

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 11, 1901.

Number 951

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

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



Offices: Widdicombe Bldg., Grand Rapids.
Detroit Opera House Block, Detroit.
L. J. Stevenson, Manager

R. J. Cleland and Don E. Minor, Attorneys
Prompt attention to all kinds of Collections, Adjustments and Litigation. Our credit advances will avoid making worthless accounts. We collect all others.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicombe Bldg., Grand Rapids, Mich.
Books arranged with trade classification of names.
Collections made everywhere. Write for particulars.
C. E. McCrone, Manager.

National Fire Ins. Co. of Hartford

Successor to

The Grand Rapids Fire Ins. Co.
CAPITAL, \$1,000,000

ELLIOT O. GROSVENOR

Late State Food Commissioner

Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.

1232 Majestic Building, Detroit, Mich.

Glover's Gem Mantles

For Gas or Gasoline. Write for catalogue.

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

WILLIAM CONNOR

WHOLESALE
READYMADE CLOTHING
for all ages.

Removed to William Alden Smith block, 28 and 30 South Ionia street.
Open daily from 8 a. m. to 6 p. m.
Saturday to 1 p. m.

Mail orders promptly attended to.
Customers' expenses allowed.

Tradesman Coupons

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GENERAL TRADE REVIEW.

Among the most notable features of the general situation is the paradoxical fact that records for volume are being broken while the Wall Street markets are in a semi-panic. Last year the high records made were aided by a boom in stock transactions and the funding of new corporations. It would naturally be expected from past experience that, with decline in stock prices and the consequent dullness in the market, the general business of the country would suffer in sympathy. Yet so great has been the improvement in industrial conditions that general trade has not only held its own, but it has more than made up the difference, so as to surpass all records in bank clearings.

The stock market seems to have settled to a seesaw with intervals of from two to three days. Led by Amalgamated Copper, which made a new low record Friday, the movement is upward again. The export of gold can hardly be reckoned as a serious bear element, for with an outgo in recent weeks of over \$20,000,000 the amount in this country is only decreased by about \$3,000,000, while the other currency has increased so as to make the entire circulation larger than ever. The conservatism of the President's Message and the attitude of Congress as far as it has been made manifest are an assurance that care will be taken to interfere as little as possible with any subjects likely to affect industries.

The holiday distribution of goods throughout the country is exceeding any previous season. Dealers are finding that what they considered generous orders are not adequate, and reorder business is driving the producers to the utmost. Holiday trade opened early, and, with favorable weather in most localities, it promises not only to break all records, but to make the distance to the new mark a great one.

The only feature of interest in the iron and textile industries is the intensifying of activity in all directions, with prices held down by conservative operators. Railway earnings are heavy and the increase of equipment is push-

ing shops to their capacity. The leading boom in prices is in the cereals and provisions, both grains making new high records, but with rather restricted export movement on account of the high figures reached.

THE WORDS HAVE FADED.

It is said that the writing on the original declaration of independence has faded so that it is not only illegible but that only here and there traces of pen strokes remain. The precious document after its removal from Independence Hall in Philadelphia was preserved in a glass case and exposed to the light at the State Department in Washington. Under exposure to the light the text began to fade away and then it was placed in a drawer of a cabinet specially prepared for it and still the fading continued until now where the text and signatures were is practically nothing but blank parchment. It is a curious fact in this connection that Jefferson's original draft of the declaration, with insertions in the handwriting of Franklin and Adams, still exposed to public view, shows the writing as clearly as it was more than a century and a quarter ago when made. The original draft of the constitution preserved in the same way is as legible as ever, the ink thereon showing no signs of fading.

Thus the material evidence of the most important and indeed most valuable document in the history of the United States is obliterated, leaving only blank parchment where once independence was declared and the manifesto signed by the brave men and true who have ever since been held in grateful honor and esteem by their descendants in a republic which has become the leader of the world. Although the writing may have faded from public view, it long ago ceased to be needed save as a memento. To recount its glorious accomplishments would be to cite the history of the United States. How little the signers appreciated or even imagined the future of the nation they thus founded. The struggling colonies of those times formed into states became a nation whose growth in everything which contributes to greatness has been phenomenal. No prophetic vision of 1776 ever gave a glimpse of what in these days is an assured reality. That document long ago accomplished its noble purpose and what an accomplishment it has been. The record of its words has faded, but the principles it declared have stood and will stand for all time.

As an illustration of how closely everything is watched in Russia, take their system of registering firearms. When a weapon of any kind is purchased a permit must be secured from the local authorities. The name of the man who makes the purchase, with the number of the weapon, is recorded. If the purchaser ever wants to dispose of the weapon he must notify the authorities and cause the transfer to be recorded on the books of the firm which sold it.

THE CHANGES TIME WORKS.

Compared with other nations the United States is not very old. A century brings great changes in manners and methods of any people and more than twice the change is noted after two centuries, because every year is more enterprising than its predecessor. Some such thoughts as these must have been in the mind of the Austrian professor who proposes to leave to the museum of Prague the sum of \$15,000, under decidedly unique conditions. The money is to be used for defraying the expenses of carrying out his directions, which are that at his death all his personal belongings, including his clothes and furniture, shall be packed in air tight cases and preserved without opening for 200 years. At the end of that time they are to be taken out and exhibited in the museum for the purpose of showing the people of 2102 just how an Austrian professor lived in 1902.

Fashions and styles in this country are so constantly changing that the attire of the people, their furniture and their personal belongings of a century ago look very odd. The household effects of an American just as they were used 200 years ago, if exhibited in any museum to-day, would draw a crowd and attract a great deal of comment and attention. By comparison they would at least serve to emphasize the progress and advancement made in ten score years. Very much more interesting would it be if any Austrian or American could seal himself up hermetically for 200 years and then step out alive and well, to note the changes wrought in that time. He would be as startled and amazed as an American of 1701 would be to come back now to ride on locomotives, electric cars, talk over a wire and do the thousand and one wonderful things which the present generation thinks nothing strange. It is only by such comparisons that the change can be appreciated and unfortunately the plan which the Austrian professor proposes to follow is much more practical than the one suggested, since it is easier to keep furniture and wearing apparel than it is to keep people for two centuries.

The conviction of Salsbury was one of the most notable triumphs of justice ever recorded in this country. Some of the associates and attorneys of the defendant apparently did not hesitate to resort to exceedingly questionable methods in the effort to block the wheels of justice, fighting every inch of the ground with the desperation of despair. Every species of perjury was apparently brought into play and attempts to tamper with the jury and corrupt the witnesses were undoubtedly made. In spite of such tactics, which would not have been resorted to by innocent men or the friends of innocent men, the jury has recorded a verdict which foreshadows the conviction of Salsbury's associates in crime, as well as those who rushed to the rescue of the conspirators by giving perjured testimony and attempting to corrupt the people's witnesses.

Getting the People

Increasing Significance Attaching to the Advertiser's Work.

During the years attending and following the hard times of '93 the work of the advertiser was discouraging. The lack of employment and the tendency to hoarding which always attend such panics gave the money of the country an inaccessibility which made the work of publicity most discouraging. The result was seen in the cutting down of space and dropping out of advertisers until the magazines and newspapers came to look very lean. During this time, however, there were many who persisted in spite of the discouraging situation and were rewarded sometimes by an unexpected success. There was the effect of lessened competition in the weeding out of the more cautious which gave opportunity to the persistent.

The increase in the advertisers' work has fully kept pace with the changing conditions. The once thin and anxious looking magazines are concerned about becoming too cumbersome and voluminous, and the newspapers that were put to straits to fill the vacant columns with "boiler plate" are now casting about to find space for enough reading to meet the demands of their subscribers. The better times bring the advertisers' harvest and with it an intensity of competition which makes a corresponding demand upon the publicists' resources.

The necessity of advertising is no longer a debatable question. The merchant who attempts to get along without it soon succeeds in demonstrating its necessity and takes it up or, persisting, condemns his business to failure, either absolutely, or through the long, tedious struggle for a meager success which is worse than failure. Accepting, then, the proposition that in all competitive trade advertising is a necessity, the problem becomes one of meeting the demands of competition and of exploiting the field to its capabilities.

The good times of to-day are the advertisers' harvest. The abundance of employment gives a buying capacity many fold greater in most communities than that of half a dozen years ago, when public works were prosecuted to save many from starvation. The plethora of money is urging investment until all sorts of schemes are in full swing, which would then have been impossibilities. The volume of advertising has increased until often its effectiveness is greatly lessened, and methods are varied as far as ingenuity makes them available.

The need of making hay while the sun is shining puts a corresponding pressure on the wide awake business pusher. Many are willing to accept the good the gods send, contenting themselves with the better results of improved conditions. Such are missing the sunshine, which experience teaches is usually followed by clouds or darkness.

There is so general a recognition of the need of meeting such opportunities that advertising competition is to-day greater than ever known before. Methods are systematized and refined to the utmost, until the art has become practically a new one. The slipshod careless methods of years ago are worse than useless, but in the rush of better times they are too often tolerated.

* * *

H. E. Young gives a generous space and a good deal of wording to the setting forth of an interesting point in car-



**National
Roller
Bearing
Carpet
Sweepers.**

Roller Bearing is not

a meaningless expression used only for advertising purposes, but the fact is the dust-proof Roller Bearing is the simplest and most durable bearing used in carpet sweepers. It accomplishes a fact; does just what we claim for it; makes the.....

**National Roller Bearing
Carpet Sweepers.....**

fifty per cent easier running than any other carpet sweeper manufactured. Nothing could be more simple, will not wear out or get out of order, and costs no more than others.

**"Our Baby" Sweepers only 10c.
SEE OUR WINDOW!**

H. E. Young.

FURNITURE AND UNDERTAKING.

North Adams.

**Where the Chicken
Got the Axe!**



You'll get it from your carpenter, from your plasterer, from your painter, from everybody on the job, if you fail to take advantage of the chance we now give you to get lumber and every kind of building material, everything of the best and at the lowest cost. No. 1 Hemlock siding at \$15 a 1000 sample.

**R. J. Corlett & Son,
Hillsdale, Michigan.**

**Funeral
Directors
AND
Embalmers.**

Room corner of
Husbard and Brady sts.
in McDuffee block

**STEEL VAULTS
ALWAYS IN STOCK**

**A. W. SHERWOOD
& SON.**

Phones: Rooms 94.
Residence 115.

WORK SUPERIOR AND PRICES LOWEST.

HAVE YOU SEEN THE

**Monarch
Range?**

MADE OF MALLEABLE IRON AND STEEL.

It is equal to any range sold, and superior to many—we also have a very complete line of cook and heating stoves in coal and wood, while

OUR PRICES

make it expensive for you to trade elsewhere. Have a complete line of GENERAL HARDWARE at the same LOW PRICES

Payne & Green

Christmas Goods

in great variety at

**Thatcher's
Book Store.**

**'Pictures from 25c Up
Books for all Ages
Bibles all Sizes and Prices
Groceries from 75c Up**

Novelties in Toys and Games
Mirrors and Frames 10c Up
Burnt wood and Leather Goods
Toilet cases and sets; Ebony, etc.
Handkerchief and Glove Cases
Calendars and Booklets
Oriental Statuary and Plaques
Pocket Books and chatelaines
Ebony and Silver Novelties
Elegant Holiday Stationery.

**In short our store is
Filled to Overflowing
with Pretty Goods at
Popular Prices.**

**You Can Find what
You Want Here.**

**THATCHER'S
BOOK STORE,**

HILLSDALE, MICHIGAN.

**We are
Headquarters for
CHRISTMAS GOODS!**



Toys, dolls
Games,
Jewelry.
Books,
Silverware
and china

CELLULOID GOODS!

And other articles too
numerous to mention.

**O. W. Ferris,
HILLSDALE.**

Fresh Meats!

You will always find a
good assortment of Fresh
Meats at the new market,
such as:

**BEEF, PORK,
VEAL,**

**SAUSAGE AND
COLD MEATS.**

BALTIMORE OYSTERS
received every Monday
direct from Baltimore.

I am here to please the
public, and solicit a share
of your patronage.
Resp.

CASH paid for hides
furs, pelts, etc.
H. C. GREEN

pet sweepers. The wording is not as simple and direct as it might be, and the display is not arranged to bring out strongly the point aimed at. The printer has done well in adhering to uniform style and his use of white space is good. There is no strength in displaying a negative like "Roller Bearing is not."

R. J. Corlett & Son make the mistake of admitting a coarse suggestion in their display, carried out by a coarser cut. Throw the cut in the hell box, write a new advertisement and if the printer does his part as well as in this case the result can hardly fail to be an improvement.

A dignified and well composed undertaker's advertisement is that of A. W. Sherwood & Son. Advertising in this line is as desirable as in any other, but too much care can not be used to preserve dignity in wording and display.

Payne & Green write a good stove advertisement and their work is well seconded by the printer. The use of border, display and white space is especially strong.

A well expressed holiday announcement is that of Thatcher's Book Store. The printer would have done better to use less faces of type. He "falls down," especially in the signature. Otherwise his work is well proportioned and spaced.

O. W. Ferris is a little too general in his description to make his holiday announcement strong. "Too numerous to mention" long ago became an advertising by-word.

H. C. Green has the materials for a good advertisement, but his wording might be improved. I would cut out "Resp.," as it is worse than useless, even when it is not separated from its signature by a postscript. I would also strike out the paragraph above this word as weakening the rest. General expressions of this kind are absolutely worthless. The printer should have put in less kinds of type. With the changes suggested this would be a good advertisement.

The Oleomargarine Product.

According to figures taken from the annual report of the Commissioner of Internal Revenue, the product of oleomargarine shows a slight reduction during the fiscal year ending June 30, 1901, as compared with the preceding year. This reduction amounts to about 2,100,000 pounds—not quite 2 per cent. It is the first break in the extremely rapid growth of oleomargarine manufacture, which, beginning in 1897, has carried the annual production from less than 50,000,000 pounds to more than 100,000,000 in round numbers.

The most important variation in production during the past year appears to have been in the first district of Illinois, where a decrease of some 4,000,000 pounds is indicated. There is also a decrease in the sixth Indiana district amounting to over 1,600,000 pounds, and of nearly 500,000 pounds in the first New Jersey district.

But these decreases are partly offset by a large increase of over 1,800,000 pounds in the twenty-third Pennsylvania district, one of over 400,000 pounds in Maryland and smaller increases at other points.

Easy Way to Classify Men.

Customer—Why haven't you called upon me for that little bill I owe you?

Grocer—Oh, I make it a rule never to ask a gentleman for money.

Customer—Indeed! But suppose a man is indebted to you and doesn't pay?

Grocer—Well, after a certain length of time I conclude he is not a gentleman; then I ask him.

Like an Open Book

STATE OF MICHIGAN) ss
COUNTY OF KENT)

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

I am a resident of Grand Rapids and am employed as pressman in the office of the Tradesman Company. Since the issue of October 4, 1899, no edition of the Michigan Tradesman has fallen below SEVEN THOUSAND complete copies. I have personally superintended the printing and folding of every edition and have seen the papers mailed in the usual manner. And further deponent saith not.

John De Boer

Sworn to and subscribed before me, a Notary Public in and for said county, this thirtieth day of November, A.D., 1901.

Henry B. Fairchild

Notary Public in and for
Kent County, Mich.

Does any other trade journal of your acquaintance fortify its statements as to circulation by the affidavit of its pressman?

Are you sure you are getting the circulation you are paying for in all cases?

Is there any reason why you should not insist on circulation claims being verified, the same as you insist on verifying the count of your grocer and the measurement of your dry good dealer?

Why should your advertising be treated like a cat in a bag, instead of being measured like any other commodity?

Detailed sworn statement of any issue or series of issues cheerfully furnished any patron on application.

Around the State

Movements of Merchants.

Adrian—The Marvin Shoe Co. has removed to Hudson.

Jackson—A. J. Winches & Son have sold their grocery stock to D. Shea.

Adrian—Sartor & Dreher succeed Geo. Bowerfind in the bakery business.

Schoolcraft—Henry Dibble, of Lawton, has opened a meat market at this place.

Waldron—E. J. Wilson has purchased the implement stock of Boyd & Wheeler.

Owosso—Hartshorn & Son have purchased the implement stock of Clark & Richards.

Constantine—Knorr & Shellenberger have purchased the grocery stock of Wm. Underner.

Cement City—X. A. Jones has purchased the dry goods stock of X. A. Jones & Co.

Detroit—The capital stock of John Brenna & Co. has been increased from \$35,000 to \$200,000.

St. Johns—Elmo Frink has purchased the interest of his partner in the shoe firm of Frink & Conkleman.

Gilford—Reid & Findley succeed Wm. L. Reid in the bicycle, implement and sewing machine business.

Benton Harbor—The Twin City Telephone Co. has increased its capital stock from \$75,000 to \$150,000.

Flushing—Clarence G. Stevens continues the general mercantile business of Stevens & Niles in his own name.

Sherwood—Lecker & Mead, meat dealers, have dissolved partnership. The business will be continued by R. W. Mead.

Shadyside—M. E. Crommer has purchased the interest of his partner in the general merchandise firm of Crommer & Denney.

Petoskey—The firm of Price & Piester, meat dealers, has dissolved partnership. The business will be continued by Mr. Price.

Battle Creek—The firm of Kern & Blackett has been organized to succeed Kern Bros. in the coal, wood and carriage business.

Steiner—Kohler & Fiedler is the style of the new firm organized to succeed John Kohler in general trade and the lumber business.

Detroit—J. J. Youngblood & Co. is the style of the new firm which succeeds Youngblood & Lenzen in the paint and wall paper business.

Linden—Leal & Hyatt, general store dealers, have dissolved partnership. The business will be continued under the style of Hyatt & Wiltzie.

Olivet—B. W. Pinch has sold his grocery and bazaar stock to A. R. Henry, of Battle Creek, who will continue the business at the same location.

Port Huron—The Port Huron Co-operative Society has been organized to engage in the general merchandise business along co-operative lines.

Harrietta—J. H. Larcom, meat dealer at this place, has taken a partner in the person of Philip P. Tobin. The new firm will be known as Larcom & Tobin.

St. Johns—Francis Squair and Wm. E. Gardner have purchased the boot and shoe stock of W. H. H. Chapman. The new firm will be known as Squair & Gardner.

Traverse City—S. Adsley & Co., who have carried on a grocery business on Union street for about six years, have closed out the grocery business and have put in a line of bazaar goods.

Croswell—At the beginning of the new year, Dr. B. E. Brush will enter into partnership with A. B. Graham under the style of Graham & Brush. The new firm will conduct a general drug business.

Allen—F. A. Wagner has purchased the interest of F. A. Roethlisberger in the general merchandise firm of Bengé & Co., with whom he was formerly connected, and after Jan. 1 the firm will be known as Bengé & Wagner.

Battle Creek—The Howes & Bush Co., wholesale fruit dealers and proprietors of cold storage warehouse, and Lynn W. Macomber, dealer in coal, wood and ice, will be succeeded Jan. 1 by the Consumers Ice & Coal Co.

Holland—James A. Brouwer has decided to discontinue the wall paper business and to confine his energies to his furniture and carpet business. He has sold his wall paper stock to Bert Slagh, proprietor of the Racket store.

Croswell—P. L. Graham will shortly have associated with him as a partner in his general merchandise business W. G. Ackley, of Port Huron, who for a number of years has been visiting this place in the capacity of traveling salesman.

Port Huron—The Merchants and Manufacturers' Association is about to issue its red book, giving a list of all delinquents in Port Huron. The merchants are unanimously of the opinion that the little book has done them much good and that less people are asking credit to-day than ever before.

Portage Lake—Graham Pope is closing out his general merchandise stock and will shortly retire from active business, having already disposed of his mining interests. This is the oldest store in the copper country, if not in the Upper Peninsula, having been established in 1846 by Ransom Sheldon.

Belding—The vacant store in the Wallace block is being equipped with new shelving and counters, and when completed will be occupied by the dry goods stock of F. D. Lincoln. He has also leased the store adjoining, which he will also occupy as soon as the lease of Mr. Hochradel expires on May 1 of next year. An archway will be cut between the two stores.

Manufacturing Matters.

Kalamazoo—Edward Cumins succeeds the Michigan White Lead & Color Works.

Jackson—The Pacific Starch Co. has increased its capital stock from \$30,000 to \$500,000.

Mt. Pleasant—The Mt. Pleasant Creamery Co. has declared a 10 per cent. dividend.

Muskegon—The Muskegon Cabinet Co. has been organized with a capital stock of \$85,000.

Ironwood—The Ironwood Brewing Co. has been organized with a capital stock of \$10,000.

Coldwater—D. C. McKenzie has sold his cigar manufacturing business to Caton & Sillick.

Detroit—The Briscoe Manufacturing Co. succeeds the Detroit Galvanizing & Sheet Metal Works.

St. Johns—Richmond & Holmes succeed Richmond Bros. in the manufacture of engines and boilers.

Adrian—The shoe manufacturing house of Williams & Cox has changed its style to F. H. Williams & Co.

Detroit—A. Jacobs & Co. is succeeded by Jacobs & Co., Limited, in the manufacture of clothing and as proprietors of the Adjustable Clasp Co.

Adrian—The capital stock of the Page Woven Wire Fence Co. has been increased from \$240,000 to \$1,000,000.

Saginaw—The Saginaw Valley Beet Sugar Co. is building an addition with a capacity of 5,000 tons of beets per week.

Detroit—The style of the Detroit River Gasoline Engine Works has been changed to the Detroit River Iron Works.

Royal Oak—Many tons of sugar beets still remain in the fields in this vicinity and will be destroyed. The growers claim a scarcity of help and the inability to secure cars in season as the cause.

Adrian—Fred Moreland has leased a part of the Babcock building on South Winter street, and will engage in the manufacture of special brands of smoking tobacco under the style of the Michigan Tobacco Works.

Lake Linden—A stock company will shortly be organized at this place for the erection and equipment of a flouring mill, and it is expected that operations will begin early next fall. A mill site has been donated and water from Trap River will probably be utilized for motive power.

Detroit—The Herman Mayer Manufacturing Co. has been succeeded by the new firm of Herman Mayer & Co., with a capital of \$35,000; paid in, \$10,500. The members of the firm are Herman Mayer, J. J. Marten, W. J. Burton and T. E. Gaghan. The company will manufacture an arithmetical device, for teaching primary school children the rules of arithmetic. The machine is about three feet square and is composed of wood and metals. The method is to teach by observation. The device is placed on a table in front of the pupils, showing figures and signs, large enough to be seen by the whole room at once, if necessary. The Detroit promoters bought the patents from a local teacher, and then spent several thousand perfecting the device before it was put on the market. Herman Mayer & Co. start business with a contract to supply the schools of this city.

J. A. Ault, grocer, Lowell, Ind.: Four different trade journals find their way to my store. The Michigan Tradesman has more real reading than all of the others put together.

The Other Man Had the Hatchet.

From the Lansing Republican, Dec. 9.

One of the clerks of Hull & Griffey's grocery store served an attachment on his employers this morning and precipitated excitement in the neighborhood of the intersection of Shiawassee street and Washington avenue. The clerk, it is understood, was appointed trustee for the creditors of Hull & Griffey. He got his legal certificate early this morning and served it on Mr. Hull, who, he claims, took the paper and drove him from the store, locking him out.

The clerk tried to enlist the aid of officers of the law, but as they had no authority in the matter, without the proper papers, his effort was wasted.

"Why didn't you stay in the store?" one of the officers asked him. "You had the right."

"I know," replied the clerk, "but he had a hatchet."

The hitch in the matter is that the clerk will have to get new papers before he can take possession of the stock, his employer having retained the attachment. It is probable that the matter will be placed next time in the hands of an officer of the law.

The firm of Hull & Griffey is having trouble within itself over its accounts, and the proprietors are at loggerheads.

Mr. Griffey filed a trust mortgage, it is learned, for the benefit of all creditors. Mr. Hull, it is understood, filed a like mortgage to two preferred creditors.

Cutters Must Pay Cash For Goods.

Bay City, Dec. 9.—The butchers of the Bay Cities have an organization which has attempted, in a measure, to control prices of meat to consumers. Recently, however, several outside concerns have been advertising meats at cut rates and worked up a business which the butchers looked upon with envy. The latter could not control the trade of their advertising competitors themselves, but, it is said, they have enlisted the help of the packers, and that the Chicago packing houses having branches here have notified the trade that they will refuse to do business with the cut-rate meat dealers. This, however, is denied by the managers of the beef houses. They say they are here to sell all they can, but have exacted cash payments from those who are advertising the low prices.

November 30 Edwin Fallas shipped a car of mince-meat, preserves, apple-butter and baking powder to Duluth. This is the fifth car he has shipped West since October 12. The smallest car contains at least 30,000 pounds. Mr. Fallas is now shipping nearly half the product of his factory West in carlots, and sells his whole output himself.

WANTED BUTTER, EGGS AND POULTRY M. O. BAKER & CO., Toledo, Ohio

Cover Your Steam Pipes

Asbestos Pipe Coverings, Asbestos Paper, Asbestos Mill Board, Asbestos Cement, Asbestos Packings, Mineral Wool, Hair Felt.

GRAND RAPIDS SUPPLY COMPANY

20 Pearl Street

Grand Rapids, Mich.

Buy the Most Perfect Talking Machine Made

Buy it of us. Prices \$12 to \$25. Until Dec. 1 we offer extra inducements, besides prepaying expressage. Write for particulars.

POST MUSIC CO.,
Lansing, Mich.



"HIS MASTER'S VOICE"

Grand Rapids Gossip

The Grain Market.

