Meat Tubs

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

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

TRADESMAN

ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

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

INVOICE RECORD OR BILL BOOK

50 double pages, registers 2,380 invoices	\$2 00
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Tradesman Company
Grand Rapids, Mich.

Muskegon BUSINESS COLLEGE.

Young men and women admitted any week in the year. Every graduate secures employment. Living expenses low. Write for catalogue.

E. C. BISSON, Muskegon, Mich

Use Tradesman Coupons

Geo. M. Smith Safe Co.



Dealers in New and Second-Hand

SAFES

Expert work done on safes. All kinds of safes opened and repaired. Combinations cleaned and reset.

Office and Salesroom 157 Ottawa Street, Grand Rapids, Mich.

Opposite City Hall.

TELEPHONES:

Citizens:

Office, 1173-3r. Residence, 1521.

Bell:

Office, Main 2105. Residence, Main 2114.

Wood and brick buildings, safes, boilers and smoke stacks moved and raised.

New Year==1901

We wish our customers a Happy New Year and thank them very much for the patronage given us during 1900 and hope the same will continue throughout 1901.

The new samples for 1901 in China, Crockery, Glassware and Lamps are coming in daily and our samplerooms will be ready for your inspection about January 15.

Yours for business,

DeYoung & Schaafsma

Importers and Manufacturers' Agents

Office and Salesrooms over 112 Monroe Street, Grand Rapids

From Christmas Until Easter

The most popular evening amusement will be

Leonard's "Combinola"

The great Combination Game Board. 40 games in one. Retails at \$2.25, \$3.25, \$4.25 each. Send for circular and price list.

H. LEONARD & SONS, Grand Rapids, Mich.

Daudt Glass & Crockery Co.

WHOLESALE
Earthenware, China & Glassware
TOLEDO, OHIO

Kinney & Levan

Importers and Jobbers of
Crockery, Glass, Lamps, House
Furnishing Goods
CLEVELAND, OHIO

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.

Crushed Cereal Coffee Cake.

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

Crushed Cereal Coffee Cake Co.
Marshall, Mich.

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.