Wheat has made a phenomenal advance during the week, while receipts were only fair in the Northwest, and the world's shipments were 9,712,000 bushels, of which the United States contributed 4,500,000 bushels. The visible made another large increase of 2,844,000 bushels, leaving the amount in sight 55,240,000 bushels, against 61,494,000 bushels at the corresponding time last year, a difference of 6,000,000 bushels less than last year, where a few months ago we were about 24,000,000 bushels less. Notwithstanding these facts, the market was very broad and prices are up about 7c on winter wheat and fully 5c on spring wheat futures. Everybody seems to be buying wheat and commission houses are rushed with orders, both for buying and selling. The selling is mostly to take profits. Such scrambling for wheat has not been seen since the Leiter deal. We think it is time to call a halt. Still, as the buying craze is on, prices may be forced still higher. Wheat is still the lowest on the list, lower than any of the cereals. Caution should be used, as wheat is nearly 15c per bushel up from bottom price.

Corn is also climbing, but not in proportion to wheat, and an advance of 4c can be recorded.

Oats, likewise, are up 3c per bushel, and the demand keeps up. The market seems to absorb all of the offerings at enhanced values.

Rye, not to be behind, has advanced 3c per bushel. The demand is large; although some time ago it looked as though rye would sell lower, the contrary has taken place. The whole line of cereals have shown a strong advance during the past week.

Beans are not affected by the rise in other products and we see no reason why they should advance above present going prices.

Flour is up fully 30¢@40¢ per barrel and may go still higher if the present advance in wheat is sustained.

Mill feed made another advance of 5¢ per ton and is scarce at that.

Receipts of wheat have been rather large during the week, being as follows: wheat, 81 cars; corn, 5 cars; oats, 4 cars; rye, 2 cars; flour, 1 car; beans, 2 cars; malt, 1 car; hay, 2 cars; potatoes, 16 cars.

Mills are paying 82c for wheat.

C. G. A. Voigt.

The Produce Market.

Apples—Good stock is running from \$4.50@6 per bbl. for Spys and Baldwins and \$3.75@4 for other varieties.

Bananas—Prices range from \$1.25@1.75 per bunch, according to size.

Beans—The market is about steady. Beets—\$1.25 per bbl.

Butter—Factory creamery commands 24c for fancy, 22c for choice and 20c for storage. Dairy grades are firm and in good demand, fancy commanding 17¢@19¢. Choice fetches 15¢@17¢. Packing stock goes at 12¢@13¢. Receipts of dairy grades are more liberal, on account of the shutting down of many cheese factories and creameries.

Cabbage—\$2 per crate of four dozen. Carrots—\$1.25 per bbl.

Celery—15¢ per doz.

Cranberries—Jerseys command \$8@8.50 per bbl.; Waltons, \$3@3.25 per crate for fancy.

Dates—4½¢@5¢ per lb.

Eggs—The market is strong and firm at 19¢@22¢ for strictly fresh and about 16¢@18¢ for storage. Receipts have actually increased during the past week, a considerable portion of the arrivals being pullets' eggs.

Figs—Three crown Turkey command 11c and 5 crown fetch 14c.

Game—Dealers pay \$1@1.20 for rabbits.

Grapes—\$5@6 per keg for Malagas.

Honey—White stock is in ample supply at 13¢@14¢. Amber is in active demand at 12¢@13¢, and dark is in moderate demand at 10¢@11¢.

Lemons—Verdellis range from \$4.50 for 300s to \$4.75 for 360s. Maioris command \$5 for 300s. Californias, \$3.25@3.50 for either size.

Lettuce—12½¢ per lb. for hothouse.

Maple Syrup—\$1 per gal for fancy.

Onions—The market is strong and the demand is maintained on the basis of \$1.10@1.25 per bu.

Oranges—California navels fetch \$3.50 per box. Jamaicas command \$3.50@3.75. Floridas, \$3.25@3.50.

Parsley—20¢ per doz.

Potatoes—The market is steady and strong, with no accumulation of supplies. Local dealers pay 75¢ and hold at 80¢.

Poultry—The market is strong. Chickens are scarce and strong. Dressed hens fetch 7¢@8¢, spring chickens command 8¢@9¢, turkey hens fetch 10¢@11¢, gobblers command 9¢@10¢, ducks fetch 10¢@11¢ and geese 9¢@10¢. Live pigeons are in moderate demand at 60¢@75¢ and squabs at \$1.50@2.

Sweet Potatoes—All grades have advanced, Virginias to \$2.50, Baltimores to \$2.50 and Jerseys to \$4.

Winter Squash—Hubbard fetches 2c per lb.

Hides, Pelts, Tallow and Wool.

The hide market has had a bout of higher values. The break did not come, as some dealers predicted and worked for. Their sales for future delivery caught them on the wrong side for a margin of profit. Large sales have been made and at higher prices, leaving the market in a strong position.

Pelts are in good demand at higher values, with no accumulations.

Tallow has advanced materially, with strong demand for home use. The high prices of lard have advanced tallow and greases and soapers take oils in place. The foreign markets are short of stock and await Australian stocks rather than pay the present prices.

Wools remain firm and dealers are paying a slight advance to obtain supplies. Values West are too high for a profit on the Eastern market. The outlook is good for the future, but no advance is looked for before February or March, and even then it depends upon many contingencies. The foreign markets are firmer, with fair offerings.

Wm. T. Hess.

The Commercial Credit Co. has removed from the fourth floor of the Widcomb building to the second floor of the same building, occupying the entire front portion of the floor, including the offices so long occupied by R. G. Dun & Co. The growth of this business has been little short of phenomenal, clearly demonstrating the need which exists in every community for an adjunct to the trade which shall enable the dealer to post himself on the character of his customers before according them credit.

Dewey & Stalker have opened a drug store at Coloma. The Hazeltine & Perkins Drug Co. furnished the stock.

John Burdick has opened a grocery store at Lamont. The Olney & Judson Grocer Co. furnished the stock.

L. H. Porter succeeds Calvin H. Catlin in the grocery business at 79 Plainfield avenue.

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

The Grocery Market.

Sugars—The raw sugar market is stronger, but prices show no change as yet, 96 deg. test centrifugals being still quoted at 3¼¢. Refiners appeared ready to buy good sized lots at ruling prices, but importers expecting higher prices, offerings were very light and few sales resulted. Receipts of raw sugar show no increase and stocks for the week decreased materially. In Cuba, grinding of sugar-cane has begun in a small way, and probably new crop Cuba sugar will be offered on the market soon. The refined market is very firm, in sympathy with the firmer tendency for the raw sugar market, and we are advised that unless present plans miscarry refiners will advance prices 10 points by Thursday. The demand is good, and we see no reason for lower prices. The general feeling seems to be that prices have touched bottom and indications point to a continued firm market.

Canned Goods—The canned goods situation is practically unchanged. There is still a good feeling in the tomato market and this helps to keep the other lines firm. There is always something doing in tomatoes, and while heretofore the month of December has always been a very quiet one in the canned goods line, it seems as though conditions have changed permanently, for during the past two years there has been a large business, not only through December, but January as well. Regarding the general outlook for the tomato market, will say that there were produced about 7,000,000 cases of tomatoes in 1900 and not over 250,000 cases of those tomatoes were carried into the season of 1901. The pack of 1901 will not be over 4,000,000 cases, if it is that much, making a shortage of at least 3,000,000 cases, with the consumption increasing every day. The demand during the past week has been very good and the tendency of prices is still upward. Gallons are exceedingly scarce, being almost entirely cleaned up. There is very little interest taken in corn and very few sales of any quantity have been made. Why it is difficult to say, but the fact remains that corn does not sympathize with tomatoes, as in former years. Prices are fairly steady, but the demand is very light indeed. There is considerable enquiry for the better grades of peas and the tendency of the market is toward higher prices. It seems now perfectly safe to say that the market will be entirely cleaned up before the buying for the spring trade sets in. String beans do not improve. There is absolutely no demand whatever for them. There is, however, a good demand for baked beans at previous prices. Succotash is in very active demand just at present, but is very scarce and difficult to obtain. Gallon apples are scarce and high. Stocks of these goods are practically exhausted. Peaches are dull and easy, with practically no demand. Salmon and sardines are both firmly held, but the demand is light.

Dried Fruits—The dried fruit market is in good shape, the demand being very good and prices firmly held, the market in general showing decided strength. The feature of the week was the report from the coast that the bulk of the California crop of raisins had been bought up by the Seeders' combination and the withdrawing from the market of all prices on both loose muscatel and seeded raisins. When prices are made again, it is expected that they

will show an advance of from ½¢@1¢ per pound. There was quite heavy buying at the first intimation of this purchase by the seeders, but prices were withdrawn before the orders could be confirmed. The present outlook for the raisin market is exceedingly strong. There is a very fair demand for prunes, supplies of which are fair, with the exception of 80-90s and 90-100s, which are hard to obtain, as these sizes are very scarce. On the coast the situation is steadily becoming stronger and prices are very firmly held. Peaches and apricots are going out well for the season of the year and there is a somewhat firmer feeling in peaches. Currants and figs continue strong and consumptive demand for both articles is excellent. Layer figs are in large demand and some holders are asking ½¢ advance. Supplies are becoming much reduced. Dates are in good demand and the market continues firm, and all sorts are rapidly going into consumption, influenced largely by the low prices now ruling. In fact, dates are the cheapest article on the list and this has naturally made them very popular. Evaporated apples are practically unchanged, with very few offerings.

Rice—The demand for rice is reported as fairly good, considering the usual slow movement preceding the holidays. There was no accumulation of spot supplies and, as dealers have ample assortments, there was no inclination to purchase stocks at present prices. Sales included a general assortment of nearly all grades, but as a result of the relative cheapness of domestic Japan, compared with other styles, they were in good request and fair sales resulted.

Teas—There continued a strong upward tendency to prices for all grades of green teas, for which the quotations have been raised from 1¢@2¢ per pound. The lower sorts of black teas have stiffened and it is likely that prices will advance soon. Importers were reluctant sellers and preferred to hold goods in the expectation of higher prices. Crop reports place the crop of green tea at 11,500,000 pounds, showing a shortage of 3,500,000 pounds compared with last year's crop, which was very small.

Molasses and Syrups—The molasses market is firm, with a steady demand, purchases, however, being mostly of small lots for immediate use, as owing to the high prices asked dealers do not feel like making large purchases as they anticipate an enlarged crop movement and lower prices. Spot supplies are light. Reports from New Orleans note a strong market and confirmation of damage to sugar cane in some districts which helps to maintain a firm tone to the market. The corn syrup market is firm with good demand, but no change in price.

Nuts—There is an excellent demand for all varieties of nuts for the coming holidays. Brazil nuts have again advanced ½¢, with small stocks on hand. Walnuts are in very good supply, a large shipment for this market having just been received from the coast. The market on them is very firm, however, and the demand is good. Jordan shelled almonds are scarce and slightly higher. Tarragons are also in good demand and in light supply. Filberts are unchanged, with good demand. Peanuts are selling well at previous prices.

Rolled Oats—In sympathy with the very strong grain markets, the rolled oats market is exceedingly strong and prices have advanced as follows: Barrels, 30c; competitive cases, 10c; Banner oats, 15c; Quaker oats, 15c.

SHOW CARDS.

Some General Rules Which Should Be Observed.

Discretion and judgment are required in the arrangement and shading of the letters and parts of the show card. This matter of shading is very simple indeed. It is based upon a well-known principle in physics, that any article placed in a strong sunlight will cast its own shadow. This is the theory of shading. If a letter were to be cut out from a newspaper or advertisement and should be pasted on a cardboard, it would throw a shadow, according to the angle with the sun. And this is just exactly the theory of shading. The letter is supposed to stand out from the board on which it is painted, and in order to make it do so to the eye, it must be given a black background, heavy or light, as it is supposed to be a long or short distance in front of the board.

Ordinarily you will notice that the left side of the letter is shaded. This is because the light comes from the upper right hand corner, and it is much simpler to place the shading on the left for the reason that in the majority of instances that side of the letter is straight. Straight lines take shading better than curves or slants, and the effect of making the letter stand out is more easily produced.

Another fact that should be borne in mind is to leave a small margin between the letter and the shading, i. e., a white space of an eighth or a sixteenth, and in very large letters of a quarter of an inch. This furnishes a contrast between the letter itself and between the shading and creates a stronger effect from the standpoint of the shadow.

As to the color of the shade, it should be remembered always to have it darker than the background. There should be at least a shade difference in color, and several shades difference, with the shading invariably darker and deeper in color than the board, will bring much better results.

Another point to be remembered is to make the shading under the letter heavier than that along the side.

It is a well-known fact that the shade immediately at your feet or immediately in front of an object standing in a strong light is heavier than a few feet away, and in adopting this rule you are following nature, and can not go far wrong.

The advantage of shading consists in giving prominence to one or more lines on a card. There is usually some catch line, some point to the card which should be brought out in such a way that it can not fail to be seen by the most casual passerby, and shading has the effect of giving this prominence in a most positive way.

In the matter of shading, the card and sign writer must be to some extent original, as he is in all the rest of his work. He must permit his individuality to assert itself and be prominent, and to do this it is necessary to draw offhand as much as possible and to convey the impression through the card that the writer has in his mind's eye when he starts out. As stated previously, it is only experience that counts in card writing, and the beginner who attempts shading and finds that it is not successful should not become discouraged, but should continue his efforts until he obtains more satisfactory results.

In this part of the article there is only one other point that should be emphasized. The beginner has made such progress that he ought to begin to col-

lect his library of colored pictures for poster work. Possibly he has not yet become so proficient that he can undertake elaborate posters, but he should begin to work along this line.

Mr. Card Writer, become a collector of all descriptions of colored posters. Highly colored lithographs coming as advertisements for various descriptions of food products, backs of color printed calendars, theatrical advertising matter and many other fields will afford you a source of supply.

Secure one or more large drawers in your workshop as a receptacle for these pictures, or, if it is possible, a cabinet large enough to be used for this and nothing else. As you collect these pictures from various sources, carefully cut them out from the original matter in which they appeared and trim them closely and carefully with a small pair of scissors, and be sure you do not cut into the picture itself, so that it will ravel out or curl up when it is used on your show card.

A good supply of such colored pictures should always be on hand, including a large variety of subjects that are fetching and likely to catch the eye. If you have room for the purpose these may be divided into different classifications, according to the nature of the subject, and so arranged that they are always handy.

In using colored pictures as a central idea in the show card, select the one which you think best adapted to the reading matter of the card and which is most attractive. Then map out your card in such a way as to give plenty of room for the wording and the picture, taking the latter and putting it in the place that it should appear, marking the outline with a soft pencil.

The greatest care should be used in pasting the colored picture on the board. Liquid glue of about medium consistency may be used, and the back of the picture should be thoroughly covered with this, a wide brush being used for the purpose. No glue should be permitted to lap over the sides, nor should it be so thick that it will be pushed out when the picture is pressed firmly in place. Glue on the board is very difficult to remove, and it shows on a light colored board to such an extent as to spoil the effect.

A board should be used that is in contrast with the leading colors in the picture. A dark green board will serve as a background for many of the leading colors, and is one of the best boards ordinarily for a background. The colored picture should be pressed firmly into place, and should be weighted down until it thoroughly dries in order to prevent curling at the edges.

The picture may be made to appear as a part of the sign by giving it a neat border in a color that harmonizes with its leading color, but contrasts with the background. This border may be in the nature of shading to the edges of the picture, or it may be criss-crossed lines, attached outside and inside of the picture, or it may take any form that will give the picture the appearance of having been originally part of the card.

If the sign itself contains one prominent line, and one or more lines of secondary importance, the prominent line should be brought in as close contact with the picture as possible, and may be divided with one or more words on each side of the picture, or with all the prominent words if there are only two or three, to the left of the picture, and those of secondary importance to the

right. The idea is that the picture will attract the eye before the reading matter. The prominent wording should therefore be as close to the picture as possible, so that it will be caught with one sweep of the eye.—Commercial Bulletin.

Beer is the staple product of Milwaukee, and is regarded by the majority of its citizens as having been the prime factor in promoting its growth. There is a minority, however, and a strong one, which objects to the shoving of the barley juice before the outside public on every possible occasion. The proposition to give the new bridge, which is shortly to be opened with all kinds of formal ceremonies, a good send-off by breaking a bottle of the juice on the structure is creating considerable opposition. It is contended that there are other sorts of business in the city besides the brewing interests and that the smashing of the bottle could very well be dispensed with. The minority is hardly likely to succeed, for the other side seems to have disarmed opposition in the only direction which would have had any weight—the breweries themselves—for the bottle will be made up of samples from all the establishments in the city. It may be all very well to advertise the city by the beer, but to spread the virtues of somebody's treble X bock or lager is not to be tolerated. For once, mixing the drinks seems likely to promote good feeling.

A novel form of charity has been inaugurated in Budapest—namely, the distribution of bread and milk among children up to six years of age. The distribution, which is to be continued daily, takes place, morning and evening, at a shop in a by street. The milk is first boiled in four large boilers, whence it runs into a cooling apparatus. Fifty children are allowed to enter at a time, either with their mothers or alone, while the others wait for their turn in a neighboring Warmestube, another charitable institution. These large, well-warmed rooms are found in many places in Austria-Hungary. The children are told to bring their own mugs for the milk; but there are drinking vessels for those who have none, which, after use, are cleaned and disinfected. Both the bread and milk must be consumed on the premises, and very sickly children receive a second portion. On the opening day a number of medical men, as well as men and women from the upper middle classes, assisted in the distribution.

Terra cotta figures are as popular as ever, only more so, as the humorist remarked. These goods have been brought to a state of perfection which is simply marvelous. Splendid reproductions of famous pieces of statuary and highly artistic original designs are to be had in this ware at marvelously low prices. As a means of decorating studios, cosy corners and ends these artistic figures are unsurpassed.

So Like Her.

Dusnap—I see you call your motor car after your wife.

Bertwhistle (working over engine, perspiringly)—Yes; because whenever I want to go anywhere with it it takes so long before it gets ready to start!

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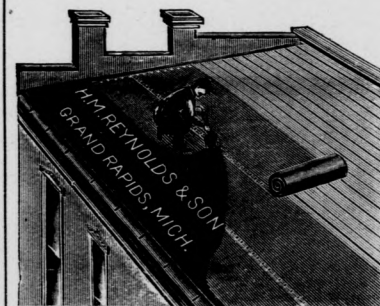
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BANKRUPTCY AMENDMENTS.

Radical Changes Needed in the Existing Law.

If, as is confidently expected, the bankruptcy law is amended during the present Congressional session, it is pretty safe to assume that the amendments proposed by the friends of the act will be such as have had the full sanction and authority not only of those who have been called upon to administer the law in an official capacity, but a large proportion of those who stand in the relation of creditors to the seekers of the benefits of its provisions.

It will be remembered by all who take an interest in the agitation for the revision of the bankruptcy law that at the last session of Congress a bill was presented by Chairman Ray, of the House Judiciary Committee, which had received the indorsement of the Executive Committee of the National Association of Referees and the approval of E. C. Brandenburg, the Government expert in bankruptcy matters. This bill was not pressed for consideration, because it became evident that any attempt in this direction at the last (short) session would be unsuccessful.

The Executive Committee of the National Association of Referees, at the request of the Committee of the Judiciary, has requested leading merchants all over the country to express their views as to the amendments necessary to be made in the act, in order that it might meet all the necessities of a National bankruptcy law. It is reported that about twenty thousand replies have been received, many of them proposing radical changes; and, as might have been expected, if all the amendments proposed should be adopted, there would be little or nothing left of the original act. In addition to this the National Association of Credit Men has sent out letters to the members of its organization, requesting suggestions as to changes; and these are to be embodied in recommendations to be forwarded to Chairman Ray.

There has always been a feeling on the part of many of the friends of the bankruptcy law that there would be danger to its existence in any very radical action in Congress in the direction of amendments. It is feared that the enemies of the law are so numerous that a few accessions to their ranks would result in a majority in favor of its repeal in the House of Representatives. It is probable that there are a good many members of both the House and the Senate who are neither very strongly in favor of, or very bitterly opposed to, the National bankruptcy act as it stands, whose votes might be influenced by the arguments pro and con in the consideration of important amendments thereto; and it follows that, the more numerous and radical the amendments proposed, the greater would be the opportunity for discussion, and, consequently, the likelihood of a change of mind on the part of those who were more or less indifferent. At the same time it is admitted in all quarters that certain changes, and these of a rather sweeping character, must be made in the law before it finds any considerable acceptance by merchant-creditors. As matters now stand, the creditors of insolvent concerns, whether these be manufacturers or wholesale or retail dealers, are more and more indisposed to invoke the aid of the bankruptcy law in liquidating their affairs when conditions of insolvency disclose themselves. To put a debtor into bankruptcy only to find that when a claim is presented it must be expunged unless all payments made on account within four months are returned to the bankrupt's trustee is a condition of affairs which affords very little satisfaction to the creditor. The consequence is that, where insolvents have been reasonably straightforward in their transactions, and are willing to surrender their assets without preference or priority for the benefit of creditors, to a suitable trustee or assignee, such assignments are favored by creditors in preference to resorting to the bankruptcy law, with all its sinister complications

and possibilities in the way of throwing out legitimate claims.

Whatever may be the outcome of the attempt to improve the law and to divest it of this and other provisions almost equally obnoxious to the creditor class, it is certain that there will be no lack of knowledge of what the merchants and credit-givers of the country desire and expect and what those who administer the law and stand in a position between the bankrupt and his creditors consider necessary for its improvement and perfection.

"Red Albumen" Proves to Be Cayenne Pepper.

The Hazeltine & Perkins Drug Co. has lately been deluged with orders for "red albumen," which purports to be a new hen food. The trade generally regards "red albumen" as a fraud, largely because of the fact that it has been put upon the market by an Ohio concern, which bears an unenviable reputation among manufacturers and dealers for exploiting mysterious and worthless nostrums.

Among these may be named "Per Algretta," a compound for preserving eggs; "Hyper-samphire," another preparation for the same purpose; "Richard Butter Rennet" and "Black Pepsin," compounds for buttermaking; "Compound Extract of Salyx," for preserving fruit, and "Zulu Vulier," a hair restorer.

Of these, "Black Pepsin" and "Hyper samphire" have attracted most attention in the past. Ten years ago a demand for "Black Pepsin" was created by liberal advertising. The use of this article was supposed to increase the amount of butter produced from a certain quantity of cream and was branded by the Department of Agriculture at Washington as a fraud.

An official analysis was made with these results: Salt, 8 per cent.; annatto, 15 per cent.; rennet and organic matter, 2 per cent. The value of the 2-oz. box, which sold at retail for \$2.50, was 3c.

An analysis of one pound of "Red Albumen" showed it to be cayenne pepper. A teaspoonful in soft food was to be distributed among twelve hens. This solution is retailing at 60c a pound.

Boston Firm Corners Minnesota's Squash Crop.

Minneapolis, Dec. 5.—E. E. Howe, owning a large market garden near this city and acting for a Boston commission firm, has cornered the squash market. Just before Thanksgiving he sent agents throughout the country and bought up eight carloads of pumpkins and squashes, which were sent East.

The home market speedily used what was left on the market and it was discovered to-day that there was not a squash to be had in the Northwest, with the possible exception of 2,400 owned by one farmer. He realizes the situation and is holding out for \$2 a dozen, which is equivalent to a retail price of 25 cents each.

However, this price and higher must be paid, as the visible supply has been shipped to Boston. The long period of drought reduced the output of pumpkins and squashes to a mere handful this season, but no one seemed to realize this fact until Boston had secured almost the entire crop.

One Owns Up.

"But how," they asked, "did you happen to permit the man to bunco you?"

"Why, to tell the truth," answered the truthful man, "I went into the game because I thought there was a chance to bunco him."

It's a wise woman that knows how to avoid lending her copper-bottomed preserving kettle to her neighbor.

NEW CROP
BEAUTIFUL COLOR

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When writing to any of our Advertisers,
please say that you saw the advertise-
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E. A. STOWE, EDITOR.

WEDNESDAY, - - DECEMBER 11, 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 December 4, 1901, 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 seventh day of December, 1901.

Henry B. Fairchild,

Notary Public in and for Kent County,
Mich.

AMERICAN KEELS FOR AMERICANS.

The President's Message has brought forth no heartier "Amen" than that pronounced, after the statement that American goods should be carried in American built ships. Like other measures strongly recommended by the paper, it gave expression to a long considered condition, and one that has been carefully looked after. The matter has been one of purely commercial enterprise. Not until recent years has there been enough in the carrying trade to warrant the expenditure of the required capital. That period when the American merchant marine existed and flourished was a time when the carrying capacity, small as it was, was hardly equal to the demand; and when American exports increased the business interests of the country, there were more profitable things to attend to. It was simply a question of dollars and cents, and it was answered by cost and convenience. The English keel was at the wharf wanting a cargo, the rates were reasonable and the American tradesman took advantage of them, was satisfied with the service and found it cheaper than to build and man and manage vessels of his own for the time being.

The time came, however, when the conditions changed. The goods from the American forge and spindle found favor in the foreign market, to the exclusion of the foreign manufacture. As the exports increased the freight bill became a matter of moment. The wary merchant was not to be deceived. He had learned to his cost the fickleness of the fad in commerce and was not again to be ensnared. The foreign goods-carrier was still good enough for him. After a while he found that the fondness for the American manufacture was no fad. The increasing exportation was based upon a real want, created by the unequalled excellence of the goods,

at a price as unexpected as the excellence itself had been. That fact settled, the rest followed as a matter of course. If there was a profit in the carrying there was no reason why it should not be looked after and, if worth it, saved. It has been looked after, it has been found to be worth saving. The rest will come in time, and that a short one. Already the movement has begun. Even while the thought has been finding expression the active, forceful Yankee wit has been "trying it on." The trial has resulted in "a fit" and the trade on its own responsibility has "gone in."

That is not the best of it: It has been "in" long enough already to have obtained unexpected results. As a matter of fact, American enterprise in just this line has been long enough at work to change the old condition, and the tide has begun its flow in our direction. John Bull is beginning to find out that it is cheaper to use the American keel than to keep up his own. The American "get there" spirit is taking possession of him and when he wants anything in a hurry his own ships are too slow. The regular English gait is well enough for the regular English business; but when an emergency comes up the swifter American keel is depended on to complete the business. The English merchant, for example, wants an early delivery of his Australian mail. The English mail service is direct, but slow. The way to Australia via the United States is longer by a thousand miles, but the longest way around is the shortest way to Australia, and the roundabout course secures the delivery of the important letter five days earlier.

This is a single instance, but in it the whole matter lies, and in it, too, is contained the undeveloped future of the coming carrier of the world. The Old World is slow and its keels are hampered by the barnacles of the past. It can not get rid of them and it foolishly believes that a little more steam in the modern boiler, lately placed in the old-time hulk, will be found enough for every requirement, barnacle-clogged although it be. That it is a mistake, the swifter thought and the swifter American method are proving. The future will only more firmly establish the already admitted fact: There are no barnacles on the hull of the American trading vessel; and there are no barnacles on the men that man and manage it! That is the conclusion of the whole matter, and the future of the American keel as a carrier will confirm it.

Penny-in-the-slot machines are seen everywhere. Some of them are gambling devices, while others dispense gum, candy and music. In Cincinnati, where a fight is being made to have their use prohibited, it is estimated that there are 8,440 machines, and that at least \$3,080,600 are placed in them every year. This is a lot of money. The owners of the machines know that if they "take care of the pennies" the dollars will take care of themselves."

The appointment of Arthur H. Weber as a member of the State Board of Pharmacy will meet the hearty approval of that portion of the drug trade who enjoy the pleasure of his acquaintance and are familiar with his superior qualifications for the position.

It was an all wise Providence that created women after every thing else had been finished; otherwise she would have wanted to boss the job.

MEDICAL BROADMINDEDNESS.

A statement has been published to the effect that Dr. George B. Fowler, late President of the New York County Medical Society, a practitioner of the allopathic or "regular" school, on the occasion of his retiring from office, delivered an address in which he declared that the code now permits consultation with any legally qualified medical practitioner and that the high standards of medical education in New York to-day are the results of this.

That enlightened physician is reported to have said further: "We have secured the co-operation of the societies of the regulars, the eclectics, and the homeopaths. We do not respect ourselves and are not respected when we disagree among ourselves. I think the day is near when there will be a general handshaking and agreement and I hope the day is coming when the whole medical profession will be one."

It is reported, in addition, that the society which Dr. Fowler was addressing applauded him warmly, and committees were appointed to confer with other medical bodies with a view of securing closer relations. This shows a great advance in scientific enlightenment, as well as in broad-minded liberality, and presents a strong contrast with what has been the traditional behavior of the medical faculty through many years, when all who did not adhere to the practice of allopathy, no matter how fully they had been educated in its methods, were regarded as quacks and charlatans.

Doubtless the relaxing of the old-time professional jealousy in this country is owing to a spirit of liberality that has already shown itself abroad. It should be remembered that Pasteur, the famous French bacteriologist, whose great work in the study of the bacilli of hydrophobia, and in the treatment of that most terrible disease, has blazed the way and created methods that have been followed and adopted in the study of many other germ diseases, never was a practicing physician according to any school, nor did he ever receive a complete medical education, but was a chemist and professor of biology. It is much to be doubted if his hydrophobia treatment would have been accepted in the United States if it had not previously received the stamp of European medical scientists.

But the simple fact is that science is as wide as the universe and embraces everything contained therein. Any fact that throws light on the causation of the diseases to which all living creatures are subject, and which assists in the discovery of efficient remedies, is to be accepted as soon as it shall be proved of value, no matter who may have first brought it to public attention. What is known as the healing art is, to a great extent, made up of the results of guesses and experiments, and one of the evidences of this is that supposed remedies are constantly being tried and in many cases abandoned. In view of the fact that empiricism makes up so large a part of medical practice, because there is so large a lack of accurate knowledge in regard to the causes of disease, and, consequently, as to what is required to cure them, the motto of the medical profession should be the scriptural injunction: "Prove all things, and hold fast to that which is good." In the process of proving a vast deal of tolerance and patience is required, and any dogmatic assumption of knowledge and expression of judgment concerning mat-

ters which have not been properly investigated or tested are entirely to be condemned.

There is no desire that physicians of different schools should unite or discard their differences. Indeed, such a consummation would bring only harm. The truth is often brought out by discussion, and the differences of opinion and methods adopted by the leaders of the various schools of medicine are highly productive of a most desirable discussion. All that can be asked in the premises is that men who have been fairly educated and who are plainly not charlatans and mountebanks, but are persons of character and discretion, shall be treated with ordinary respect, and not be denounced, cast out and hounded because they hold opinions different from those of the self-constituted "regulars" in medical practice.

Let no man's opinion in medicine be set up as absolute truth when it is only an opinion; but let the truth be earnestly sought for, and, when tested and found to be good, let it be accepted without regard to the school out of which it was evolved.

Some people are inclined to make light of the conviction of Salisbury on the ground that he protests his innocence. Such protests should have no weight with thinking people, because his word is not good and never has been. When he was accused of unprofessional practices in connection with the Jockey Brown will contest, a dozen years ago, he protested his innocence until evidence of his guilt was presented to the court, when he took refuge behind that fiendish skirk which is enough in itself to convict him of any crime of which he may be charged in any court in the land. When it was announced last fall that he was implicated in another water deal with Omaha men, he denied the charge and protested that he did not know the men who claimed to have been victimized by him, yet within twenty-four hours he met them in Chicago and attempted to forestall an indictment by returning the money he had deliberately stolen from a safety deposit box. Any one who sympathizes with Salisbury in the predicament he has precipitated by his own action is wasting his sympathy on one of the most hardened criminals this country has ever produced.

Canada has been quick to appreciate the value of navigable canals, and another waterway will probably be added to the list if the necessary legislative authority be granted by the Dominion Parliament. The projected waterway will connect Lakes Huron and Erie, and will have a depth of not less than fourteen feet. The men who are at the head of the project will approach Parliament at its next session, and from the present temper of the Canucks, there is little doubt but that the scheme will be railroaded through and without opposition. Power will also be asked for the right to build and operate harbors, wharves, docks and elevators, to construct works for the production of hydraulic or pneumatic power, to acquire and operate, by cable, electricity, or otherwise, steamers, barges and ferries, for the purpose of navigation on inland waters and the river and Gulf of St. Lawrence, to own and operate ocean-going steamers, and to develop and transmit electrical energy.

The best way to make a man acknowledge the corn is to stamp on his toe.

ONE CHRISTMAS EVE.

Pleasant Ending to an Unhappy Beginning.

Written for the Tradesman.

It was in one of those old tenement buildings on one of New York's back alleys, up in the very attic, that two small children stood very close to a very small stove that had just room enough on its top for a tiny teakettle, which the little girl had just filled and placed there, "to be ready for Mamma's tea" when she should come home. They were lovely children, with that dainty something about them that told of the careful care of a mother, not of the kind usually found in such localities. The room was small, yet neatly furnished, and everything bore an air of refinement, from the artistically draped curtains to the pretty rug that covered the center of the floor; for the little Mother had said, "I would rather my babies go hungry for bread sometimes than to have them starve for everything that makes life worth the living."

So these little ones had books, pictures and toys to amuse and instruct them, in place of playing with the other children on the street. To be sure, they would sometimes have liked better food, and there was not always enough coal to keep them quite warm, yet they never really suffered as their clothing was warm.

Percy was saying, "I wonder why our Papa does not come home. Does you fink the Pinos have eaten him, Hilda?"

"Oh, no, our Papa was such a big man. But you can't 'member him, 'cause you is only free. I is most five and can 'member Papa, Clistmas and lots of uver fings. 'Sides you didn't 'nounce that word right—it is Fill Pinos. And I don't guess they are very large either. They couldn't hurt our big Papa."

"Oh, dear!" sighed Percy, "I do wish he would come home and bling one for our Clistmas dinner."

The delicate face of the little maid grew serious as she said in a hushed voice, "Percy, I doesn't know as I should tell, but I is 'fraid there is something badder than the Fill Pinos out where our Papa went. I heard Mamma telling God about it last night. She quied so hard and asked him not to let the canteen 'stroy Papa. I didn't like to ask what it was 'cause she always looks white when I ask her 'bout Papa. Oh, how I wish he lived at home with us, and not so many peoples in this house, and our Mamma agone so much, and we locked in."

And as they looked at each other there were tears in their eyes and a look of anxiety on their baby faces sad to see in children so young.

Hilda soon brightened and exclaimed, "Oh, but we are to have a Clistmas dinner, with Mrs. Smiff and Flo to help us eat it—Mamma said so. And I am to have a doll and make its fings, so I will know how to sew and help Mamma."

"Can't I help, too?" asked Percy.

"Oh, no, you is only a boy, and boys can't sew."

"Can't boys do anything, Hilda?"

"Well, yes, you might be locked in here and keep the fire and put the kettle on to make tea for Mamma and me when we come home."

"Oh!" sighed the dear child, and looked comforted.

And the Mother—what of her?

Gwendolen Ray was the only child of wealthy parents, proud and imperious. Her home was a brown stone front on

one of the most fashionable avenues of the city. Her friends were of the Four Hundred. Her parents had high hopes for their beautiful daughter, so it was small wonder that Walter Manning was refused with scorn when he presumed to ask her for his wife. Mr. Ray bade him cease all attentions to her at once. When Gwendolen accused her father of injustice he said that it was his duty to protect his daughter against such an adventurer, who had nothing to recommend him but a handsome face and fine manners. Besides he had been told that he was quite too fond of wine.

"Oh, Papa, what a dear old Puritan you are! No one in our set except yourself considers wine drinking a dissipation; and if you were not so high up in the social scale you would be ostracized for banishing wine from our table. As for Walter, I like to watch him after he has taken a glass or two of wine. His face lights up, his eyes flash and he is so brilliant in conversation."

"Beware, my child," pleaded the gentle Mother.

Mr. Ray interrupted her with, "Do not trouble yourself, wife. Walter Manning shall never be our son."

Then Gwendolen arose and stood before her father and angrily said, "Walter Manning both can and will be my husband!"

"Very well," replied the proud father, "in that case we shall have neither son nor daughter—take your choice."

The willful girl left her home, and that evening saw her the wife of Walter Manning; but not before he had told her that he could not support her in the style in which she had been accustomed to live. They went to a distant part of the city, hired a flat and dropped as completely out of the fashionable world as if they were buried. In a few days all of her personal belongings were left at her door, without a single word from her parents. She had known that they would be indignant, but she had not expected this—to be cast off. The petted only child, who had never before been denied anything—the blow came near crushing her. Yet she was too much her father's child to supplicate, so she bravely tried to make the best of her lot, for she dearly loved her husband. And when little Hilda came she felt almost happy. It was not so with Walter. He loved gaiety and home life became tame. As the years went by he spent more and more time at his club. He did not intend to be unkind. He said that Gwenie enjoyed the children so much she did not miss him. As time passed she saw his face flush and his fine eyes flash much oftener than she wished, so when he and his boon companions enlisted in the army and they made him their captain it was with almost a feeling of relief that she saw him march away. Yet love was not dead and the lonely wife shed tears of anguish when she thought of the temptations that lay in the way of her weak, yet not unkind husband. Perhaps, in her devotion to the children, she had not been to him all that a wife should be, and the thought was a bitter drop in her cup.

He had left her in comfortable circumstances, but almost immediately after his departure a fire left her homeless. Her box of jewels and a little money were nearly all that was saved to her. Now the woman within her asserted itself and she really prayed for the first time in her life, humbly asking guidance. She knew that the right thing

for her to do was to go home; but she cried out, "Not that! Oh, not that! let me work for my little ones." But what could she do? She had been called accomplished, yet knew nothing well enough to teach it.

She sought the humblest employment, but no one would trust her with the most common sewing because of her lack of skill. Of housework she knew nothing. She bravely persevered in her effort to find work. Her money was soon gone, and her jewels followed piece by piece. At last her sweet sad face attracted the attention of the proprietress of a dressmaking establishment, who gave her employment in one of the back rooms. She tried so hard to please that she was kept on and on, in spite of her inefficiency. Her want of funds had forced her to take poor and still poorer lodgings until she had reached the little attic where we found her babies.

And this was the day before Christmas. Thoughts of the happy Christmases of the past crowded upon her. Oh, how she longed for home—the home she had not seen for six long years! She had not heard from Walter since he left. Had he forsaken her? Her parents had been much in her thoughts of late. She felt that they still loved and grieved for her. Should she go to them? It was such a little way. And did she not owe to her children this sacrifice of her pride? Yes, she would arise and go to her father—and that very night, too—and would humbly beg pardon. She hastened home with a lighter heart than she had had for years, and caught her babies in her arms saying, "Mamma's treasures shall eat with Grandpapa and Grandmamma to-night!" "Who are they?" asked both children in one breath. "You shall see," laughed the excited Mother as she hurried them into their wraps. Taking Percy in her arms and Hilda by the hand, she hastened to the nearest station, thankful that she had money enough to take her home. "Home!" she repeated. "How sweet the name." But how slow the car.

At last she stood before the door. She stepped before a window and looked in. She stood as one spellbound. She saw her parents, and a gentleman whose face she could not see, in the attitude of devotion. A feeling of great humility swept over her—"No, I am unworthy to enter here!" She went around to the servants' hall and asked to see Mr. Ray. He came in, followed by the others, and before she could speak three pairs of arms were about her, and the cry, "My wife, my children!" almost paralyzed her.

Explanations followed: Mr. Ray had kept a secret watch over his child. He supposed her happy, did not know of Walter's going away. After the fire he learned that no lives were lost, so concluded they had gone to some other part of the city. In fact, he had felt quite easy about her, after learning that her husband had steady employment, until Walter wildly rushed in one day asking for wife and children.

Army life had wrought a great change in Walter. Providence threw him in contact with an earnest Christian gentleman whose exemplary life was a constant rebuke to him. He wrote to his wife, but his letters did not reach her. When his time of enlistment was up he hastened to find her if possible. Every effort was vain. He appealed to her father. As they worked together day after day, they had learned to love each other as father and son. Now that the

lost was found, their joy was complete. But it was like wonderland to the children, who were put to rest as soon as their excitement would permit. Then what an evening they had. Each had much to confess, much to regret; yet all agreed that the sad past had taught them more than one useful lesson.

It was a happy family that gathered round that Christmas board. This time it was set in the good old primitive way—not served in courses but just loaded down with good things. The children stood speechless, with clasped hands. When Percy was lifted into his chair and his eyes fell upon the great turkey which graced the center of the table he turned his wondering eyes to Hilda, saying, "Is that the canteen? Did Papa kill it?" "Bless the child! what is he saying?" exclaimed Grandma, and all laughed; but Papa's and Mamma's eyes were moist as they glanced at each other. Presently Hilda exclaimed, "Oh, Mamma! what will Mrs. Smiff do for her dinner?" "Sure enough!" said Mamma; "in my great happiness I had quite forgotten that I had invited guests to dine with me." Then she explained that Mrs. Smith's room adjoined hers, that she kept the key when she was away, looking in at the children occasionally, that she and her young daughter did shop work, just managing to live, and that she had resolved to have a little treat and give them a better dinner than they otherwise would have. "And, Walter, my little room was really comfortably furnished and the rent paid for the coming quarter, and Mrs. Smith and Flo have been denying themselves the necessities of life to save money enough to pay for their next quarter. Now, if I might put them in my room, just as it is, how happy it would make them, and the money laid by would make them comfortable for the winter." "You shall do it, darling, and I will pay the rent for a year besides, as a thank offering for her kindness to my loved ones." Mr. Ray turned to his wife, saying, "Mary, let us carry out the spirit of the day in acts of good will to men. If you say so I will order the sleigh and we will all have a ride. I am glad that we have adhered to the old Puritan way of having our Christmas dinner at high noon—it will enable them to have a fashionable one. And I now will agree to furnish a turkey to each family in that old tenement house, also a sack of flour, and Mother here will see that each gets a basket of groceries and other good things." Hilda stood holding her Father's hand and looking up wistfully into his face. He asked, "What is it, pet?" "The children, Papa." "Oh, I see—you wish to have a part in this. Well, you and Percy shall take a sack of candy and a fine toy to each child. Will that do?" A hug and a kiss were her answer.

I can not picture to you the joy of that happy family as they started out on their mission of love. It was the children's first sleighride and they were wild with delight. But I do wish that you could have seen the Smiths when told that they were to have that comfortable, and to them elegantly furnished, room for one and one-fourth year without payment! When the delivery wagons came up with their bountiful gifts for all, the donors had to beat a hasty retreat to keep from being overwhelmed with expressions of gratitude. As they drove home Mr. Ray said that he had never before known the luxury of giving (although he had been called a liberal man); and they all agreed that in the future they would dispense their own gifts, putting love and good will into the act. Loo.

Clothing

Fads and Fashions Which Prevail in New York.

One sees in the neighborhood of the exchanges the latest expressions of metropolitan preferences in business dress. Among the younger members of the boards extremes sartorial are frequently encountered, but, as a rule, the general impression an observer of the fashions receives is that the less noticeable a man's attire is the more he conforms to high grade Wall Street taste. Now and then, however, a chappie will trot out something radically new and set a pace for his fellows. Thus a fad or fashion gets a footing for men in general about town to follow.

I have seen nothing striking about the exchanges or downtown dining clubs lately of special value to the trade.

Long overcoats are the rule. Suits are mainly on the sack order. The very dressy fellows who have not lost their figures are increasing the popularity of whole suitings in the cutaway class.

Looking over a group on the floors of either of the exchanges mentioned, I noticed that standing collars in the various poke and tab styles are numerous, with a proportionate showing of big scarfs and larger designs in scarfpins. In the matter of designs and color schemes in "cravatings" there is no apparent choice. Grays in the various tones, large effects in combinations of black and white are frequently seen. Then, too, are rich things in deep tones of brown set off with self cords.

As to shirts, there is no discounting the fact that, among the elements under review, the business shirt par excellence is the fancy in the printed or woven

fabrics. In these goods I have seen some recent examples from an English source, ordered by the customer of the best furnisher in the banking district. They are finely woven percales in two sets of patterns, one a series of hair-line blue stripes on a white ground, so closely set that the effect of a silk gros-grain weave is presented. When on, the bosom will look like solid light blue, but the white peeping through, and relieving the apparent solidity of the blue shade, gives a result that is, to say the least, unconventional. The other patterns are on the scattered figure order. These cloths are being made up, the blue in solid bosom, the figures in inch pleats.

They will have attached bent-point collars, pretty well spaced at the top, so that the wearer may not be jabbed in the jaws.

I notice a very distinct revival in pearl and crystal pins for securing the large folds of the superb English squares which have struck the fancy of the town so pleasantly. It is some years since they went out, and they are here again in new conceits, so new, indeed, that their predecessors are scarcely recalled. The crystals are semi-globes framed with golden circles enclosing figures of enameled heads of birds and dogs and other things suggestive of the field and fen. The pearls are exquisitely finished with tiny diamond treatments. I saw one of them at a Thanksgiving dinner in the pearly satin ascot of a young guest. It was very neat and there was just enough of jewelry about the combination to be pleasing without obtrusiveness. And by the way, this ascot was a new thing in satin, which is for the nonce, quite the caper for formal afternoon wear. It is

not of that vulgar, pronounced luster, which the man of taste will turn down, but of a rather delicate sheen. I noticed, at the affair in question, these satins in solid tints of pearl, and pure white.

Apropos of afternoon functions, I have recently seen some glaze French kid gloves in a most tender shade of gray. They are fastened by a clasp with a pearl button top, so that the buttoned effect is presented with the convenience of the clasp. I mention this glove as a possible compromise between the ordinary tan or gray and evening glove for teas and matinee receptions and other formal "doin's" in the afternoon. I understand that these kids have obtained a fashionable following in the beige and canary shades, but of this I have seen no trustworthy evidence.

To jump from the delicate to the rough in handwear, I may mention that the recent cold snap in New York has had the effect of bringing to the front a lot of creature comforts. I noticed that the stylish men among the great crowds which the big theaters pour out were well content to draw on their cosy Scotch knit gloves, and the variety of grayish shades these presented was in contrast to the few white ringwoods and red or white leathers worn.

Get into the swirl of a theater crowd, pushing for cabs, cars and restaurants, on a crisp, clear night in late November, if you want to see the latest things in headwear, handwear and outer garments. It is a mighty dress parade, under the great fanfare of facades aflame with priceless electric lighting. And it winds, most of it, into the dining halls and drinking halls, and the various resorts where the dressy men and women of the gay metropolis sit

and eat and chat and stare and expect stares in return. Thus divested of outer wraps, the groups of diners convey much to the snapper-up of trifles and serious things about dress.

To get back to daylight again, scarfs of squares and squares for scarfs are piling up in the dressy chaps' collections. Some which have recently come my observing way are wonders of the weaver's art. One white scheme is in a taffeta ground, set off with an irregular heavy corded stripe of satin, broken up at even intervals by tiny black satin figures. Another is a white matelasse, with a broken satin cord. To write of all the new scarfs would be impossible. Those I mention are selected as being especially handsome.

To what extent the fashion of low-cut shoes will survive the rigors of the frost remains to be seen. A young man whom I saw recently crossing his feet in the reading room of a club showed that rather interesting effect in half-hose in which an apparently solid black changes to a color. This two-tone knit is common in silk, but is not sold in cashmere. The underlying colors may be blue, green, white, etc.

Low cut shoes call up spats or gaiters. I see them occasionally about town in the tan and drab shades.

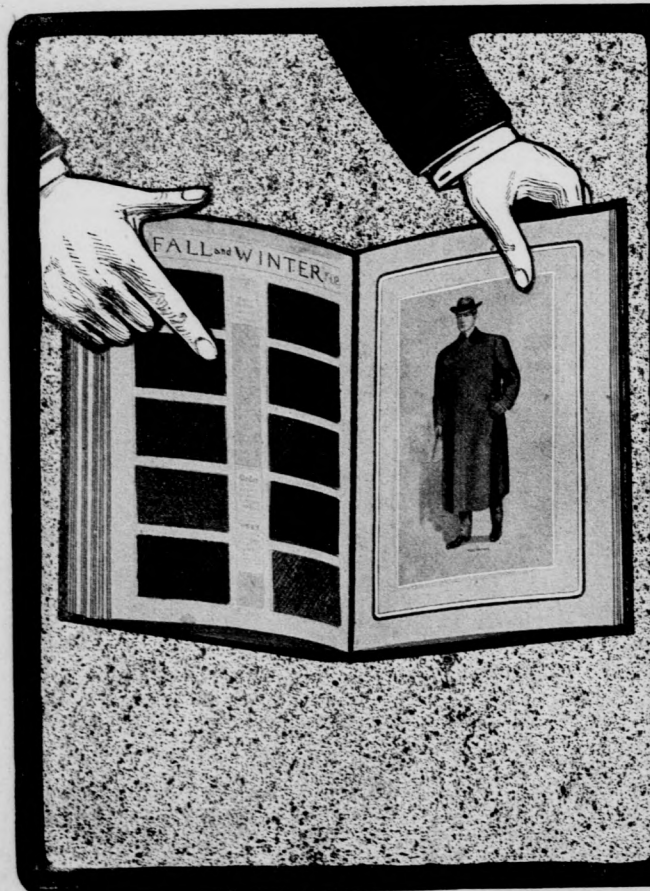
The best thing that I have seen in a great-coat came down the speedway the other afternoon. I know its owner. This garment was of heavy Scotch

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cheviot, the plaid just large enough to be handsome. The collar was fairly deep and closed with a broad throat-latch. The pockets were deep and straight. The wrists were latched. The horn buttons were dyed to tone in with the cloth. Another overcoat, a daisy, but in the medium length class, had for its fabric a combination of vicuna and worsted and looked like a blind cheviot. But a glorious garment, fit only for a millionaire, was a fifty-inch unification of the softest cheviot in a faint grayish tone, lined with the purest satin. It was made plain straight and ample, with vertical pockets. It was so easy that one got out of it perfect warmth without the sense of weight, and when off it could be rolled into a ball like a piece of lamb's wool. Such a coat is elegant, but very perishable. It is, as I have said, a rich man's proposition.—Vincent Varley in Apparel Gazette.

Hat Buying Now a Study of Wants.

The advancement made by the leading hatters within the past three years on independent lines has made hat buying a more difficult and serious matter. Formerly it was a mere matter of quantity to supply the trade; the style was set by one or two leading blocks and little or no brain energy or study entered into the buying of a season's stock.

The evolution in hat buying began several years ago when hatters, here and there, began ordering numbers and lines to be made with a changed detail to give the hat a characteristic tone and make it an exclusive affair. Success was the result.

Nowadays hat stocks are more nearly like shoe stocks in that they have a variety of styles to select from, all of which fall within the limits of the prevailing fashion. A shoe man may advertise and show thirty or forty styles of shoes each one of which will preserve Fashion's dictates, yet differ some in its detail.

It is so with hats in a lesser degree. The hatter now pays less attention to what one or two leading blocks are going to be, but studies the wants of his individual trade and plans his purchase accordingly.

He is now safe in placing his orders early on account of the marked advancement made by the hat manufacturer within the last three years. Greater energy and study are brought to bear by men who follow the tendencies of fashions as closely as the designers of clothing. The result is that the greatest possible accuracy in forecasting styles is assured and the retailer, with his greater independence, can make out his order early. Thus he avoids the annoyances and loss of trade occasioned by late deliveries.

"We formerly waited," said a Madison street hatter, "until the several standard blocks were issued before placing our entire season's purchase. Early in the season we used to buy a few staples, about 30 to 40 per cent. of our purchase. Then began a waiting game, in which we grew more and more anxious and impatient each day. At last, at the very opening of the season, we learned what was to be 'the thing.' Then came the scramble to get our orders for the remainder of our purchase into the factory. Trouble didn't end there. Deliveries of a little bunch of hats now and then, when we should have had all our stock on the shelves, only served to aggravate us. Yes, there is a big difference now. I myself know

about what I want for a coming season and I make my selections from the samples of reputable manufacturers with confidence and have my stocks in at the opening of a season. I sell hats under my own name and incorporate into my purchase just such individual details as I know my steady trade wants. As a consequence my stock has more or less character of its own, I am doing proportionately more business and with less worry and annoyance."

By these statements we do not mean to speak disparagingly of the retail hatter's intellect in former seasons. He is to-day doing business on a broader basis and depends more and more upon his own judgment and the characteristic wants of his individual trade.

It is a matter of surprise to note how many leading hatters are to-day selling their own brands of hats. They would not do this, could not safely do it, if they were as dependent as they were in past seasons on a few blocks which never came out until just as the season opened.

Wanted—Men.

Napoleon said, "I have two hundred millions in my coffers, but I would give them all for Marshal Ney." Napoleon wanted a man when he said that. The great cry, since the world began is, "Give us a man." The scarcest thing in the world is a man—a man who can accomplish something, a man of force, a man with concentrated energy, a man who has a definite purpose and knows how to fling his life out to it with all the weight of his being. Such a man is needed in every calling. This century calls loudly for men of broad and liberal culture. This is a very practical age; theories and theorists are not in demand. The cry is ever for a man who can produce results, a man possessing tact, practical ability, and executive force. The world wants men who are well balanced, and who are not cursed with some inherent defect or moral weakness which cripples their usefulness and neutralizes all their power. While specialists are in demand, there is little hope for men who are one-sided in their development, and who have sent all the energies of their being into one narrow twig, so that all the other branches of their lives have withered and died. Men who do not take half views of things—men of completeness, and of large comprehensive ability—are needed everywhere. The world wants men of common sense—those who will not let a college education spoil them for a practical everyday life. It wants men who are educated all over, whose hands are deft, whose eyes are alert and microscopic, and whose brains are keen and well developed.—Success.

In Line With Instructions.

A commercial traveler well-known in the cycle trade on both sides of the Atlantic adds this to the collection of jokes on newly-made-happy fathers:

The hero is the manufacturer of the wheel which the narrator sells. Being compelled to go away on a business trip about the time an interesting domestic event was expected, he left orders for the nurse to wire him results according to the following formula:

If a boy: "Gentleman's safety arrived."

If a girl: "Lady's safety arrived."

The father's state of mind may be imagined when, a few days later, he received a telegram containing the one word "Tandem."

M. Wile & Co.

Famous Makers of Clothing
Buffalo, N. Y.

Samples on Request Prepaid

William Connor Wholesale Ready Made Clothing

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

It has proven a great convenience to the trade generally, as well as to myself, my having opened up a permanent ready made clothing establishment, located as above, and I respectfully announce that my entire line of spring samples is now on view in one of the largest and best lighted rooms for display in Michigan. I have every style, size and pattern in Men's, Youths', Boys' and Children's Clothing, from the very lowest to the highest prices, with the best of finish that is made. In addition, I have added samples of every kind of summer wear, direct from the factory of Messrs. Miller & Co., Baltimore, Md., including Alpaca Coats, Mohair Coats and Vests, Ministers' Coats, Drap De Ete Coats, Duck Suits, White and Fancy Vests, Serge Suits, Pongee Coats and Vests, Crash and Flannel Suits, etc., etc. I have more samples for the merchants to select from than any wholesale house in Rochester, New York, Chicago or elsewhere. Call and judge for yourself. Customers' expenses allowed. Office hours daily 7:30 a. m. to 6 p. m., except Saturday, then 7:30 a. m. to 1 p. m. A great line of Pants for all ages. Twenty-two years in the business.

WILLIAM CONNOR.

The Peerless M'f'g Co.,

Detroit, Mich.

Manufacturers of the well known brand of

Peerless Pants, Shirts, Overalls and Lumbermen's Wear

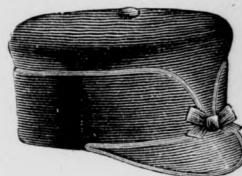
Also dealers in men's furnishings. Mail orders FROM DEALERS will receive prompt attention.

Grand Rapids Office, 28 South Ionia Street

In charge of Otto Weber, whose office hours are from 9 a. m. to 6 p. m.

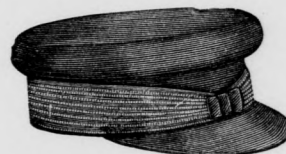


No. 6001.
Plush Windsor.
\$4.50 to 12.00
per dozen.



No. 6018.
\$2.25 to 12.00
in Beavers and Kerseys
all colors.

Satisfaction
Guaranteed



No. 6244.
Yacht
\$2.25 to 9.00 per dozen.

Fresh
Goods



We have some extra
good values in
Gloves and Mittens
at
\$2.25, 4.50 and 9.00
per dozen.

G. H. Gates & Co.,
143 Jefferson Ave.,
Detroit

Shoes and Rubbers

Suggestions on How to Handle the Christmas Trade.

The success of the retailer during the holiday season depends almost wholly upon the manner in which the trade is handled. You will find that there are certain hours in the day when the trade runs strong, and for that reason it would be well to arrange to keep as many clerks on the floor during the rush hours of the day as possible. Where the business is local, those hours are generally from 10:30 a. m. to 12 m., from 2:30 to 5:00 p. m. and from 7:30 p. m. to 9:30 p. m. Where the customers have to make a journey in order to do their shopping, as they do in large cities where most of the business is done by the department stores, you will find that the rush hours are from 10:30 a. m. to 1 p. m., from 2:30 p. m. to 5:30 p. m. and from 7:30 p. m. to 9 o'clock in the evening.

In order to get the best work from your clerks it would be well to allow late mornings every other day to each clerk in the shoe store or department, and shorten the lunch hour by at least a half hour. In doing this you are not robbing the clerk in any way, and you are simply offering him an inducement to work a little harder during the rush season. When you find a clerk on the floor who is busily engaged with a customer and his lunch hour is at hand, it would be advisable to have some other clerk change hours with him, so as not to delay any one from returning in time to catch the rush.

Many of the large department stores in the East furnish suppers to their clerks, so as to keep them in the building. If they find there is an extra strong rush in the department, they immediately send to the lunchroom and request one or more clerks who have gone out to come down and assist. While this costs a little money, it is more than paid for by the assistance received from the clerks who do not take the allotted time to have their noonday or evening meal.

During the last five days it would perhaps be wise to hire extra help, or "contingents," as they are called. Now do not permit these green hands to handle your boot trade. Start them selling leggings, rubbers, rubber boots, slippers and warm goods, but do not allow them to run from one part of the store to the other.

In the first place, no matter how bright the assistants may be they do not know the stock, and it will, therefore, be necessary for one of the old clerks to stop and show them where they can find whatever they are searching for. Again, you will rarely find these "extras" any too bright; therefore, they are liable to lose many sales, while your regular clerks are selling articles which could be disposed of as well by the inexperienced.

Retail merchants and buyers should forget their own importance during this holiday season. They should get out on the floor and give the clerks a hand during the rush hours. If you feel as though you do not care to sell shoes, superintend the salesmen and direct the customers to where they can be waited on most readily. By standing in the front of the store or department and enquiring of each customer as he comes in what is wanted, you can not only turn a boot customer over to the regular salesman on the floor, but also assist the extras in their work, by tell-

ing them where they can find certain articles which might be enquired for from time to time. You will also be able to keep an eye on the "contingents," and see that they do not allow customers to go out without being waited on. It would be well to ask each customer as he is leaving the store if he has secured just what he wanted. You will be able to pay the expenses of your extra help by this means, for, unless there is a close watch kept upon these clerks, they are bound to let many people depart without procuring the goods they had desired.—Shoe Retailer.

Word to Shoe Clerks.

Do not forget that the Christmas holidays are at hand, and your employer needs your best assistance from now until the rush is over.

Do not forget that you are paid to be in the store at a certain hour each morning.

Do not make it five or ten minutes later, as every moment of your time is valuable from now until Christmas.

Turn the face of the clock to the wall and forget you are working on a salary.

Do not forget that there will be lots of dull days during February and March, for which your employer will pay you full salary.

Reciprocate by doing your work faithfully during this rush season.

Help each other and thus help yourself.

You can not work alone on the floor and be in any way successful.

Your future in the shoe business depends upon your own individual efforts.

You can show yourself to advantage during this rush season.

Medical records contain many references to the "human ostrich," but the latest case, hailing from the New Jersey State Insane Hospital, should be printed in upper-case letters. The post mortem examination evolved the fact that the patient's stomach contained three teaspoons, six dessert spoon handles, three tin cup handles, two trouser buckles, three suspender buckles, two pieces of tin, one brass back of a comb, twenty-six pieces of glass, twenty-eight stones, a piece of slate and twenty-seven pieces of wire—in all, 102 articles. The doctors ascribe the patient's death to gastritis; to the ordinary layman it looks rather like an abortive attempt to convert his "innards" into a junk store. But the scientific fraternity never seems to be happy unless it is wallowing in crack-jaw terms when good, plain Anglo-Saxon would fill the bill to a nicety.

St. Ignace Enterprise: Congratulations from The Enterprise, especially, were due the Michigan Tradesman last week upon its nineteenth anniversary number, issued Nov. 6. When this paper was contemplating the adoption of magazine form, our Grand Rapids contemporary furnished us an admirable pattern. The mammoth number of eighty pages took us too long to read in time last week; the numerous original articles upon interesting subjects from competent authorities were all most engrossing. Every enterprising retail dealer in Michigan appears upon the Tradesman's subscription list, and those who do not should get there at once, and learn to be up-to-date like the rest.

Half a Century

of shoe making has perfected in the knowledge of the merchants' requirements.

C. M. Henderson & Co.

"Western Shoe Builders"

Cor. Market and Quincy Sts., Chicago

The Stamp of Approval

When good old reliable merchants buy our own make shoes year in and year out, buy them over and over again and keep right on buying them, that shows the Stamp of Approval.

Herold-Bertsch Shoe Co.

Makers of Shoes,
Grand Rapids, Mich.

If you have to do any sizing up before the Holidays just send a mail order to

Bradley & Metcalf Co.,

Milwaukee, Wis.

Manufacturers and Jobbers of Shoes and Rubbers

We sell Goodyear Glove Rubbers

Double Wear Rubbers

Lycoming Brand

Extra Heel and
Toe on
Boy's, Youth's
Misses'
and Child's



Extra Heel
on
Men's
and
Women's

For durability they have no equal. Write for them to

Geo. H. Reeder & Co.

28-30 S. Ionia Street

Grand Rapids, Michigan

Many and varied are the uses of rubbers. Occupation and environment determine the kind a person wears. And when you consider Bostons in comparison with other makes what impresses you most, aside from their dependable appearance, is their adaptability to the varied conditions of outdoor walking in all sorts of weather.

Our assortment of them is complete and we make prompt shipments

Rindge, Kalmbach, Logie & Co.,

Grand Rapids, Michigan

How to Conduct a Shoe Department.

This is a question of very grave importance to the investor of a department store or retail shoe establishment, and depends largely on the surrounding community and the class of trade desired.

Speaking generally, I think it wise to select the best man you can get as manager and buyer. In my opinion the man best suited for the position is one brought up in the business from boyhood. Having served in all branches he has gone through the ups and downs with his employer and, if he has the business at heart, has profited from his experience.

If his employer has been successful he can pattern after him; if a failure he has seen and learned the objectionable features causing the loss or failure and knows how to avoid getting into the same old ruts.

Allow your manager to select his assistants, and be sure he employs no one with a sour disposition, as that will hamper if not drive away the trade, while affable and genteel salespeople build it up. Having a good manager and assistants the manager should be sent out into the market to select goods suitable for the class of trade you desire to reach. He should labor in the store himself so as to be in touch with what is selling and better know what to buy. If you desire to reach the best class of trade have him purchase the best lines obtainable and have them made up to your own idea (if you are a thorough shoe man you ought to have at least a little originality about you), so as to have something different from your competitor. The store having the most originality in designs will capture this class of trade. Do not be content to sell this class of goods on a 25 per cent. margin, or you will rue the day you entered the shoe business. Styles are changing so fast that there are too many losses on stock that is not cleaned up before the end of the season, and must be sold at a loss. On the staple lines, retailing from \$2.50 to \$3.50, I think 35 per cent. a fair margin of profit, and by carefully watching the stock so as not to be overloaded on small sizes and narrow widths, you will be able to make a little money.

Don't touch job lots or erect any bargain tables in a high grade department. The way I should use to dispose of dead stock would be to have special sales on each line that was a sticker, making it appear that I was overloaded on these particular styles and had cut the price in order to unload. As soon as my sales were over I should take the balance, case them and ship to some auction house. Just as soon as you erect bargain tables in a bon ton establishment you give it the appearance of a Cheap John store and spoil the aristocratic effect.

Now, if you are desirous of reaching the low and medium priced class of trade, put in a line of goods retailing from \$1.25 up to \$3.50 in ladies' goods and a very few \$5 goods in men's wear.

For my \$1.25 shoe, I would pay \$1.
For my \$1.50 shoe, \$1.10 to \$1.15.
For my \$2 shoe, \$1.40 to \$1.50.
For my \$2.50 shoe, \$1.60 to \$1.75.
For my \$3 shoe, \$2 to \$2.25.
For my \$3.50 shoe, \$2.50.

My retail experience has covered a period of eighteen years, managing a retail store for ten years, and while yet a young man (28 years) I have learned that it is impossible to do business on

any closer margins than above stated, and come out on top.

Now, if you are handling any good amount of low priced goods, buy up job lots and samples using them as baits. If you are using the same lines you buy samples of, put them into stock and not among the baits, as the public will see the baits and if you ask one price for the sample and another for the same thing out of stock, you will not only lose the sale on this pair of shoes, but the customer will tell his or her friends about it and keep them away thereby.

Be sure and always keep your staple lines sized up, so that when a customer calls for a certain size, you will not be forced to say: "I am sorry, but we are just out of your size on this particular shoe. We have something here fully as good or even better." Such things will give your place the appearance of not doing much business or being behind the times.

A customer disappointed will go away telling you they will be back again, but they are saying to themselves, "Well, old Dull hasn't anything; I won't go there any more for my shoes. I will just go over to Bright's where you can always get just what you want."

Have your stock well sized and above all kept clean. Never allow any of your salespeople to misrepresent anything. It is better to lose a sale than to sell a woman anything for something else. She will not only advertise the fact that you misrepresented things, but will tear your entire business to pieces. It counts no matter how rich or poor the customer may be, they can all influence some trade at one time or another, and you will be the loser.

Above all be honest in your dealings. Don't allow anything to get into your advertisements that is not the truth. It may appear to you that you are reaping good big returns from an advertisement that stirred them up, but you will find that the stir is not as durable as the steady trade of the honest advertiser.

It is hard to get trade away from an establishment that has built up its reputation upon honesty and fair dealings. I would not allow any one to misrepresent a thing, because my personal observation has taught me that where I built up a substantial business by honesty in selling and advertising, my competitors who did not see far enough ahead, misled the people for a short time only and then found themselves with bankruptcy staring them in the face and finally were submerged into the financial abyss of failure.

I would have my stock of men's, boys' and youths' goods on one side of store, ladies', misses' and children's on the other side, with a space in the rear for rubbers, findings, etc., with two rows of cartons to each shelf.

If I have plenty of floor space I would have the shelving erected just high enough to reach the top shelf handily from the floor, so as to have everything in sight and ready to handle without the aid of ladders. You will find that undesirable stock will not accumulate near as fast on shelves of this kind as those that require a ladder to reach top shelves.

My experience shows that clerks, as a rule are not going to climb up and down a ladder to haul out something unsalable when he can reach the new thing from the floor, especially on a busy day, which I think the easiest day of all to work off something undesirable.

Have plenty of seating capacity and don't have it too extravagant if you are

after the low and medium priced trade. By this I do not mean that you are to have rusty or foggy fixtures, but something bright and snappy to conform with the surroundings.

Have a repairing department, as the trade like to have shoes repaired where they buy them, feeling that you are looking after their wants all around, and also because the percentage of profit is a good one.

Avoid single pair orders as much as possible, because nine times out of ten the customers do not know what they want, and you may have another pair of shoes on hand to sell at a loss. If they take them they are not just satisfied, mostly because the shoes throw a wrinkle when they bend the foot or something of that kind. The main points to observe in order to make the department pay are: Have a good manager and buyer. Have good help, requiring them all to be honest in their transactions. Keep stock clean and up to date.

If you will observe this and not try to do business for fun, you will find a neat profit on the credit side at the end of a year's business, and you will also have an established trade that will be hard to get away from you, because the public is like the well posted shoe buyer: He has no use for any concern that does not do as it agrees to do and he keeps on buying his lines from the house that treats him with honesty and fair dealing.—J. F. Hammrich in Boot and Shoe Recorder.

Stomach Rather Than Head.

Mme. Sarah Grand claims that the way to approach man and subdue him is by the dinner route. Well, this is certainly a better plan than lecturing at him every night.

The Celebrated "lone" Shoe for Men



Velour and Vici Kid Stock. Re tails at \$2.50.

The Western Shoe Co., Toledo, Ohio
Distributors

COLD WEATHER SHOES



We carry 36 different kinds of Women's, Misses' and Children's Warm Shoes and Slippers.

Women's Button or Lace, Warm Lined, Kid Foxed, Felt Top Shoe, Opera Toe, Machine Sewed.....\$1.00

Same as above in Turned, Common Sense.....\$1.00

Women's Felt, Fur Trimmed, Juliet 80 cents

Write us what you want and we will send samples or salesman.

HIRTH, KRAUSE & CO., Grand Rapids, Mich.
Specialty House.

Holiday Gifts in Musical Goods



Pianos, Pianolas, Organs, Sheet Music and Music Books, Guitars, Mandolins, Banjos, Violins, Music Boxes, Gramophones, Graphophones, Accordeons, etc.

A fine line of Statuaries at moderate prices.

Julius A. J. Friedrich,

30 and 32 Canal St.,

Grand Rapids, Mich.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—There has been a moderate business in progress in bleached cottons with the jobbing trade, with some improvement noted in the orders of the manufacturers, and prices show no change. Wide sheetings are firm all along the line, and a quiet business is progressing. All coarse colored cottons remain practically as last reported. The supply of most lines is very limited, some not to be found at all as is the case with denims. Prices remain firm, and the general condition of these goods is first class. On the whole, the staple end of the cotton goods market may be said to be in a very good position, and at present writing the weak spots which have been a menace for several weeks have been practically obliterated.

Prints and Ginghams—Spot business in practically all departments of prints and gingham has shown rather quiet conditions, but this has been brought up to a fair condition by an increase of business through the mails. Enough has been received through this medium to make business in printed fabrics good, even if we can not call it actually brisk. Many of these orders include a good proportion of both fancies and staples. The fancies are selling on a basis of 5c for full standard fancies, as we reported last week. Staples are selling at their recently reduced prices, and those lines that were not reduced are also finding good business. This makes a peculiar situation, but it must be noted that these goods are now well sold ahead, for the orders placed during the past few weeks have been far ahead of the production. Percales show no change of importance since our last report. Printed flannelettes and fine printed fabrics are steady, as last noted. Gingham has ruled quiet, but with the market for these goods as well-conditioned as it is, business might stop entirely for a little while without having any serious effect. Domets are reported dull but steady in some houses, but others say that a fair business has been in progress.

Linings—Linings as a whole have been quiet during the past week, but before the first of the year it is expected that such goods as are used by the clothing trade will be in great demand. The clothiers have for the most part started on their trips, and the others will start the first of the coming week. With the receipt of the first orders there will be a call for linings which will be continuous for some months, and if the new season for the clothiers turns out to be as good in proportion as the last, they will want immense quantities of linings.

Dress Goods—The dress goods market is still in the midst of quiet conditions the demand for heavyweights having fallen off so far as regular lines of dress goods are concerned, consequent to the extent to which the season has progressed. The demand for spring goods is of a modest character, the sales of the jobber apparently not having assumed sufficient proportions to lead them to place supplementary orders of consequence. The fancy goods manufacturer does not like his present position, nor does he feel at all confident regarding the future. There is nothing to indicate any immediate improvement in the direction of fancy goods. Even the

manufacturer of the regular lines of plain dress goods is troubled to some extent. Not that he fears that plain goods have played out their popularity, but he views with little satisfaction the invasion of the men's wear mills into the women's wear field. The extensive demand for such fabrics as are suited to the separate skirt requirements have opened up possibilities for the men's wear mills which they have been quick to take advantage of. The demand for women's wear fabrics runs to extremes, the medium-weight fabrics of the regular dress goods class suffering in consequence. The popularity of the thin fabrics of extremely light weight, such as veilings, albatross, silk warps, etc., has been accompanied by large sales of the very weighty fabrics—heavy cloth effects. There is evidence of some accumulation of plain dress goods in certain quarters, which if continued might affect the market unfavorably. Leading lines of wool and worsted dress goods are firmly held.

Underwear—The market is in a good healthy condition, for the present season's business is good with the retailers and jobbers and stocks will be well reduced before the end, so that they will feel when the salesmen appear next time that they can place good orders. The prices for all cotton underwear and that which contains considerable cotton, will very likely be reduced, on account of the lower level of prices for cotton yarns.

Hosiery—The hosiery end of the knit goods industry is in a most excellent condition. Stocks of all kinds for the present season have been reduced to comfortable proportions, so there is really nothing in the way of good orders being placed for the new season, and it seems very likely that such will be the case. Stocks of present season's goods are small indeed in the jobbers' and agents' hands for the most part, but here and there are to be found some lines that have been overlooked. An examination usually shows, however, that they have not been quite in accord, for one reason or another, with what buyers considered good sellers. For this reason, prices have been unsteady, but the generally strong, steady position of the general market has not been in any way affected. There has been an excellent trade in wool hosiery for the best, although prices have been a little unsteady. Women's and children's fleeced hosiery has also been good for the Western States, and is steady at market prices. Cotton hosiery for spring has been ordered with considerable freedom, and the demand still continues. Prices are a fraction below last year's quotations, to meet the lower basis for cotton yarns. The present week has seen some falling off in the demand for spot goods, although the demand is still fair.

Carpets—Philadelphia ingrain weavers have experienced a considerable amount of trouble by reason of the decline in three-quarter goods as made by the big Eastern mills, and it is likely that until jobbers see the situation in its true light, buying will be somewhat affected. With a decline in three-quarter goods, jobbers feel that a decline equivalent to that in three-quarter goods should be made in prices for ingrain, but ingrain manufacturers do not look at the situation in the same light as the jobbers. Ingrain weavers feel that this season should bring them a fair return for their money, as they experienced a very poor and unprofitable business

during the past fall and spring seasons and they believe now that business should be done on a basis that will give them a fair profit. It is very likely, however, that jobbers and wholesalers will make every effort to bring prices down, and that where orders can be taken for cheap tapestries in place of ingrain, they will, no doubt, be gladly received. The public, however, will sooner or later learn that a good ingrain is a far much better article for wearing qualities than a cheap tapestry and will place their orders for the carpet that is cheaper to them in the end.

Rugs—There has been little change in the rug manufacturing trade for some months. There is an exceptionally good demand for both Smyrnas and wiltons and the prospects are good for a continued large business.

ART POTTERY

In connection with our Cut Glass Department we are showing an artistic line of Colored Glassware and Pottery, including the unique and beautiful Louwelsa ware Christmas buyers should not overlook this department when in our store.

Herkner's

57 Monroe St.,
Grand Rapids

CHRISTMAS SHOPPING



Useful Xmas Gifts

Lace curtains, chenille curtains, Moquette rugs, table covers, suspenders, purses, neckwear, fasciators, tam o'shanter and toques.

Also a nice line of perfumes to retail at 5c, 10c, 15c, 25c and 50c.

P. STEKETEE & SONS, Wholesale Dry Goods Grand Rapids, Mich.

PERHAPS



Your line of handkerchiefs is not as large as it should be for Christmas business. Our assortment is unusually good. Prices range from 25 cents to \$4.50 per dozen.

Voigt, Herpolsheimer & Co.,
Wholesale Dry Goods,
Grand Rapids, Mich.

WORLD'S BEST

S.C.W.

5c. CIGAR. ALL JOBBERS and
G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICHIGAN.

Window Dressing

Easily Arranged Display Appropriate For Holiday Week.

Thanksgiving Day, the gateway, as it were, to the Christmas holidays is past, and the retailer is in the thick of the arduous but profitable business of the weeks immediately preceding Christmas. He will, of course, before this have completed all his plans for window and interior displays, by means of which he may secure a fair share of the holiday patronage. His store is filled with beautiful and worthy merchandise, and the hard work of the busiest month of the year will be only a pleasure if he can succeed in converting that merchandise into increased capital to be expended in the new year for the furtherance of the ambitious schemes of merchandising ever present in the thoughts of earnest and up-to-date merchants.

Although the Christmas displays are, or should be, long since planned, and are, in many cases, on view, an easily arranged display might be found useful as a change during the last week of the Christmas holidays. If the merchant should desire to introduce a flavor of novelty and life into a chimney display of this nature he might do so in this way:

Arrange a false back to the window so that there is room between the false and real backs for the movements of a living Santa Claus. In the center of this false back is the open hearth through which Santa makes his entrance to the window. The interior of the chimney is furnished with ledges, so that he can conveniently climb up and down, and a hole is cut in the back of the chimney, allowing him to retire to the space between the false and real backs of the window.

The real back of the window, if not high enough, should be screened so as to conceal his movements from observation by persons in the store. Much of the charm of these displays is lost if people are permitted to be "behind the scenes," as it were.

The window is arranged as a boy's bedroom, and in a large double bed are three boys, supposed to be asleep. There will be no difficulty in finding a number of boys only too willing to play these exciting parts with the prospect of a pair of skates, or some other boyish treasure, as a reward. The bed must be placed parallel with the window glass, so that the boys may be easily observed.

Hang a pair of boy's trousers, by the back strap, at the head of the bed. The legs of the trousers should be roughly tied at the ankles with coarse string, buttoned and so arranged as to look like an invitingly open sack. Fix to this pair of trousers a large white card bearing the inscription, roughly but plainly lettered, "Hi, Santa-put mine in here." At the foot of the bed is hung a large and not too immaculate stocking showing a hole or two, and on which is pinned a card saying, "Say, Mr. Claus, this is Jimmie's." At one side of the mantelpiece is hung a boy's sweater tied at the neck and hanging neck downward. On this sweater is a card on which is printed in a scraggy type, "Santa, Merry Christmas—I need a gun."

The boys' boots and clothing are strewn about the room in the usual careless boyish manner, and a well thumbed and dirty copy of one of the blood-

thirsty detective stories, in which boys delight, is laid in front of the window near the bed. Santa, bearing an old-fashioned lantern, enters this bedroom from the chimney and cautiously puts suitable gifts in the trousers, etc. He should, of course, affect surprise at the novelty and size of the receptacles, and do all the little things likely to amuse observers. He must, too, so arrange matters that there is room left in each receptacle for the articles deposited on each visit. Santa can manage this by slyly taking things out when pretending to put something in. Again, one of the boys might make a pretense of awakening, when Santa, alarmed, can hastily retreat, thus making excuse for a fresh visit.

Many ways of sustaining interest in this display will suggest themselves to the merchant and his Santa Claus.

This display should be given at night, when Santa is popularly supposed to make his visits, and when the streets are thronged with sightseers.

The window with the chimney-piece background, can during the day be used to display holiday merchandise, and when it becomes dark the blind can be drawn for a few minutes and the bed, Santa, the boys, and other properties for the display hustled into position.

The light in the window must be dim, being just bright enough to allow sightseers to easily observe the proceedings.

Advertise the display by placing in the window during the day a card on which is printed, "To-night, 7 p. m. Santa at work. Come and see him."—Apparel Gazette.

How to Care For a Wet Coat.

"Let a coat get soaking wet," said a tailor, "and it will dry more or less wrinkled or out of shape, unless proper care is taken in hanging it up. This calls for a little bit of labor, but, if a man has a limited number of coats, he couldn't spend the extra time required to better advantage."

"The thing to do is to dry the coat in the form in which it is worn. It would be very easy to do this if one had a wire form of just the right size over which he could simply button the wet coat when he took it off, but a man may not want a wire skeleton around or he may not have room to keep it. So what he does is simply this:

"He puts the wet coat on an ordinary hanger which he suspends where there will be room all around so that the coat will hang clear of everything. Then he buttons the coat up and gets it into proper shape and hang, and then he stuffs it out into form with newspapers."

The newspaper is opened out and pages or double pages are crumpled up loosely into great open spongy masses, and with these the buttoned-up coat is gently stuffed out into the form in which it

would be on your own body. Then you give it, if necessary, a final smoothing to get it true and right everywhere and then you leave it to dry.

"When it is dry you will find the coat in its proper original shape, free from drawings or wrinklins and looking all right and you are sure not to regret the little extra labor bestowed in keeping it so."

Saving His Feelings.

Edith—Forgive me, Bertha, but your husband plays the flute atrociously.

Bertha—I know, dear, but what can I do? He used to serenade me with that flute. If I tell him now that he is no player he will think my love is growing cold.

Peril of Prosperity.

There are indications throughout the country that the holiday trade of this year will surpass all records. Papa is supposed to be so prosperous that he will have no disposition to wince at the Christmas bills.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.
99 Griswold St. Detroit, Mich.

MICA AXLE GREASE

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

ILLUMINATING AND LUBRICATING OILS

PERFECTION OIL IS THE STANDARD THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

Bigger Box. Same Price.



Enameline
THE MODERN STOVE POLISH
IMPROVED QUALITY

Dealers:—September 1st we commenced the sale of our new packages of **ENAMELINE**, No. 4 and No. 6; each about 50 PER CENT. LARGER THAN FORMERLY and with NO CHANGE IN PRICE. The quality has been improved so the goods will keep much better than ever.

We have appropriated \$200,000 FOR ADVERTISING the coming year. You should get in line for a BOOM on **ENAMELINE**. If you don't like it, send it back, as we guarantee it in every respect.

J. L. PRESCOTT & CO., NEW YORK.



Liquid== Best Yet! Fire Proof!

ENAMELINE LIQUID is THE modern stove polish—a great improvement. In tin cans with screw tops—cannot break, slop or spoil; ready to use quick, easy, brilliant, FIRE PROOF; keeps perfectly for years. Large cans, 5c and 10c. THE BEST YET and a WINNER.

Clerks' Corner.

Somehow or Other He Didn't Get Around to It.
Written for the Tradesman.

The first thing that Millicent Winters heard after she had kissed them all around and taken her things off was the name of Charley Jerrold. "He is such a handsome young man," exclaimed mother Winters, "and such a saving, far-seeing young fellow," interrupted father Winters; "and such a good boy" put in mater familias, determined not to be interrupted; "and the smartest, keenest, handiest youngster that ever clerked for me, and a chap that is bound to make his way in the world," aggressively declared pater familias, as if for once in his life he was going to have his say although the heavens fell.

In the meantime Miss Millicent proceeded to take in the surroundings. "Looks just as it did a year ago. Mother, are you sure you moved the chairs and things when you swept or did you just wig-wag the broom under them and call it square? A dime to nothing there'll be a little round new place in the carpet when I move this chair. See that! Just as I told you. The furniture hasn't been moved once or, if it has been, you chalked the place and put it exactly back. Come on. Let's stir things up and have a new deal and start in over again. Here goes;" and suiting the action to the word, the sofa took a "two-step" into the middle of the sitting room, and with all the maliciousness of a human being bumped into the sedate and dignified center table with so much downright violence that the prismatic pendants of its stately oil lamp protestingly flashed back their indignation. The big, old haircloth sofa cut off one corner of the big "spare room," the mahogany center table was pushed up between the two front windows, the big rocker took its place over in the corner by one of the windows and then the young woman settled down on it with one foot under her and gave long rocks of satisfaction over the immense changes the last few minutes had wrought.

"It does brighten things up tremendously," admitted the staid mother, "but I don't know just how Charley will like it. You see, he's got into the notion of coming over here when he wants to and—well, he kind o' likes things fixed so that he knows where to find 'em and land alive! we don't care. You'll like Charley, Milly. He's an awful nice young man. He—"

"Bring it right in here. It's easier for you, and it's easier for me to unpack;" and the man with the trunk, following the orders of the lively maiden placed the trunk where the table had stood and landed a considerable amount of dirt on the parlor carpet.

"My! My! But that will never do. I don't know what Charley wouldn't say. He's awful particular. I don't know but he'd have a fit." To prevent that catastrophe the good woman went for the dust-pan and carefully removed all traces of the drayman's negligence.

"Well, now do tell us about yourself. Did you leave one stone upon another or is college and campus a pile of ruins? Hungry, ain't you?"

The mother and daughter were standing by the trunk and for an answer the young arms flashed around the maternal neck and the young lips imprinted something less than a baker's dozen of affection-pledges upon the happy maternal mouth. Then without bothering

about the campus or such commonplace matters as eating, open yawned the trunk, and the wind on wash day never showed more tremendous results than that old-fashioned parlor showed in less than five minutes. There were white things and vari-colored things innumerable, and they were everywhere, so that when a not unpleasant, manly voice with a hearty "Well! Well!" announced the arrival of storekeeper Winter a blizzard got possession of the atmosphere and out of the snowiest, fleeciest white cloud rushed the spirit of the storm and threw itself upon the head and face of old Winter so that he was fairly buried.

When the flurry was over Mrs. Winter's "Land alive!" was heard. "What in this world has got into ye? Ye act more like fury than you do like a girl from Vassar. Poke yer hair out yer eyes and let me introduce Mr. Jerrold to ye. This is Milly that I'm always talking about to ye, Charley. Ye wouldn't think so, but she's quite a sensible young woman when she's in her right mind. Coming home sort of upsets her!"

Mr. Jerrold was equal to the requirements of the occasion and bowed the conventional bow and murmured the conventional "M delighted to know you, Miss Wizzwizz," and was ready to have the Vassar girl that he had been dreaming about for the last six months bluster around and straighten out things. On the contrary she kept on towards the bottom of her trunk—if it had one—never hesitating to throw out the queerest things, without apology and to his astonishment without seeming to care whether he was there or not. Not until Mrs. Winter implored them to come and have "suthin' t' eat" was there any stay in the wild confusion, and not until she was seated opposite him at the table did the young woman give much attention to the young man "who ought to have known better than to force himself in where he wasn't wanted."

She found him agreeable to look at with all the presumption she had expected and, "sounding him," in spite of his heralded virtues she saw the "sounding brass and the tinkling 'symbol'" personified! Then the fun came. How she leaned forward and listened to the young man's condensed wisdom, "a heavenly smile" brightening her face, the fairest he had ever hoped to look upon.

He was right: a young woman ought to darn stockings and do plain sewing as well as translate Latin and Greek. What was a question of psychology to that far more important one of making bread? And conic sections were nothing when compared with the ability of getting out a family wash on Monday morning before breakfast—absolutely nothing. She was glad he could appreciate good darning—she would let him see what she could do. He should come over to a meal sometime and he should see that the bread his mother used to make would be a back number, and if he would only try her as a wash woman he never would want another—a statement that made him look at her with "goo goo" eyes that were well worth looking at.

After the desirable qualities of the housekeeper were taken good care of those of householder were brought forward and discussed. This part was not so funny; for the young woman was determined that it should "go hard but she'd better the instruction," and she did. She "didn't do a thing" to him.

Waterproof Horse and Wagon Covers

OILED CLOTHING

Paints

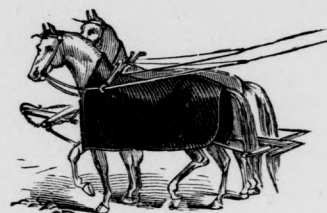
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We Guarantee



All work made by us to be of good material and workmanship. We employ skilled labor. We put forth every effort to make our goods all that a fastidious buyer can expect—all he could ask for. Our designs are right up to the minute. In the 22 years we've been in this business we learned a lot, and one thing is that it don't pay to sell unreliable goods at any price. They cause trouble and expense, all the profit is wasted trying to make dissatisfied buyers satisfied, and then without success. Therefore we do not, nor will not, put out trouble makers. If you buy or sell our sleighs you'll be satisfied. Give us a chance to prove it. Send for catalogue and net prices.

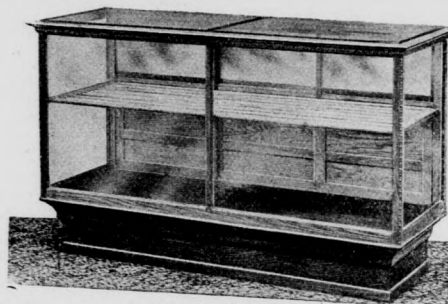
KALAMAZOO WAGON CO.

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Ransom Street

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elegant
design
in
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Cigar
Case



Shipped
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Takes
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No. 64 Cigar Case. Also made with Metal Legs.

Our New Catalogue shows ten other styles of Cigar Cases at prices to suit any pocketbook.

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

The Imperial Lighting System

Patents Pending



Economical, brilliant, durable, reliable and simple to operate. A light equal to an electric arc at a very low cost. The Imperial Lighting System is far superior to the Electric Arc, being softer, whiter and absolutely steady. From a tank the gasoline is conveyed through an entire building through a flexible copper tube that can be put through crevices, around corners and concealed the same as electric wires, and as many lights as may be desired can be supplied from the same tank. The Imperial System burns common stove gasoline, gives a 1,200 candle power light, and one gallon of gasoline burns 16 hours. All lamps are fully guaranteed, and are trimmed complete with full instructions as to installing and operating the system.

We also manufacture a complete line of Air and Gravity Pressure Lamps. Write for illustrated catalogue.



THE IMPERIAL GAS LAMP CO., Sole Manufacturers

132-134 E. Lake St., Chicago, Ill., U. S. A.

She "carved him like a dish fit for the gods," and when she laid down the knife he began to wonder if he hadn't gone too far and expected too much.

That was when the meal was over; and when she got him into the parlor with her best "togs" on and went at him from the Vassar entertainment point of view, the conceited donkey began to be aware, for the first time in his life, of the enormous size of his ears. She got through with him very early in the evening, and when the front gate clicked behind him, they both said "There!" but with a difference to Charley. He "didn't want to go there any more," he didn't want any bread; he didn't want his shirt washed, and he began on the spot to do his own darn- ing! She asked him to come again and he promised her he would, but some- how or other he never got around to it.

Richard Malcolm Strong.

Increase Your Earning Capacity While You Are Young.

I see a good many store boys, grocery clerks, and book-keepers in the course of a week. Speaking from actual ob- servation, I have not seen one in a month who seemed to be living in an ambition to get beyond where he was. Oh, what regret these boys will feel in ten or twenty years!

When you get as old as your uncle and remember the scores of hours which might have been used to advance you in business, but which were used as loafing times, or cheap reading times, you will get pretty blue, take my word for it.

Every once in a while I get into a certain store which employs several clerks and a boy. I have observed the boy a good deal. He is a good type of those who are going to get blue in a few years.

This fellow devours blood and thun- der literature like a hungry man devours food. Every minute of leisure he gets he uses to squat down and open up his tattered and bethumbed little novel, pouring over it in rapt attention.

I stood looking at this boy one day last week. It was a dull hour in the store and he sat on a half-peck measure be- hind a barrel in a corner, his eyes glued to the page of one of the cheap and fiery stories. His weazened little face was aglow with an interest that it never bore when he was working, and every limb and feature told how tensely the cheap and thrilling fake held him.

Suddenly came the voice of the gro- cer from across the store.

"Jimmy, go down cellar and bring up about five buckets of granulated sugar for the bin," he called.

Jimmy's poor little face changed as one awakens from a delightful dream to find himself falling out of bed. I sup- pose the mean old grocer had inter- rupted him just as Dare Devil Dicky was in the act of killing sixty-eight In- dians single-handed with no other weapon than a bent pin.

He listlessly slouched off to the cel- lar, after carefully tucking away the be- loved novel in his hip pocket.

If that boy has any brains, he is go- ing to have some bad quarters of an hour when he gets older and realizes how much he could have learned about the business while he was reading trash.

I know a book-keeper for a brokerage concern. Possibly he gets \$9 a week. He is a young fellow, unmarried, and lives at home, so that the \$9 a week al- lows him to dress well, go occasionally to the theater; in short, to give a mild imitation of a man about town.

This fellow is another good type. So far as I can discover he is absolutely content with his job. He knows noth- ing about the business outside of its book-keeping, for I have asked him questions that even an observing office boy should have known, but he could not answer them.

I'll wager that this man can never hope to get at the very outside over \$11 a week as book-keeper, because book- keepers at less than \$11 are as thick as grains of sea sand. He could make more on the street as a salesman, for there is a good field there, but he does not feel like exerting himself to that extent.

How fervently will he wish that he had some day! His \$9 a week is all right to-day—he is only a boy, with no thought of marrying and establishing a home; but wait a year or two. His friends will begin to marry around him. He will want to marry himself, but he cannot afford to, for he will only be get- ting about \$10 a week. Then will this foolish book-keeper, as do hundreds of others in the same leaky boat, begin to take stock of themselves. They will all emerge from the stock-taking with the uncomfortable realization that they have wasted their youth; that the time easiest to use for giving themselves a solid knowledge of the business they threw carelessly away.

This may seem like prosy moralizing now, boys; but you can gamble that it won't when you are thirty-five or forty years old. The time will come when your expenses will begin to climb up; when Tommy will seem to need a new suit every few minutes, and the heater will seem to burn coal like an ocean liner. Then is the time when you will

wish you had put yourself in a position where you could earn more.

It's hard to increase your earning ca- pacity when you have become settled— unless you are in the counterfeiting business. The time to do it is when you are young, when you have the time and the mental receptivity.

You'll think of this in a few years, boys.—Stroller in Grocery World.

Recovering Alcohol.

In recovering alcohol from weak per- colates of liquorice preparations and others of a similar nature, much an- noyance is caused by their tendency to froth and foam, making the operation necessarily a very slow and tedious one.

This tendency to foam may be over- come by the introduction of a very small quantity of paraffin. On melting it forms a thin oily layer over the sur- face of the liquid, and the still may then be operated much more rapidly. The paraffin is easily removed from the contents of the still after cooling.

Michigan Fire and Marine Insurance Co.

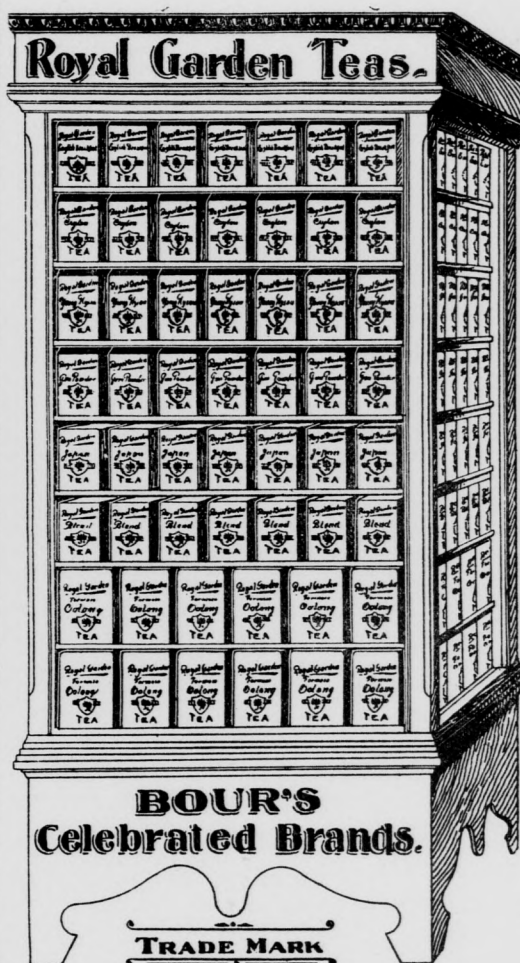
Organized 1881.
Detroit, Michigan.

Cash Capital, \$400,000. Net Surplus, \$200,000.
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Bour's Cabinet of Royal Garden Teas

In pounds, halves and quarters.

JAPAN
B. F. JAPAN
YOUNG HYSON
GUNPOWDER
ENG. BREAKFAST
CEYLON
OOLONG
BLEND

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

The best business propo- sition ever offered the grocer. Absolutely the choicest teas grown.

Write for particulars.

The J. M. BOUR CO.,
Toledo, Ohio.

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TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT
UNCLE DANIEL.
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SWEET SPRAY.

SMOKING
HAND PRESSED. Flake Cut.
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PLUG
CREME DE MENTHE.
STRONG HOLD.
FLAT IRON.
SO-LO.

The above brands are manufactured from the finest selected Leaf Tobacco that money can buy. See quotations in price current.

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Dec. 7.—The jobbers are simply worked to death. Every order is a "rush" one and from morning until night—if not from night until morning—there is a rattle and bang, a piling of packages, boxes and barrels, going to almost every station in the country. And all this for Christmas. The grocer is making hay these days, and if he has had a poor year so far he is making it up now, and the end will surely show a favorable balance.

In the retail trade every man is humping. The grocery departments of the big stores are thronged and money seems to be no object. There never has been a holiday equal to this in volume of trade. Let us hope there will be no different story to tell another year!

Coffee is rather more quiet than last week. Advices from Europe show something of a decline and Brazil has been offering stock at low figures. There was some slight advance from that country later, but, upon the whole, the situation is not especially in sellers' favor. Receipts at Rio and Santos appear to be quite full and range along about 60,000 bags daily. The receipts at these two points from July 1 to Dec. 4 aggregate 9,684,000 bags against 6,400,000 bags during the same time last year. In store and afloat the aggregate amounts to 2,369,061, against 1,300,738 bags at the same time last year. Business in mild sorts is quiet and quotations are without change. Good Cucuta is worth 9c and is steady. East India sorts sell at full quotations and the demand this week has been rather better than the average.

Refined sugar is dull, or at least the amount of business is only an average amount and that, naturally, is not great at this time of year. Petitions to Congress for free raw sugars are being circulated. Possibly every little helps. At any rate the question of "free raws" grows in interest daily.

During the last few weeks the tea market has begun to realize and show the effects of short supplies, of which we have been forewarned for some time by the statistical position. There is no doubt that before the new crop comes in there will be much higher prices ruling for teas of all kinds. There may be some decrease in activity during the holiday season, but it will not last. The agitation for the repeal of the tea tax is something of a disturbing element, for whether Congress repeals the law or not buyers are not now loading themselves up to be caught with duty-paid teas after the tax is repealed.

The rice market is steady and full rates are being obtained. Prime to choice 5@5½c.

Pimento is stronger and, in fact, the whole spice line is looking up. Sales are not large in any one case, but they are numerous. It is not likely there will be a better time to buy somewhat ahead of current wants for some time.

The supply of molasses is quickly taken and the market is well sold up. One interesting thing is the amount of molasses the retailers are selling in small, nicely-gotten-up packages of tin and glass. It is so tempting that one cannot pass it and the little package must make a gallon sell for at least \$1, thus showing a good profit. Syrups are firm and exporters, as well as local dealers, are doing a good business. Prices for prime to fancy, 20@30c.

The last few days have shown greatly increased interest in canned tomatoes and it looks now as if fancy brands would continue to go up indefinitely. Corn is hardly keeping up with the pro-

cession and the same may be said of salmon but other goods are all moving freely and at prices which must certainly be satisfactory to the seller.

Dried fruits have been in good demand and almost every article on the list has been selling freely at quotations and concessions are seldom made, if at all. Fancy fruits in ornamental packages have been in great request and, while this sort of trade is short-lived, it pays well while it lasts. Some quite large transactions have been reported from the raisin trade, a deal embracing fifteen or twenty cars being said to have changed hands, including 2 and 3-crown loose, at a price about 3½c and 4½c, respectively. Currants are steady. Sales, however, are mostly of small lots. Domestic dried have been in fair request and the better grades of evaporated apples in cartons are hard to find at any price. An average grade of evaporated will sell for 9½c and better for 10@11c. Sun-dried 4½@6½c, the latter for fancy sliced.

Oranges from California and Florida are arriving with freedom and, while desirable fruit fetches full rates, there is said to be a good share that will not come up to requirements. California is said to be sending some that is too green and Floridas are deficient in this and other respects. California navels are worth from \$3@4, and Floridas, brights, \$2.25@2.75. Lemons are quiet. Californias range from \$3 all the way up to \$4.50 per box. Sicily, \$2.50@3.25.

While the demand continues good for best Western, the butter supply seems to be large enough to meet all immediate requirements and it is not thought there will be further advance. Quotations are as last noted, 25½c for top grades and 20@24c, for seconds to firsts; Western imitation creamery, 14@18c and possibly 18½c for fancy stock; factory, 14@15c.

With improved demand and lighter arrivals there has been an advance of about ½c and best New York full cream small size are worth 10¾@11c. Large size, ½c less.

Eggs have advanced to a point that checks demand and arrivals coming now are not disposed of quite so readily; yet the market seems to be closely cleaned up and fresh gathered Western are worth 28c; fresh gathered, 26c; regular sorts, 22@25c.

Marrow beans are meeting with ready sale and quotations have touched \$2.35 for choice. Other grades are firmly held at former quotations—medium, choice, \$2@2.05; choice pea, \$2; choice red kidney, \$2.10.

This is a tough world for women at best. They must either marry or become old maids.

W. C. TOWNSEND,

Wholesale

Fruit and Produce Commission Merchant, Eggs, Poultry, Veal, Etc.

References: Columbia National Bank, Dun's and Bradstreet's Commercial Agencies.

84-86 W. Market St., Buffalo, N. Y.
Elk Street Market.

Geo. H. Reifsnider & Co.

Commission Merchants

and Wholesale Dealers in

Fancy Creamery Butter, Eggs, Cheese

321 Greenwich Street, New York

References: Irving National Bank of New York and Michigan Tradesman.

I NEED YOUR

Small shipments of FRESH EGGS for my retail trade.

L. O. SNEDECOR, 36 Harrison St., N. Y.
EGG RECEIVER

Reference—New York National Exchange Bank, New York.

Christmas Poultry Prospects

Thanksgiving trade demonstrated to us very clearly that it is very safe to claim beyond any reasonable doubt that four kinds of poultry will continue at very satisfactory prices, viz., fancy turkeys, ducks, chickens and geese. At Thanksgiving time all such did well, so far as we know. The most unusual small per cent. of fancy plainly indicates the strong probability of continued inadequate supplies for Christmas and therefore small proportionate receipts for Christmas. We venture the prediction, confidently, that dressed scalded turkeys will sell 12@13c, quite possibly 14c; chickens, 10@11c, possibly 12c; ducks, 12@13c, perhaps 14c; geese, 9@10c, possibly 11c. It is most thankfully true that Thanksgiving usually cleans up and exhausts the bulk of poor poultry, which has evidently been the case this season, so that the receipts from now on should consequently be greatly improved, as well as higher in price, thus adding to the better prospects.

Ducks have been very scarce and sell on arrival, mostly at 11c live and 12@13c dressed, and this price should keep up or improve. Geese, too, have done well, best live selling at 9@10c—and 10c mostly dressed. Anyone desiring to ship us and not knowing us financially, please wire Third National Bank, Buffalo, or Berlin Heights Bank, Berlin Heights, Ohio, at our expense, thus: "Do you consider Batterson & Co. safe to consign poultry?" Send us your bill. A few shipments will also settle it. No house suits all and never will, but if we do not, we do not know a house that will. Be with us at Christmas. We want shippers for months, as well as at Christmas. We honor conservative drafts. We sell as quickly as best. We account as soon as cleaned up. We weigh in every lot and know where it goes. We receive by numbers and do not get lots mixed. We have a big store in which to properly display stock. We do not pile various lots together. We sell every package on its merits. We do not lump off poor and good together, thus making the good sell the poor and the good suffer thereby.

Wire us at our expense if there is business in it. Have live here by Dec. 14 or 16; dressed, by Dec. 19 or 20. With right weather and quantity of stock you can just about bank on Buffalo for Christmas poultry. It will not harm you to read this communication twice.

BATTERSON & CO.,

POULTRY COMMISSION MERCHANTS THIRTY-THREE YEARS,

92 Michigan Street, BUFFALO, N. Y.

When you are in the market for

Oranges, Lemons, Cranberries, Almeria Grapes,
Figs, Dates, Nuts, Etc.

Write or wire

E. E. HEWITT

No. 9 North Ionia St.

GRAND RAPIDS.

Geo. N. Huff & Co.

WANTED

10,000 Dozen Squabs, or Young Pigeons just before leaving nest to fly. Also Poultry, Butter, Eggs and Old Pigeons. Highest market guaranteed on all shipments. Write for references and quotations.

55 Cadillac Square, Detroit, Michigan

WE WANT MORE GOOD POULTRY SHIPPERS

We buy live stock every day in the week. WRITE US.

F. J. SCHAFFER & CO., DETROIT, MICH.

Write for reference or ask Michigan Tradesman.

Eastern Market.

Butter and Eggs

Observations by a Gotham Egg Man.

There is certainly room for improvement in the existing methods of marketing eggs by farmers. The system of paying a uniform price to egg producers for irregular qualities tends to encourage holding back on the farms during certain seasons and offers no incentive either for quick marketing after the eggs are laid or for the improvement of the breeds of fowls. Eggs that are accepted in trade by country storekeepers are apt to remain long unmoved to the detriment of quality. It is evident that the creameries, having immediate and frequent communication with their patrons, are possessed of all the machinery of collection necessary for a considerable egg business. By starting such a business on a proper basis—that is by paying various prices according to the quality of the stock brought in—there should be inducement for selling all production while fresh in the territory covered.

Probably many of our buttermaker friends will regard the addition of an egg collecting business to the plant as impractical, and doubtless it would be so if the burden were to be placed on the shoulders of those whose time is already fully occupied or over-burdened with their present duties. But where enough could be done to make a separate department, under competent management, the scheme is worth consideration. One thing, however, would be essential—the establishment of separate cold rooms; it would never do to use the same refrigerator for both eggs and butter.

* * *

Some time ago allusion was made in this column to the growing business in frozen eggs and the probability that this product would be likely to still further affect the outlets for limed eggs was considered. During the past month or more there has been increasing attention to frozen eggs by bakers' trade, and the business seems to be assuming considerable proportions. Bakers who have learned to use the goods in the best way are as a rule well pleased with them; they find it necessary to thaw them out slowly at a comparatively low temperature, best by immersing the cans in cold water, and to thaw out at once only what can be promptly used. We think that egg limers will have to reckon with this product more and more in the future when figuring on the prospective outlet for their goods; it is bringing into the late fall and winter markets a low cost product that will be preferred to shell eggs when prices for the latter are relatively high.

There is some irregularity in the quality and value of the frozen eggs now being marketed. Sales of the whole eggs, that is, the whites and the yolks together, range from 10½¢ to 11¼¢ per lb. A large proportion of the product is put up in this manner, but some lots have been separated when cracked out in the spring, the whites and yolks being frozen separately. It appears that this can be successfully done when the substance is thoroughly churned before freezing. Whites separate may be successfully used for icing and command 11¼¢ @ 12½¢ per lb. in a wholesale way, while we hear of sales of yolks separate at irregular prices from 11¼¢ down to 8½¢ @ 9¢.

* * *

The market for fresh gathered eggs has now gotten into a very sensitive po-

sition and we are almost bound to have frequent and rapid fluctuations of value. The high prices lately ruling have cut down the demand so much that even very light receipts will be ample for all requirements so long as serviceable refrigerators can be obtained. And as the natural tendency is toward some increase of Southern production during December the influence of mild and favorable weather is likely to create pressure to sell and weak markets. But there are also possibilities of bad weather and short supplies in the future, and between the two the temper of the market will doubtless be easily affected in either direction by momentary influences. Probably those who keep their goods moving every day will make the best average in the long run.—N. Y. Produce Review.

Great Year For Cape Cod Cranberry Growers.

From the New Bedford Standard.

The late shipments of the Cape Cod cranberry crop are now going forward, and the facts about the extraordinary harvest of this year are gradually coming out. Frost did slight damage, worms failed to work their customary harm, and it was an exceptionally favorable fall for harvesting.

Early fruit sold around \$5 to \$5.50 a barrel, and the late fruit that has been held for the expected Thanksgiving market price is selling for \$6 to \$6.50, but the loss in picking over the fruit held for this rise in most cases will offset the variance in price, unless there should be a sharp jump the present week, for those who are holding on until the very last call.

There is scarcely a bog in the cranberry growing center, which comprises the swamps of Wareham, Carver and Rochester, in Plymouth county, that has not yielded at least 10 per cent. better than last year, while there are some that have reached 35 and 40 per cent. better.

The Makepeace bogs, up in the Wareham and Carver swamps, that are the mammoth bogs of the cranberry belt, have yielded crops away ahead of last year. If a dividend of 40 per cent. is not declared after the returns are all in some of the stockholders will be disappointed, for as high as 50 per cent. dividends have been reported probable. The former estimate of the actual cost of growing and harvesting the fruit was \$2.50 to \$3, but it is now quoted since the improved method of scooping the fruit from the vines has come into vogue, as low as \$1.75 a barrel.

Old swamps that years ago were counted as useless, assessed in most towns at a rate of about 10 cents an acre, are now equal in value, for the most part, to the shore fronts that one hears so much discussed now in the lower Plymouth county and Cape Cod towns.

There will be a large increase in acreage, and in the Carver territory there is one very large bog now in process of construction by Mr. White that will be a rival to the big Makepeace bog when completed, and there are many smaller bogs projected.

Wholesale Price List Pure Michigan Maple Sugar and Syrup

Pure Maple Sugar

1 pound cakes.....8c a pound
5 ounce cakes, to retail at 5c.....9c a pound

Pure Maple Syrup

1 gallon cans, one-half dozen in case.....75c a gallon
½ gallon cans, one dozen in case.....\$2.00 a gallon
1-5 gallon bottles, one dozen in case.....\$2.40 a doz.
½ pint bottles, two dozen in case.....90c a dozen
Barrels.....70c a gallon

These prices are f. o. b. Grand Rapids to dealers only.

We guarantee our Sugar and Syrup to be free from adulteration and of an excellent flavor. Orders promptly filled. If you want to buy or sell choice dairy BUTTER, if you want to buy or sell EGGS get our prices.

STROUP & CARMER,

GRAND RAPIDS, MICH.

POULTRY

AND GAME

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

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

HARLOW BROS.

Commission Merchants

141 and 143 Michigan Street, Buffalo, New York

Poultry, Eggs, Game and Butter

We want all these products in large or small quantities. We want them because we have a demand for them. Our store is the best located produce house in Baltimore. We have every facility for handling shipments and guarantee the best prices.

References: Merchants National Bank, Baltimore; all Commercial Agencies. Members National League of Commission Merchants.

STEVENS BROTHERS, 226 So. Charles St., Baltimore, Md.

Established 1860.

Jas. D. Ferguson & Co.

Produce Commission Merchants, 14 So Water St., Philadelphia

Poultry and Eggs

Every facility for handling shipments in any quantity to best advantage. Prompt account sales at full market prices.

POULTRY

If you have poultry to ship to Buffalo, either live or dressed, let us handle it. Some can do as well, but none can do better. Prompt and honest returns. Reliable quotations. Buffalo market compares favorably with all others.

REA & WITZIG,

Commission Merchants in

BUTTER, POULTRY AND EGGS

96 W. Market St.,

Buffalo, N. Y.

References: Buffalo Commercial Bank, all express companies and commercial agencies.

Woman's World

The Hand That Holds the Pocket Book Rules the World.

The suggestion of the London County Council to give each of their women typewriters, on their marriage, a dot equal to one month's pay for each year's service in compensation of their claims on superannuation, etc., has started an animated discussion in England on the dowry question.

In France and, indeed, throughout continental Europe, the custom is so deeply rooted that few marriages are contracted in which the bride has not a dowry, even among the lowest classes. Parents begin setting aside something for her dot from the very hour of a girl baby's birth, and few women go to their husbands empty handed.

Anglo-Saxon people have seen fit to sneer at this practical arrangement. Our men, we say proudly, are not fortune hunters. They marry for love and not for money. Our girls are dowry enough in themselves and we are not offering dots with them to get them off, like the painted plaque that goes with a pound of cheap baking powder.

This is a lovely and sentimental theory that does credit to our hearts, no matter how much it may reflect upon our heads, for the truth remains that marriage has a practical as well as a romantic side, and then comes an hour when we find that love's young dream has to be sustained on beefsteak and onions.

It is all very well to say—and we all do make the idiotic statement daily—that nothing but love should dictate a marriage. That is true, but the young couple whose only asset is love are pretty sure to go into the bankrupt court of affection before the first year of married life is over. You can not be sentimental when you are being dunned by the butcher and baker and candlestick maker. The glamor of romance fades before shabby clothes and dingy lodgings and mean food, and when a husband and wife get to that point where life is a perpetual anxiety and self denial to make the ends meet, they are not likely to make pretty speeches to each other. They are more apt to indulge in home truths. Domestic felicity is a fragile vessel at best, and if it is not kept in a well-padded home it is mighty liable to get shattered.

It has been my lot to see the tragedy of the marriage based on love, and without financial backing, so often that I have grown skeptical of its meaning anything but disaster. I have seen dozens of young men, well-born, well-educated, with refined and cultured tastes, but who were making only a small salary, fall in love with many charming, but penniless, girls. In almost every case the ending was the same. The small salary that enabled the man to live like a gentleman, and go in good society was simply starvation for a family. They had to live in a way that revolted his every taste. The simple pleasures—the plays, the books, the charming society—had to be foregone. The man grew shabby and downcast and discouraged. Inevitable sickness ran up doctor's and druggist's bills, and debts began to press upon him. He saw the woman he loved grow slovenly and querulous, and then he asked himself if love was enough, and the answer came back, "Not on your life."

Of course, there is here and there a man who loves a woman well enough to

do without cigars and clubs for her sake without repining, and a woman who can wear mother hubbards and home made millinery and still feel she has drawn the matrimonial prize, but such couples are as rare as white blackbirds, and nobody knows beforehand they are going to be that kind of a domestic fool. Most of us who have been used to the decencies and luxuries of life beat our wings against the cage and wonder what made us such fools as to get caught in the trap.

It is to prevent such catastrophes that I would gladly see the dowry system introduced into this country. Marriage for money can bring no happiness, but a marriage without money, except in the rarest cases, brings only misery. Love can not thrive on an empty stomach. You have to be comfortable physically before you can be sentimental. It is time we recognized this palpable fact and entered into the most important and binding trade of our lives with a little common sense, instead of stultifying ourselves with an illusion that we all know to be nothing but a poet's life dream.

I do not mean by this that riches are necessary, but I do say, with all the emphasis that I can command, that no young couple have any right to get married unless between them they have a competency to enable them to live in the way in which they have been accustomed. If they have not, they will surely regret the day when they tied themselves up in double wretchedness. It is all very well to talk about the pleasure of sacrificing ourselves for those we love, but I have yet to see the person who did it cheerfully. There are a good many things that are more comfortable to talk about than to do.

It may shatter another illusion, but every married woman knows that nine-tenths of the domestic spats are the direct result of a discussion of the money question. It comes with a shock of surprise to every man to learn that his wife's clothes wear out and that she has to have pin money. "What! \$15 for that dress! \$10 for a bonnet not six inches square! Want more car fare? Great heavens! do you think I am made of money?" That is a phonographic reproduction of the breakfast table conversation in many a home, and the curtain goes down to the man slamming the front door, and the woman wailing she is "go-go-going home to mother."

That scene, that always leaves behind it a story of intolerable injustice and humiliation with a woman, could and would be eliminated if a girl had something, no matter how small, settled on her at her marriage, so that she would not have to go to her husband as a beggar for the very clothes on her back.

How deeply women feel this matter of money only those of us who are working women know. It is the real secret of the unrest and dissatisfaction in the home. I have had women, women who were the wives of rich men, say to me times out of number that they envied me because I made my own living. "But look at what you have and what I make," I would say. "Ah," came the invariable reply, "but it is your own. You do not have to ask for it or account to any one for the way you spend it."

Men do not know it, and they will probably deny it, every mother's son of them, but there is nothing they respect so much in a woman as financial independence. The hand that holds the

pocket book rules the world, and the wife who is the happy possessor of her own purse is going to be treated with the deference we all feel towards the Almighty Dollar. The rich are never snubbed.

An old story, but one worth repeating, is to the effect that a young millionairess once went to that wise old worldling, Sam Ward, and confessed to him that she was much in love with a certain young man, but she feared he was desirous of marrying her for her fortune. "What shall I do?" she asked.

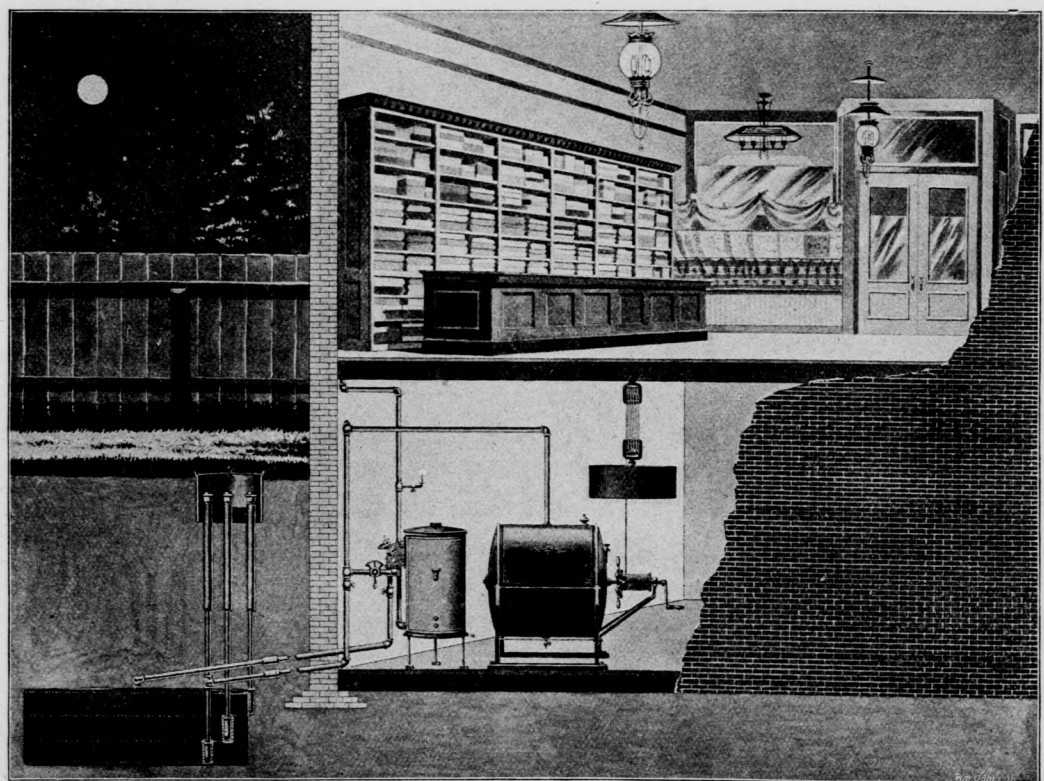
"Marry him," responded Ward. "A man always marries for something. If he married you for your beauty, in time that would fade. If he married you for your wit, he would be sure to grow weary of your jokes, but if he marries you for your money, as long as you swing on to that, you have got your man."

While not concurring in that cynical view of the subject, I am sure that any father desiring to assure his daughter's domestic happiness can come pretty near doing it by settling a sufficient dowry—tied up good and fast, so her husband can not get at it—on her to insure her financial independence.

In my opinion the dowry becomes almost a matter of noblesse oblige in America because of the way in which we bring up our girls. If a young woman were going to bring to her husband simple tastes, thrifty habits and hands skilled in household tasks, she might be excused for bringing no money.

But so far from this, every American girl, almost without exception, is raised with the habits of a millionairess on the hopeful theory that a fairy prince will come along and marry her.

Michigan Gasoline Gas Machine



The above illustration shows our system for store lighting with 2,000 candle power arc lights. Send for our catalogue.

MICHIGAN BRICK AND TILE MACHINE CO., Morenci, Mich.

He does not, and she espouses some poor fellow who has to work his fingers to the bone in a vain effort to support her extravagance. Certainly if a father brings up a girl with silk petticoat and automobile coat tastes, he is in honesty bound to furnish the money to provide them. He has no right to shift the burden of it on an impecunious and unsophisticated youth, who has no idea of the magnitude of the job he is tackling when he undertakes to love, cherish and support the modern young woman.

Nor need any one fear that the dowry system for girls would turn men into fortune hunters. American men are not built that way, and in this country rich girls are habitually less sought after and have fewer opportunities to marry well than poor ones. Besides, men think well of themselves, and few are willing to sell themselves for any reasonable amount.

By all means let us introduce the dowry, which is only common sense and prudence, into our matrimonial platform. The reason so many people have broken through that is because it has been built entirely on illusions, and it needs a good, strong financial plank to strengthen it. Dorothy Dix.

Was He a Liar?

It is surprising sometimes to find out how much people think of you. Perhaps because I am a modest kind of a man and never look for nor expect much public approbation it comes to me with more force when it does come.

There was a fellow in the store the other day who wanted to buy a bedroom suite. He had two daughters with him, and it was evident he had plenty of time and did not intend to give up any more of his hard earned dollars than was absolutely necessary.

I am not sure that it was because his money was hard earned—rather I think just because he was an Irishman, for an out and out Irishman with a profile like the coast line of Donegal and a brogue like one of its own breezes will work as hard to save a nickel as he will to earn a dollar.

The first time he came in he was "just looking around" to see what was to be had. The second time he appeared he "just wanted to take another look at one suite." He had seen something elsewhere that suited him pretty well. What did we say the price was? Well, he would see." After repeated visits to the two stores he got down to business and asked what were the lowest figures. The price quoted was, of course more than he was willing to pay. He insisted that the suite he had been comparing with mine was the same every way only he liked it a little better and he could buy it for a dollar less than my price.

The bluff failed to work and eventually he bought my suite and paid my price for it. Now, see how much he must have thought of me to buy of me a suit that he did not like as well and that cost him a dollar more! And he nearly a stranger to me, too.

It proves one of two things, either he was willing to pay extra for the privilege of buying from a man of such fine personal appearance as your Uncle Reuben, or he was a liar and I leave it to you which is the more reasonable supposition.—Furniture Journal.

Steel of Many Kinds.

It is the popular idea that steel is a hard polished metal like a dagger or a razor and capable of carrying a cutting edge, but there are steels of various

kinds that do not possess the qualities mentioned. Structural steel, for example, such as beams, girders and rough-rolled bars, generally has a much higher tensile strength, elasticity and tenacity than iron, and yet in physical constitution and external appearance it differs but slightly from it. Of two bars, one iron and the other steel, put through the same rolls at the same heat, not even an expert could distinguish one from the other if they were laid side by side. Moreover, careful analysis fails to discover the line of actual departure between steel and iron in the lower grades of each metal, or where the metal commences to be steel, so to speak, and stops being iron.

But as between the two metals, iron and steel, there is a vast difference in their endurance and ability to stand severe work and modern engineers have a very good advantage over their predecessors of a half century ago in the possession of it. In the modern open-hearth and other process steels the amount of fatigue or continuous resistance to crucial strains of long duration which they will endure is simply astonishing—not laboratory or test machine strains, but the downright pounding and flogging of daily work, which is far more serious than any testing machine can deliver. This last sets up a certain stress in a straight line, gradually increasing up to failure under it; but the duty imposed upon steel by daily work in a high-speed engine, for example, is not only to resist tensile strains, but torsional and traverse burdens at one and the same time.

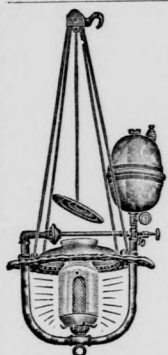
A Cincinnati electrician says that he can make porterhouse steaks out of sole leather. He will have to add the proper bone if he intends to impress anybody with the fact that it really is porterhouse.

"EDEN"

Choice new cake. A different flavor. Very fine eating. Has the characteristic good features which Sears Bakery alone produce. About 25 to pound in cans and small boxes. Send for sample.

Remember "Seymour Butter," the cracker which never disappoints.

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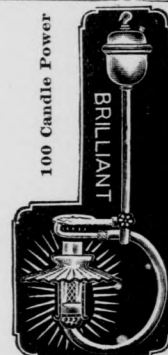
you are using or selling, if they give poor and unsteady light, smoke, smell or go out unexpectedly, write to us. Perhaps we can suggest a remedy. But the simplest and cheapest way out of it is to lay them aside and get our

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that are right and always ready for use and guaranteed to do as represented if properly handled, or money refunded. Over 100,000 in daily use during the last four years. The first cost is small compared with the business lost by poorly lighted stores. Trade goes where light is brightest and there is where you will find our lamps. The average cost of running our lamps is 15 to 30 cents a month.

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George Bohner



100 Candle Power

They all say

=====

"It's as good as Sapolio," when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article. : : : : : : : : : :

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

Poultry

Peculiarities Pertaining to the Handling of Poultry.

"Ducks and geese are usually bought by shippers by the pair," remarked a live poultry receiver, "but I have some shippers who buy them by the pound. Considering the wide range in quality I should think all shippers would buy them by the pound. Much of the stock arriving is small and poor and worth very much less than fine heavy ducks and geese, and I think to get at the actual value they should be bought by the pound. In fact the shippers buying that way seem to get better results."

* * *

"I think that shipper must be sending his poultry to market for fun or to get rid of it," said a live poultry receiver, pointing to a coop of turkeys. "He evidently used ordinary fowl coops instead of the larger turkey coops and the turkeys are so weak they can not stand up straight. Two or three died during the trip and I doubt if the balance bring much. The loss on them will certainly be several times what new coops would have cost. I have no larger coops to put them in and the first man that comes along with a decent offer gets them because the Inspector of the Society of Prevention of Cruelty to Animals is likely to show up at any minute and then I am good for a ten dollar fine—possibly more—besides a lot of trouble. So you see I will sell pretty cheap for I don't think the shipper should get anything for them." Closer inspection showed the feathers off of the backs of the tallest birds and they looked very uninviting.

* * *

"Some shippers put limits on their Thanksgiving poultry," said a receiver. "I think this is one of the worst evils we have," he continued. "Of course where we pay draft on the poultry we use our own judgment, as the courts have decided the poultry is ours as soon as we pay the draft. But shippers do not always draw on the poultry, and order us to hold if we can not get a certain price. Now we commission receivers get advices from all over the country and being in close touch with buyers and receivers here we are in a much better position to understand the situation than the shipper. Consequently we can do better for him if he allows us to use our own judgment as regards selling or holding. It is certainly very unsatisfactory to hold stock when we know the market will be lower in a day or two, and yet we can not do otherwise as the shipper is liable to order it turned over to somebody else and then we would be in a hole if we had sold it and more than likely the shipper would go to law and try and collect the difference from what we sold it for and the amount it was ordered held for. In some cases the stock is ordered put in freezer where we can not get the limit, but the cost of storage, insurance, cartage and other expenses usually make a loss to the shipper, as the poultry is apt to deteriorate by holding and it is pretty risky business to store, especially when the stock is not in perfect condition."

* * *

"I doubt if the large retailers will buy much poultry direct from the West this year," remarked a close observer of the poultry market. "They have been buying considerable stock direct during the past two or three years and particularly for the Christmas trade, but it generally costs them as much or more

than they would have paid on the market here and I guess they realize that there is nothing to be gained by buying in Chicago or other Western markets. The wholesale poultry merchants would all turn speculators if they could make money this way and I guess they know as much about the business as the retail dealers."

* * *

"I have some very fine stock" said a receiver who seemed to have a full house of poultry. "But some of my shippers paid too much money for their holiday poultry, and while I expect to get enough to save them from a loss, the margin of profit is too small entirely. Many of these shippers think they must pay high prices owing to competition, and they can not seem to realize that it is better to handle a little poultry and make a profit than a large quantity and only come out even or make a loss."

* * *

"It is getting so cold and wintry now, especially in many of the shipping sections that much of the iced poultry is not carrying well," said a poultry receiver the other day. "You see the ice does not melt well when it is so cold and when it stays solid on the top of the barrel the poultry in the lower part and especially in the center of the barrel gets heated and sometimes spoil. When poultry is shipped iced, weather should be warm enough to gradually melt the ice and allow the cold water to drain through the poultry to the bottom, thereby keeping the poultry cold and in good condition. On the other hand if stock is shipped dry-packed before weather is cold it will spoil in transit, and so much dry-packed stock has been ruined early in the season that this year shippers are rather slow in changing from iced to dry-packed."

* * *

"My receipts ran pretty light for Thanksgiving," said a receiver. "But I see the published arrivals show a shortage of several thousand packages as compared to last year, and I presume we all had a little less stock. Taken altogether it was a pretty good market, but prices ruled low considering the moderate supply. Most of my stock was too thin to try and strain high prices, and some stock did not have the animal heat out and was not in perfect condition in consequence. I think this stock was hurried too much in the dressing." Other receivers expressed the same views and one said: "There has been a great deal of stock in too late for the holiday trade this year, and I have been receiving stock ever since Thanksgiving which was intended to be here, but which was delayed in transit and has been straggling in, not only after the holiday trade was over but after the holiday had passed."—N. Y. Produce Review.

Sure Cure For Dyspepsia.

According to William Bybee, of Jacksonville, sand is an infallible remedy for dyspepsia. He had been a great sufferer from dyspepsia for years, and his body was paralyzed below the breast, when a friend recommended sand. He began taking a teaspoonful every night and kept it up until quite well. He uses common river bottom sand, and washes it several times to remove all dirt and vegetable matter, then dries it in an oven. He says he has recommended it to hundreds of persons, and where the prescription was faithfully followed they always recovered.

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Wanted in carlots only. We pay highest market price. In writing state variety and quality.

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SWEET POTATOES SPANISH ONIONS CRANBERRIES

At lowest market prices. We are now in the market for ONIONS. Write us if you have any to offer.

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"WANTED"

BEANS, POP CORN,
PEAS, CLOVER SEED

ALFRED J. BROWN SEED CO.,
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BUY BEANS, CLOVER SEED, FIELD
PEAS, POTATOES, ONIONS,

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Successor to C. H. Libby,

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Consignments solicited. Reference, State Bank of Michigan. Both phones, 1300.

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F. J. DETTENTHALER, Grand Rapids, Mich.

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—TO—

R. HIRT, JR., DETROIT, MICH.,

and be sure of getting the Highest Market Price.

Four Kinds of Goupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

HOLIDAY DINNERS.

Baskets Which Present an Attractive and Appetizing Appearance.

Retail merchants frequently pick up ideas from watching the methods of department stores or other large dealers that they find will readily adapt themselves to their business. The department store manager has in his employ some dozen or fifteen heads of departments whose business it is to evolve new ideas for increasing and obtaining trade, and who must necessarily be original thinkers or they can not hold their positions for a very long period.

They are paid for their thinking capacity as well as for the time which they put in buying goods and selling them, and the competition for positions as department managers is so great that they bend themselves to the task before them with great energy and are able to bring out many new ideas in the course of a year's business. These twelve or fifteen trained business men are specialists in the line of goods under their direction, and it is very evident that they can conceive ideas which are practical and have considerable utility. And through contact with system in business they are in a better position to give deep thought to these matters than the average retailer who has several hundred different things to attend to, his own book-keeping, his buying, his store management, his credits, his advertising, his selling, his clerk hire, and numerous other matters which demand his attention.

An idea which has been tried by one leading Chicago department store for two or three holiday seasons past, it is believed, is worthy of the consideration of the retail grocer and butcher or food vendor. This department store a week before Thanksgiving, and through the fortnight preceding and including Christmas and New Year's Day, advertises a holiday dinner ready for use, without the necessity of selection by the purchaser.

This holiday dinner is packed in a basket purchased for the occasion, with a neat layer of white paper in the bottom, and is so arranged that it can be carefully wrapped up and delivered. It contains canned soup for the first course, olives and celery.

For the second course there is a turkey, 8 to 12 pounds, a quart of cranberries, a can of French or other peas, 3 or 5 pounds of sweet potatoes, sage, pepper and a loaf of bread for the turkey stuffing, a relish of some sort, and one or more cans of vegetables.

For the dessert there is a package of condensed mince meat, a can of pie peaches or some other pie material, and a package of gelatine, with nuts and raisins thrown in ad libitum.

These baskets are so arranged that they present an attractive and appetizing appearance, with neatly scalloped white paper around the edge outside, and the different articles so displayed that they attract attention. They are put up to sell for from \$1.50 to \$2 a basket, according to the size of the turkey. An eight-pound turkey and enough other articles to bring the price up to this amount constitutes a basket which sells for \$1.50. A twelve-pound turkey and a somewhat more elaborate assortment of food articles will sell readily for \$2.

This idea is probably more practical in the larger cities than in the smaller towns. There are many young married people, and many families in the cities, who are ignorant of the proper selection of a holiday dinner, and if they can go

to the retail store and purchase everything they want for a specified sum, without bothering with the details of selection it is a positive benefit to them. Retailers who are looking for new ideas for the Christmas trade might give this one a trial. A few sample Christmas dinners will readily demonstrate whether it is practicable or not with their trade, and if they find that it is, they will also discover that they are well paid for the time spent in putting up these assortments, for more than the ordinary profit is usually made. Just one point more. None of the articles included in the holiday dinner basket are cooked. This, of course, is left for the housewife.

The Chicago department store that follows this plan sells several thousand such baskets each day for a week before the holidays, and does not neglect to advertise extensively.—Commercial Bulletin.

Hog Ripened Whisky.

From the Philadelphia Record.

There are but few people who can be induced to believe that there ever was such a drink as "hog ripened whisky," but among the older generation it would be no trouble at all to secure affidavits that such a beverage was well known in this immediate vicinity. There was in the days gone by, in a village only four miles from here a man who kept a tavern that soon became famous through its proprietor's unique inventions and ingenious contrivances to attract attention to his hostelry. Then, as now, to succeed meant the necessity of being well advertised. In his effort to do something new "Uncle Billy," as he was called, conceived an invention that was potent in making his tavern the most talked about one for miles around. The result, as known to the patrons of the inn, was some good whisky, of some age, that had been continuously agitated while within the oaken casks within which the drinks were kept for "ripening."

What the curious ones discovered about the invention was this: When they went to see the ripening of the whisky they found a hogpen with a plank floor so balanced as to swing like a barn scale. There was an open side furthest from the feeding trough, and the sides were fenced.

The way the thing operated was simple enough. The hogs were out in the yard nosing around when they heard the splash of the feed as it was put in the trough. Naturally, as the weight came first on the side furthest from the trough, that side of the floor tilted down under the swines' weight. When they all got over to the trough that side, in turn, went down. And so the plank floor was rocked back and forth every time a hog went in or out.

Connected with this swinging platform was another one which received equivalent motion, of course, through the medium of a long lever. On this second platform were set the casks of whisky which were to undergo the ripening process. Of course, every time the floor rocked, so did the upper likewise, and the whisky was shaken around with every motion.

Naturally, "Uncle Billy's" hogs were fatter than anybody's else, because they were fed so much oftener. Part of the ripening depended on feeding the hogs, so as to make them rush in through the open door and thus shake the platforms.

Moses and Tuberculosis Meat.
From the Hospital.

It has been a fashion for some time back to regard Moses as the great sanitarian of antiquity, and on the discovery of anything new in hygiene to pick out from the Old Testament some text or other showing that there is nothing new under the sun, and that all that we are now preaching has been put in practice by the Jews from the earliest ages. Lately, we have heard much as to the examination to which all meat is submitted by the Jews, and it has been assumed by some that their rejection of

carcasses affected with tuberculosis is to be taken as showing that their code recognizes the infective nature of this disease. Of course, it does nothing of the kind. As is well known, according to the Jewish law an examination of the viscera is made before a carcass is pronounced fit for food, and there are a considerable number of conditions, the discovery of which lead to its rejection. The reason of all this would appear to be to secure the rejection of the meat from any beast affected by any such disease as would have ultimately led to its death if the butcher had not intervened, and among these conditions are some which would of necessity involve the rejection of all advanced cases of tuberculosis. That is all. What may have been the original object of the Lawgiver we can not now discuss, any more than we can the manner of the giving as described in biblical history. We may feel content, however, that there is nothing in either the law or the prophets to indicate any recognition of the pathological questions which are now exciting so much interest.

The Right Way to Drink Beer.

"Very few men know how to drink beer so as to enjoy it properly," said a prominent German. "Beer is a delicious drink, if used in the right way. Most men guzzle it down like a dose of medicine, and all they get out of a half-pint of the beverage is a sort of farewell taste that amounts to nothing. On the other hand, there are men who sip it so slowly that it becomes insipid and tasteless. To get the full benefit of a glass of beer, it should be drunk in several swallows, with an interval between long enough to allow the taste of the first to evaporate from the palate before the second is taken. Drunk in this way, beer is not only refreshing, but wholesome, and will not produce intoxication."

THREE GOLD MEDALS
PAN-AMERICAN EXPOSITION

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Trade-mark.

No Chemicals are used in their manufactures. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use. Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children. Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Dorchester, Mass.

Established 1780.

The Tradesman Company
Engravers and Printers
ILLUSTRATIONS OF ALL KINDS
STATIONERY & CATALOGUE PRINTING
GRAND RAPIDS, MICHIGAN.

WANTED

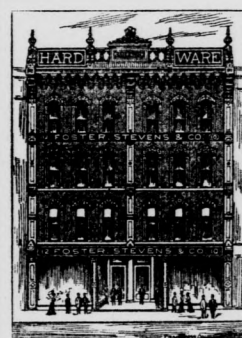
A MERCHANT in every town. There must be at least one live, enterprising merchant in every town who could do a

profitable business selling our

Sanitary Dustless Floor Brush

We want to hear from him. We can make it a mutually profitable affair and highly satisfactory.

Milwaukee Dustless Brush Co., 121 Sycamore St., Milwaukee, Wis.



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.

ONE WOMAN'S WAY.

Wanted Top Price For Butter and Cut Price on Soda.
Written for the Tradesman.

She is a lovely-looking, white-haired lady—lovely in her own home I know, for I have seen her there. She is an ideal farmer's wife, an exemplary Christian and a model housekeeper. She makes the lightest bread, the sweetest butter and the flakiest piecrust that you ever saw and her floors are as clean and white as scrubbing will make and keep them.

But that is another matter, for Mrs. Slocum at home and Mrs. Slocum at the store are two separate and distinct people.

She had brought along some butter with the intention of dicking it off for groceries. We were glad to see her, but only moderately so, for the minute she puts her head inside the store she is on the defensive and her actions betray her feelings. She has an idea that merchants are a bad lot—a scheming, thieving, cheating, lying, grasping, unprincipled set who have combined in an effort to wrest her dollars from her, and she makes it her chief aim in life to baffle them in their unholy design. She believes in fighting the devil with fire.

She came in as if anything in the line of business was furthest from her mind. She was a little chilly, she said, and would like to get warm. So she sat by the stove and put her feet on the rail. There was quite a flurry of trade and she seemed interested in what people were doing. At last she remarked:

"I suppose you are buying butter?"
"O, yes; all we can get. But it's rather scarce at present, so we don't take in a great deal."

"How much do you pay for it?"
"Twenty cents."

She pursed her lips and her eyebrows went up in studied surprise.

"Is that all?" said she.
"Yes, ma'am. Don't you think it a pretty good price?"

"Why, I heard you were paying thirty cents last Saturday."

"Oh, that's a mistake. We haven't paid as much in years. Who said we gave thirty cents?"

"Well, a certain person told me you paid another lady thirty cents for her butter. Didn't you?"

She asked this in a cold, matter-of-fact way, evidently expecting to be lied to, and therefore quite indifferent as to the reply.

"No, ma'am, we did not. I don't see what anyone wants to tell that for. Butter is worth no such money. We are glad to pay twenty for it, though. Have you some to sell?"

"O, I don't know," said she, absently, not heeding the answer. Then she pulled her cloth cape more closely about her shoulders and, apparently forgetting all about the conversation, she turned to watch a small boy who was trying on his first pair of rubber boots.

"Shall we weigh your butter?" was asked after a suitable pause.

"How much do you charge for it when you sell it out?" she asked.

"Twenty two cents."

Again the eyebrows and again the pursing of the lips.

"You seem to make pretty good profits on your goods," said she.

Had it been anyone else I might have taken her observation for a joke, but this lady meant it. Two cents profit struck her as a large margin on a twenty cent investment. Ye gods! No ex-

planation can satisfy—no argument prevail against such a mind. Formerly I used to debate furiously upon a lesser pretext, but it often did harm and now I let those things slide.

"Yes," I admitted. "We try to make a profit. Shall I take the butter?"

"Not just yet," said she, in her cold unconcerned way. "I think I'll look around a bit first." She arose, stood in front of a convenient mirror long enough to arrange her hair, started toward the door and then asked, without really turning around, as much as to imply that this was our last chance before the other fellow grabbed it:

"You think you couldn't pay thirty cents for the butter, then?" and, without seeming to hear or care for the reply, she passed on.

After a time she returned, handed in her butter without comment, and said she would buy few a things for the house.

"Have you any of the Armor brand of soda?" she asked of the polite youth who attended to her wants.

"Yes, ma'am."

"Are you sure it's the Armor brand?"

"O, yes, of course. Here it is."

"Is that the Armor brand?"

"Yes, ma'am."

"I want to be sure that it's the Armor brand because I once bought some soda of another kind, and I couldn't make a thing with it that was fit to eat. You're sure this is the Armor brand?" and she looked across the counter as if to pierce the secrets of the salesman to the very core.

"Why, sure. See; there's the name right on the package."

"Well, then I suppose I might take it, but if it shouldn't prove to be the Armor brand, I shall send it every bit back," and she gave him another look that should have frozen him in his tracks. "How much is it?"

"Seven cents."

"Seven cents!" she repeated, with a face of stone. "Seven cents? Why, I thought you sold it for five."

"No, ma'am, seven cents is the price," said the clerk blandly.

"Didn't you sell it last Saturday for five?"

"No, ma'am. Always get seven for it."

"Well, now, someone said you only charged five for it. Didn't you have a sale on it or something?"

"No, ma'am. Never sold it a cent cheaper. That's the regular price."

"I'm just sure someone said you sold it for five cents. Didn't you let Mrs. Jones have some for that?"

"Not this kind. She uses the Pirate brand and that's cheaper."

Again the eyes congealed and the lips swerved from their calm, straight line.

"If you sell one person for five, why can't you another?" she asked. "I should think you would try to treat your customers all alike."

"We do mean to. Here's the kind Mrs. Jones got. Would you like to try it?"

"That's not the Armor brand," said she, very much as she might have spoken had she just caught him with his hand in her pocket.

"That's what I said," was the reply. "Would you care to try it?"

"No, I wouldn't," said she. "I said I wanted the Armor brand, but I won't pay more than the market price. You may give me the money for the butter," and the look of injured innocence and outraged virtue that crossed her face could only have been equaled by her

evident determination to get cash for her product.

"You wouldn't want the soda, then?" observed the clerk, sweetly.

"No."

"Nothing else in groceries?"

"No."

"No tea nor sugar nor flour?"

"No; not a thing."

"You wouldn't want to try that scheme baking powder?" pursued the salesman innocently. It was his turn to get even and he knew it. "You get a can of lovely baking powder for fifteen cents and a chance on a whole set of dishes."

"No, I don't want any baking powder. I want my money."

"Yes, but you see you don't have to take any chances, for the powder's guaranteed, and you're sure of a dish anyway. Better take one."

The lady was annoyed.

"Will you settle with me or shall I have to speak to Mr. Jones?" said she.

"That's just what I was going to say," remarked the clerk. "You see, he's the only feller around here that pays out any money. If you want cash for the butter you better see him; but if you want any groceries or baking powder or anything like that I'm your man."

But Mrs. Slocum did not hear. With pursed lips and wrinkled forehead she received the money for her butter and, gathering her cape more and more snugly about her retreating form, she departed for those realms where butter always brings a fabulous price and where groceries hang like blackberries on the bushes along the roadside.

Geo. L. Thurston.

Lobster Farms and the Law.

From the Boston Daily Advertiser.

Reports from Rockport indicate that the farmers of Cape Ann are considering the advisability of securing a greater "rotation in crops." A lobster farm is one of the possibilities of agricultural

life in the suburbs of Gloucester. If the idea spreads, the entire shore of that rocky portion of the coast may be dotted with lobster farms. The principal objection to the lobster farm is the fact that it must be illegal. The law forbids a citizen to have short lobsters in his possession. If the short lobsters are found in his lobster farm, how may he escape the penalties of the law? Still, inasmuch as the Game Commission has instructed its employees not to enforce the law against Sunday fishing, could it not also refuse to enforce the law for protecting the short lobster?

A President's Interview With a Sausage Maker.

The late President McKinley had not the reputation for story telling that President Lincoln had, but here is one story of his. Before he served his first term as President—in his lawyer days—he very often passed a pork butcher's shop on the way to his office and back home. In the morning he used to notice that sausages were twenty cents a pound always. The sign read:

Good Pork Sausages,
20 cents.

Sometimes they were 20 cents a pound in the evening, but more often 12. The sign might even read:

Fine Pork Sausages,
10 cents.

The thing, he used to say, worried him. Sausages were not of so perishable a nature that they would not keep until next day. So he stopped one evening at the shop, said it looked like rain, and enquired about the price of sausages. "Ten cents," said the storekeeper. "But," said McKinley, "they were 20 cents this morning." "So they were, Mr. McKinley, said the unabashed sausage merchant. "So they were. Then I had 'em; now I haven't. Sausages at 10 cents is simply to get me a reputation for cheapness. See?" The future President saw, and was in the habit of saying a great many reputations were made that way.

*The Man who to Grand Rapids comes
With aught to buy or sell,
Will find 'twill pay to always stay
At Livingston Hotel.
For he'll find there good things to spare
Served up in measure heaping,
At proper rate these blessings great:
Eating, drinking, sleeping.*

Don't Be a Cow Tail

Always behind, be alive and on the lookout for "snaps."



for instance.

OLNEY & JUDSON GROCER CO.
Grand Rapids, Michigan

Commercial Travelers

Michigan Knights of the Grip

President, GEO. F. OWEN, Grand Rapids; Secretary, A. W. STITT, Jackson; Treasurer, JOHN W. SCHRAM, Detroit.

United Commercial Travelers of Michigan

Grand Counselor, H. E. BARTLETT, Flint; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, C. M. EDELMAN, Saginaw.

Grand Rapids Council No. 131, U. C. T.

Senior Counselor, W. R. COMPTON; Secretary-Treasurer, L. F. BAKER.

Post C Again Comes to the Front.

Detroit, Dec. 9.—A very enthusiastic meeting of Post C, Michigan Knights of the Grip, was held at the Griswold House, Detroit, Saturday evening, Dec. 7, which brought together many of the old "war horses" of the Post and bids fair to bring Post C into prominence as of old.

All dissensions and differences have been amicably settled and but one faction remains, and that is the unity of all members for the advancement of Post C and the Association at large. This has taken much hard labor and persistent efforts by a few members, but the goal that we sought has been reached, and the many members are as anxious for the welfare of the Association as the few have been in the past.

The disturbing element seems to be entirely obliterated and harmony and good feeling prevail, and at present the indications seem favorable for a large delegation to the annual convention at Lansing, Dec. 26 and 27.

There will be another meeting of Post C held at the Griswold House Saturday evening, Dec. 21, when a large attendance of the members of the Michigan Knights of the Grip, whether members of Post C or not, will be present by request.

The Post unanimously endorsed the nomination of J. A. Weston, of Lansing, for President for 1902, J. W. Schram, of Detroit, for Treasurer and M. Howarn, of Detroit, for member of the Board of Directors.

The following officers were unanimously elected for the year 1902:

Chairman—W. H. Baier.

Secretary and Treasurer—J. W. Schram.

Sergeant at Arms—R. S. Longheed. Executive Committee—John McLean, J. L. McCauley, Thos. Plugs and M. Howarn.

Gripsack Brigade.

J. C. Bush has secured a position as traveling representative for the F. F. Adams Tobacco Co., of Detroit, to take effect Jan. 1.

Hudson Gazette: Earl Alford has secured a position with Carson, Pirie, Scott & Co., of Chicago, and will start on the road as salesman for that house Jan. 1.

Richard Jackson, Jr., for several years past in the employ of Macauley Bros., of Detroit, will transfer his services to the Frank B. Taylor Co. Jan. 1, covering substantially the same territory he has covered with the old house.

W. C. Dudley, Michigan representative for the Cincinnati Cordage and Paper Co., will be married Dec. 19 to Miss Blanche Beaudry, of Marlboro, Mass. The happy couple will take up their residence at 505 East Shiawassee street, Lansing, where the groom has already provided a home with all the comforts and luxuries peculiar to married life.

Wm. Connor received a letter this morning from Mrs. Albert Stegman, announcing the death of her husband, which occurred at San Diego, on Dec. 6. Mr. Stegman will be remembered as manager of the grange store at Allegan for several years, where he acquired a wide reputation as a close buyer and wonderful organizer and manager.

The nomination of Manley Jones as the Grand Rapids candidate for the Board of Directors of the Michigan Knights of the Grip is one which every Grand Rapids member will cheerfully support. Mr. Jones has carried a gripsack upwards of twenty years and is thoroughly in touch with the needs and necessities of the fraternity, as they can be served through the medium of organized effort.

Traverse City Record: W. H. Bradley, employed in the dry goods and carpet department of Wilhelm Bros., has resigned his position and will enter the employ of the L. A. Dudley Rubber Co., of Battle Creek, as traveling representative. His resignation takes effect December 24 and he will leave for Battle Creek the day following. Mr. Bradley's territory will be along the line of the Michigan Central railroad.

It is now charged that Sig Folz, a well-known business man of Kalamazoo, who disappeared last summer, is a defaulter. A Chicago liquor house, of which Folz was the local representative, charges him with making away with \$3,000 of its funds, and has called upon Folz's bondsmen in Kalamazoo to settle. Before his departure Folz borrowed from \$2 to \$15 from scores of his friends. The bondsmen will fight the payment of the bond.

Another Old-Time Traveler Makes His Last Trip.

At the ripe age of 82 years, 10 months and 4 days, B. G. Eaton, a pioneer member of the Michigan Knights of the Grip, died at his residence, 315 National avenue, Detroit, Dec. 3. Death was due to the ailments of old age. The remains were sent to Mexico, N. Y., for interment.

Mr. Eaton was born in Columbia, N. Y., Jan. 29, 1819, and in 1846 married Miss Sarah E. Lansing, of Palerma, Oswego county, that State. For years he was engaged in the jewelry business in Utica, N. Y., the firm name being Eaton & Golden. In 1878 he took up his residence in Detroit.

For many years Mr. Eaton represented the Suffolk Manufacturing Co. of Boston, Mass., selling to the trade the "Argosy" suspenders made by the above firm, he being the first to introduce their line in the West and South. He afterward was general agent for and handled Kinney's patent tubular grave fence, demonstrating and selling this article from ocean to ocean. Of late years Mr. Eaton has been confined to the house through ill health and general breaking down of a once vigorous constitution.

He is survived by the widow and three sons, B. Fitch, W. Frank and Fred G., all of Detroit.

A Few Good Business Rules.

Buy to suit your customers' wants and the wants of your community, and not the manufacturer.

Give your customers the best value you can for their money.

Buy at right prices so as to enable you to make all the available profit.

Study prevailing tastes—be first to show what you think will increase business.

Keep posted on the different qualities and grades of what is offered.

Be punctual in keeping business engagements.

Buy from those you know to be strictly just.

Do not trust to memory—keep a memorandum.

Never accept favors from drummers.

Keep posted on methods of up-to-date business houses.

Appreciate good service, and you will never fail to get the best there is in a man.

A man laughs when he is amused; a woman laughs when she thinks other people think she ought to laugh.

Three Addition to the Memberships Roll.

Grand Rapids, Dec. 9.—A well-attended meeting of Grand Rapids Council, No. 131, was held at the Council Chamber, Saturday evening, Dec. 7, all officers being present in their chairs except Sentinel S. F. Simmons, who was not able to be in attendance. The following were made members and now wear U. C. T. buttons on their coats, and will be just as earnest in their efforts to persuade others to join as those who were the means of getting them to become members of one of the noblest secret orders on this bright earth:

Frank D. Osgood (J. W. Butler Paper Co.)

Oscar L. Race (Geo. H. Reeder & Co.)

Edwin M. Waldren (Waldren Stove Co.)

The membership now is just 140, with five applications ready for the January meeting. The meeting in January will be held in the new hall on Pearl street, and immediately after the meeting, a house-warming will take place. Just what it will consist of, we are entirely in the dark, but the committee in charge promises something rich, rare and juicy. We will try and tell something more about it later on. JaDee.

Personel of the New Wholesale Dry Goods House.

Detroit, Dec. 10.—Our plans are formulated to organize our business under the name of Crowley Bros., composed of Joseph J. Crowley, W. C. Crowley and Daniel T. Crowley, the latter, however, not taking an active part in the business, as he will retain his position with the Peninsular Stove Co., of which he is Auditor.

We will be ready for business about January 1 at 96 Jefferson avenue, where we have temporarily located until either a new building is built for us or until we get larger quarters.

We have associated with us A. W. Knapp who was formerly manager of the hosiery and underwear department

of Strong, Lee & Co. and who will handle a similar department in our house. F. A. Lauder, formerly with the same firm, will handle the notion department for us. John R. Costello, formerly manager of the blanket, flannel and carpet department of Burnham, Stoepel & Co., will be in charge of the same department with us. F. C. Feckenschner, formerly manager of the domestic and lining department of the same concern, will identify himself with us in like capacity. W. C. Crowley, of our firm, will handle the print, wash goods and dress goods departments. We have also a number of salesmen engaged who will cover Michigan, Ohio and Indiana, whose names we will announce later. Crowley Bros.

Status of the Baltimore Poultry Market.

Baltimore, Md., Dec. 9.—We consider the present outlook for Christmas favorable for choice to fancy turkeys, ducks and geese. Ordinary turkeys are plentiful and not wanted. Our best market days for live turkeys will be Thursday and Friday, Dec. 19 and 20. Dressed stock should reach us Saturday, Dec. 21, and not later than Monday morning, the 30th.

Shipments for the New Year should arrive the same days of the following week. Stevens Brothers.

Morse & Deuel, clothiers, Marshall: You will please find enclosed draft for \$1 in full payment for the Tradesman for this last year. You may continue same, and when our year is up, send us another bill. We think more of the Tradesman than any other publication we get.

The Warwick

Strictly first class.

Rates \$2 per day. Central location. Trade of visiting merchants and traveling men solicited.

A. B. GARDNER, Manager.

Fine Calendars

Nothing can ever be so popular with your customers for the reason that nothing else is so useful. No housekeeper ever had too many. They are the proper things for New Years' Greetings.

We manufacture positively everything in the calendar line at prices consistent with first-class workmanship. Tell us what kind you want and we will send you samples and prices.

**Tradesman
Company,**

*Grand Rapids,
Michigan*

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
HENRY HEIM, Saginaw - Dec. 31, 1902
WIRT P. DOTY, Detroit - Dec. 31, 1903
A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1904
JOHN D. MUIR, Grand Rapids - Dec. 31, 1905
ARTHUR H. WEBBER, Cadillac - Dec. 31, 1906
 President, A. C. SCHUMACHER, Ann Arbor.
 Secretary, HENRY HEIM, Saginaw.
 Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

Detroit, January 14 and 15.
 Grand Rapids, March 4 and 5.
 Star Island, June 16 and 17.
 Sault Ste. Marie, August 27 and 28.
 Lansing, November 5 and 6.

Mich. State Pharmaceutical Association.

President—JOHN D. MUIR, Grand Rapids.
 Secretary—J. W. SEELEY, Detroit.
 Treasurer—D. A. HAGENS, Monroe.

Question Customers Buying Poisons.

The frequent cases of suicide from poison published in the daily press would indicate that many druggists do not take the precautions they should in the sale of dangerous drugs. In some instances it is because the law does not require any register to be kept or else it is not enforced and some druggists think it is too much trouble to do anything they are not compelled to. In other cases they do not question the customer for fear of giving offense. If they explain why they ask the questions no sensible person will take offense, and those who do ought not to be trusted, for if they have so little common sense as not to see that you are looking after their welfare they should scarcely be considered fit persons to handle poisons.

No matter how intelligent or well dressed a person may appear to be, it is always wise to find out the full particulars. In one instance a well dressed and intelligent looking customer asked for sulphuric acid. On handing it to him I asked for what purpose he wanted it. He said he was going to take it, and had been in the habit of taking thirty drops three or four times daily. Needless to say it was the aromatic sulphuric acid which he wanted. While the pure acid might not have done any serious harm if well diluted, it taught me to be very careful to find out all about the use of any poisons sold, no matter who the person might be or how well I knew him, and have no doubt prevented many accidents. If the person was a stranger to me and could not give a good account of what he wanted it for, I would flatly refuse to sell any strong poisons, and even to those I knew always used discretion. People soon learn that you are doing it for their own good and think more of you for it, for the reason that if you are so careful in that regard you are also careful in the other details of your business.

Wm. Mallard.

Protection Against Blackmail.

Physicians have been so frequently victimized by blackmailing schemes of one kind and another, suits for alleged malpractice being the most common form of this blackmail, that a regularly incorporated company has been formed to defend all who shall pay a small fee annually to it. It is practically insurance against loss in this way. The suit, if brought, costs the defendant nothing more than his attendance at court and the company being powerful and resourceful can fight the thing to a finish.

It seems to be getting more and more common, particularly in cities, for black-mailing dodges to be tried on druggists. A stranger buys an ounce of some harmless drug or preparation or has some simple prescription com-

pounded. Pretty soon in rushes another stranger wildly accusing the druggist of having made a mistake and dispensed some poison. A big hullabaloo is raised, an opportunity is offered to settle for a consideration of anywhere from \$25 to \$250, depending on the size and general "easiness" of the druggist and he, too often, pays rather than have the story get into the newspapers, even although he may recognize it as a holdup.

If druggists' associations are good for anything they ought to be good for protection against raids of this kind. Let the blackmailing gang once find that they are going up against a determined bunch of druggists with money in the treasury for the purpose of landing blackmailers behind the bars, and cases of alleged poisoning will become beautifully less.

Free Dispensary Abuse.

A movement has been inaugurated in Pennsylvania to limit the free dispensary and free medicine abuse. At the recent annual meeting of the Medical Society of that State, a joint committee of physicians and pharmacists presented resolutions recommending to their respective associations that the Legislature be asked to pass an act requiring all persons seeking aid from dispensaries and other charitable institutions to record their names and addresses in a book kept for this purpose. This book is to be kept open for inspection by proper persons, and a penalty is to be inflicted upon those who fraudulently receive aid. The resolution was adopted by the Medical Society.

Formula For Tincture Vanillin.

The following formula has given good satisfaction:

Vanillin, 1 oz.
 Cumarin, 20 ozs.
 Alcohol, 1 pt.
 Glycerin, 8 ozs.
 Caramel, s. q.
 Water, ad. 10 pts.

Dissolve the vanillin and cumarin in the alcohol and glycerin previously mixed and let stand for at least two days. Add water and caramel to desired color, filter, and if possible let stand for several months to blend. This, like ess. vanilla, improves with age. For a colorless tinct. vanillin leave out the caramel.
 John Morley.

Dimmed Eyeglasses.

Every wearer of eyeglasses has noticed how they become dim with moisture when subjected to a sudden change of temperature—as, for instance, when the wearer goes from the cold outer air into a warm room. The reason is, of course, that the cold glass causes a condensation of the vapor with which the warm air is laden, and thus becomes coated with little globules of water. A German scientific paper says that this may be prevented by rubbing the glasses with soft potash soap every morning. They may be polished right after the soap is applied, but an invisible film is left on them that will prevent the deposit of moisture.

Cure For Hiccough.

A young girl suffered for four days without cessation from singultus about thirty spasms to the minute, the attack being due, apparently, to some gastric disorder. When she put out her tongue for a few seconds it was found the hiccough ceased. She was then ordered to stick out this member at regular intervals for a few minutes, at the termination of which only a few slight spasms followed. She was then ordered to repeat, when the singultus ceased altogether and did not again return. It therefore would seem to be proper to try continuous or rhythmic traction of the tongue in these cases.

The Drug Market.

Opium—Is a little firmer, but has not changed in price.

Codeine—Manufacturers have made an agreement and advanced the price 40c per ounce. Another advance is looked for.

Quinine—Is firmer and holders are awaiting the bark sale at Amsterdam on the 12th.

Alcohol—Is very firm, on account of the high price for corn.

Whiskies—Have also advanced, on account of the high price for spirits and the cost of manufacture from corn at the extreme price now ruling.

Cocaine—Is in very firm position, on account of the high price for cocoa leaves.

Menthol—Is very firm and shows an advance.

Oil Peppermint—Is very firm and another advance is looked for.

Oil Cloves—Is higher, on account of advance in spice.

How Liquid Peptonized Beef Is Made.

The outlines of a process for making a liquid peptonized beef would be somewhat as follows: Chop a suitable quantity of lean beef very fine and macerate it for six hours or so in a solution of pepsin in water acidulated with hydrochloric acid at about 100 deg. Fahrenheit. The mixture is then strained, and neutralized by sodium bicarbonate, and a small quantity of pancreatic extract added. Suitable corrigents, such as port wine, sherry, or elixirs, may be then added, with perhaps some saccharin, in order to impart an agreeable taste or flavor to the preparation. The exact quantities of the various ingredients should be readily determined by making a few experiments and carefully testing its keeping qualities.

Thos. Willetts.

Rat-Killing Bacillus.

The rats at the city hospital of Cincinnati are now under a plague which promises to rid the institution of their presence. Recently one of the doctors employed in the new laboratory discovered that a disease which assumed epidemic tendencies had broken out among a collection of rats which were being held for experimental purposes. Further investigations were made to determine the cause of the trouble, and from the liver and spleen of the affected animals a bacillus was detached which proved on inoculation extremely fatal to both rats and mice. Nearly every rat in the establishment seems to have caught the disease, and they are dying off in large numbers. Those affected have a peculiar snuffle or cough, which may be heard before the disease has progressed sufficiently to make them take to the open air.

Kola Preparations.

Mr. Carles says that kola preparations should be made only from the fresh nuts, since experience has taught that by drying their pharmacologic value is greatly decreased. A vinous syrup, according to the experience of the author, has proven quite efficacious, but it soon becomes turbid and of bad appearance. The same is true of a vinous extraction of the fresh nuts. The simplest and best mode of preparing fresh kola nuts, the author finds, is to prepare a paste of the contused fresh nuts and an equal weight of sugar. Such a preparation is not affected by the air or temperature, and even in tropical climates will remain unchanged for at least three months in its chemical and physiologic aspects.

Selling Dogs in Drug Store.

A Bar Harbor druggist hit on an ingenious method of making money out of dogs. He called a lot of spaniels by the name of button-hook, and adorned

the collar of each one with one of those useful and never found when wanted articles. He gave some terriers the name of collar-button and fitted their collars with collar-buttons. The spaniels sold readily at \$25 apiece to the women, and the terriers at the same price to the men, who now only have to call button-hook or collar-button, when the needed article comes to them and much time and profanity is saved.

Formula For Gold Paint.

So-called gold paint is copper bronze in its various shades, mixed as required in a saucer, and applied at once to the surface of the article to be gilded. The following is the varnish for mixing with the bronze powder:

Gum mastic, 6 ozs.
 Gum sandarach, 4 ozs.
 Methylated spirit, 2 pts.

Mix and shake for several days until dissolved. If not quite bright filter through paper, and keep the bottle well corked or stoppered.
 Wm. Mixton.

White Wood as a Tobacco Cure.

The inner bark of the liriodendron tulipifera, or white poplar, is said to be a very efficient cure for the tobacco habit. The fresh inner bark may be chewed, or the powdered bark may be mixed with sugar and extract of licorice and pressed into a tablet, say of five grains of the bark. These tablets are to be allowed to dissolve in the mouth whenever the desire comes to take a chew or a smoke. The man who made the discovery cured himself, and also gave it to dozens of his friends with fine results.

Carbonated Cod Liver Oil.

By impregnating cod liver oil with carbonic anhydride the disagreeable taste of the oil is, to a great extent, masked, alteration of the oil is said to be prevented, and its administration facilitated even in the case of a person who has strong objection to the oil. Similar advantages are said to be secured in the case of castor by saturating it with carbonic anhydride. A German patent has been secured by the Helfenberg Company for the method of preparing effervescent oils.

How to Give Epsom Salts.

Dr. W. E. Putnam advises the following method of taking Epsom salts so as to avoid the taste: Use just enough water to completely dissolve the salts. From a second glassful of plain water drink two large swallows, take the salts quickly and drink the rest of the water in the second glass. He has suggested the putting up of magnesium sulphate tablets, five and ten grains, without coating.

Suitable Books.

Customer (hesitatingly)—I suppose—er—you have some—er—suitable books for a man—er—about to be married.
 Bookseller—Certainly, sir. Here, John, show this gentleman some of our account books—largest size.

SEE OUR WALL PAPERS

before you buy. We show the best patterns that the fifteen leading factories make. Our showing is not unequalled. Prices lower than ever. A card will bring salesman or samples.

HFYSTEK & CANFIELD CO.

Grand Rapids, Mich.
 The Michigan Wall Paper Jobbers.

Valentines for 1902

Complete new line now ready. The Best assortment we have ever shown. Wait for Traveler or send for Catalogue.

FRED BRUNDAGE, Muskegon, Mich.
 Wholesale Drugs and Stationery

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—Linseed Oil.

<div>Acetum</div> <div>Aceticum</div> <div>Benzoleum, German.</div> <div>Borac.</div> <div>Carbolicum</div> <div>Citricum</div> <div>Hydrochlor.</div> <div>Nitrosum</div> <div>Oxalicum</div> <div>Phosphoricum, dil.</div> <div>Salicylicum</div> <div>Sulphuricum</div> <div>Tannicum</div> <div>Tartaricum</div> <div>Ammonia</div> <div>Aqua, 16 deg.</div> <div>Aqua, 20 deg.</div> <div>Carbonas</div> <div>Chloridum</div> <div>Aniline</div> <div>Black</div> <div>Brown</div> <div>Red</div> <div>Yellow</div> <div>Bacca</div> <div>Cubebae</div> <div>Juniperus</div> <div>Xanthoxylum</div> <div>Balsamum</div> <div>Copaiba</div> <div>Peru</div> <div>Terabin, Canada</div> <div>Tolutan</div> <div>Cortex</div> <div>Abies, Canadian.</div> <div>Cassia</div> <div>Cinchona Flava.</div> <div>Euonymus atropurp.</div> <div>Myrica Cerifera, po.</div> <div>Prunus Virgin.</div> <div>Quillaja, gr'd.</div> <div>Sassafras, po. 20</div> <div>Ulmus, po. 15, gr'd</div> <div>Extractum</div> <div>Glycyrrhiza Glabra.</div> <div>Glycyrrhiza, po.</div> <div>Hæmatox, 15 lb. box</div> <div>Hæmatox, 1s.</div> <div>Hæmatox, 1/4s.</div> <div>Hæmatox, 1/4s.</div> <div>Ferru</div> <div>Carbonate Precip.</div> <div>Citrate and Quinia.</div> <div>Citrate Soluble.</div> <div>Ferrocyanidum Sol.</div> <div>Solut. Chloride.</div> <div>Sulphate, com'l.</div> <div>Sulphate, com'l. by</div> <div>Sulphate, pure.</div> <div>Flora</div> <div>Arnica</div> <div>Anthemis</div> <div>Matricaria.</div> <div>Folia</div> <div>Barosma</div> <div>Cassia Acutifol, Tin-</div> <div>nevelly</div> <div>Cassia, Acutifol, Alx.</div> <div>Salvia officinalis, 1/4s</div> <div>Uva Ursi.</div> <div>Gummi</div> <div>Acacia, 1st picked.</div> <div>Acacia, 2d picked.</div> <div>Acacia, 3d picked.</div> <div>Acacia, sifted sorts.</div> <div>Acacia, po.</div> <div>Aloe, Barb. po. 18@20</div> <div>Aloe, Cape, po. 15</div> <div>Aloe, Socotri. po. 40</div> <div>Ammoniac.</div> <div>Assafoetida, po. 40</div> <div>Benzoinum.</div> <div>Catechu, 1s.</div> <div>Catechu, 1/4s.</div> <div>Catechu, 1/4s.</div> <div>Camphora</div> <div>Euphorbium, po. 35</div> <div>Galbanum</div> <div>Gamboge, po. 30</div> <div>Guaiaacum, po. 25</div> <div>Kino, po. 30.75</div> <div>Mastic</div> <div>Myrrh, po. 45</div> <div>Opil, po. 4.40@4.90</div> <div>Shellac</div> <div>Shellac, bleached.</div> <div>Tragacanth</div> <div>Herba</div> <div>Absinthium, oz. pkg</div> <div>Eupatorium, oz. pkg</div> <div>Lobelia, oz. pkg</div> <div>Majorum, oz. pkg</div> <div>Mentha Pip. oz. pkg</div> <div>Mentha Vir. oz. pkg</div> <div>Rue, oz. pkg</div> <div>Tanacetum V oz. pkg</div> <div>Thymus, V, oz. pkg</div> <div>Magnesia</div> <div>Calcined, Pat.</div> <div>Carbonate, Pat.</div> <div>Carbonate, K. & M.</div> <div>'arbonate, Jennings</div> <div>Oleum</div> <div>Absinthium</div> <div>Amygdale, Dulc.</div> <div>Amygdale, Amare.</div> <div>Anisi</div> <div>Aurant Cortex.</div> <div>Bergamli</div> <div>Caliputi</div> <div>Caryophyll.</div> <div>Cedari</div> <div>Chenopadi</div> <div>Cinnamoni</div> <div>Citronella</div> <div>Conium Mac.</div> <div>Copaiba</div> <div>Cubeba</div> <div>Exechthitos</div> <div>Erigeron</div> <div>Gaultheria</div> <div>Geranium, ounce</div> <div>Gossypii, Sem. gal.</div> <div>Hedeoma</div> <div>Junipera</div> <div>Lavandula</div> <div>Limonis</div> <div>Mentha Piper.</div> <div>Mentha Verid.</div> <div>Morruha, gal.</div> <div>Myrcia</div> <div>Olive</div> <div>Pleis Liqulida.</div> <div>Pleis Liqulida, gal.</div> <div>Richia</div> <div>Rosmarini</div> <div>Rosae, ounce.</div> <div>Succin.</div> <div>Sabina</div> <div>Santal</div> <div>Sassafras.</div> <div>Sinapis, ess., ounce.</div> <div>Tiglli</div> <div>Thyme.</div> <div>Thyme, opt.</div> <div>Theobromas</div> <div>Potassium</div> <div>Bi-Carb.</div> <div>Bichromate</div> <div>Bromide</div> <div>Carb</div> <div>Chlorate, po. 17@19</div> <div>Cyanide</div> <div>Iodide</div> <div>Potassa, Bitart. pure</div> <div>Potassa, Bitart. com.</div> <div>Potass Nitras, opt.</div> <div>Potass Nitras.</div> <div>Prussiate.</div> <div>Sulphate po.</div> <div>Radix</div> <div>Aconitum.</div> <div>Althæa</div> <div>Anchusa</div> <div>Arum po.</div> <div>Calamus</div> <div>Gentiana, po. 15</div> <div>Glycyrrhiza, pv. 15</div> <div>Hydrastis Canaden.</div> <div>Hydrastis Can., po.</div> <div>Hellebore, Alba, po.</div> <div>Inula, po.</div> <div>Ipecac, po.</div> <div>Iris plox, po. 35@38</div> <div>Jalapa, pr.</div> <div>Maranta, 1/4s.</div> <div>Podophyllum, po.</div> <div>Rhel.</div> <div>Rhel, cut.</div> <div>Rhel, pv.</div> <div>Spigelia</div> <div>Sanguinaria, po. 15</div> <div>Serpentaria</div> <div>Senega</div> <div>Smilax officinalis H.</div> <div>Smilax, M.</div> <div>Sella Co.</div> <div>Symplocarpus, Foeti-</div> <div>dus, po.</div> <div>Valeriana, Eng. po. 30</div> <div>Valeriana, German.</div> <div>Zingiber a.</div> <div>Zingiber j.</div> <div>Semen</div> <div>Anisum, po. 18</div> <div>Apium (graveleons).</div> <div>Bird, 1s.</div> <div>Carul. po. 15</div> <div>Cardamom</div> <div>Coriandrum</div> <div>Cannabis Sativa.</div> <div>Cydonium</div> <div>Chenopodium</div> <div>Dipterix Odorata.</div> <div>Foeniculum</div> <div>Foenugreek, po.</div> <div>Lini</div> <div>Lini, gr'd. bbl. 4</div> <div>Lobelia</div> <div>Pharlaris Canarian.</div> <div>Rapa</div> <div>Sinapis Alba.</div> <div>Sinapis Nigra</div> <div>Spiritus</div> <div>Frumentl, W. D. Co.</div> <div>Frumentl, D. F. R.</div> <div>Frumentl</div> <div>Juniperis Co. O. T.</div> <div>Juniperis Co. B.</div> <div>Saacharum N. R.</div> <div>Spt. Vini Galli.</div> <div>Vini Oporto.</div> <div>Vini Alba.</div> <div>Sponges</div> <div>Florida sheeps' wool</div> <div>carriage.</div> <div>Nassau sheeps' wool</div> <div>carriage.</div> <div>Velvet extra sheeps'</div> <div>wool, carriage.</div> <div>Extra yellow sheeps'</div> <div>wool, carriage.</div> <div>Grass sheeps' wool,</div> <div>carriage.</div> <div>Hard, for slate use.</div> <div>Yellow Reef, for</div> <div>slate use.</div> <div>Syrups</div> <div>Acacia</div> <div>Aurant Cortex.</div> <div>Zingiber</div> <div>Ipecac.</div> <div>Ferri Iod.</div> <div>Rhe. 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GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

Family Whitefish
Rolled Oats
Corn Syrup
Flour

DECLINED

Scaled Herring

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Farinaceous Goods.....	5
Fish and Oysters.....	13
Flavoring Extracts.....	5
Fly Paper.....	6
Fresh Meats.....	6
Fruits.....	14
Grains and Flour.....	6
Herbs.....	6
Hides and Pelts.....	13
Indigo.....	6
Jelly.....	6
Lamp Burners.....	15
Lamp Chimneys.....	15
Lanterns.....	15
Lantern Globes.....	15
Licorice.....	7
Lye.....	7
Matches.....	7
Meat Extracts.....	7
Molasses.....	7
Mustard.....	7
Nuts.....	14
Oil Cans.....	15
Olive.....	6
Oyster Pails.....	7
Paper Bags.....	7
Paris Green.....	7
Pickles.....	7
Pipes.....	7
Potash.....	7
Provisions.....	7
Rice.....	8
Saleratus.....	8
Salt Soda.....	8
Salt.....	8
Salt Fish.....	8
Sauerkraut.....	8
Seeds.....	8
Shoe Blacking.....	8
Snuff.....	8
Soap.....	8
Soda.....	8
Spices.....	8
Starch.....	8
Stove Polish.....	8
Sugar.....	8
Syrups.....	8
Table Sauce.....	12
Tea.....	11
Tobacco.....	11
Twine.....	12
Vinegar.....	12
Washing Powder.....	12
Wicking.....	13
Woodenware.....	13
Wrapping Paper.....	13
Yeast Cake.....	13

1

AXLE GREASE

Aurora.....	doz. gross	55	6 00
Castor Oil.....	doz. gross	60	7 00
Diamond.....	doz. gross	50	4 25
Frazer's.....	doz. gross	75	9 00
IXL Golden, tin boxes	75	9 00	



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

BAKING POWDER

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

JAXON

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

Aretic, 4 oz. ovals, per gross	4 00
Aretic, 8 oz. ovals, per gross	6 00
Aretic 16 oz. round per gross	9 00

JENNINGS

CONDENSED PEARL

Small size, per doz.....40
Large size, per doz.....75

BROOMS

No. 1 Carpet.....	2 65
No. 2 Carpet.....	2 25
No. 3 Carpet.....	2 15
No. 4 Carpet.....	1 75
Parlor Gem.....	2 40
Common Whisk.....	2 85
Fancy Whisk.....	1 10
Warehouse.....	3 25

BRUSHES

Solid Back, 8 in.....	45
Solid Back, 11 in.....	95
Pointed Ends.....	85

Shoe

No. 8.....	1 00
No. 7.....	1 30
No. 6.....	1 70
No. 4.....	1 90

2

Stove

No. 3.....	75
No. 2.....	1 10
No. 1.....	1 75

BUTTER COLOR

W. R. & Co.'s, 15c size	1 25
W. R. & Co.'s, 25c size	2 00

CANNED GOODS

3 lb. Standards.....	1 00
Gallons, standards.....	3 25

Beans

Baked.....	1 00@1 30
Red Kidney.....	75@
String.....	70
Wax.....	70

Blueberries

Standard.....	85
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Brook Trout

2 lb. cans, Spiced.....	1 90
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Clams

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

Clam Bouillon

Burnham's, 1/2 pint.....	1 92
Burnham's, pints.....	3 60
Burnham's, quarts.....	7 20

Cherries

Red Standards.....	85
White.....	85

Corn

Fair.....	80
Good.....	85
Fancy.....	95

French Peas

Sur Extra Fine.....	22
Extra Fine.....	19
Fine.....	15
Moyen.....	11

Gooseberries

Standard.....	90
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Hominy

Standard.....	85
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Lobster

Star, 1/4 lb.....	2 15
Star, 1 lb.....	3 60
Picnic Tails.....	2 40

Mackerel

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

Mushrooms

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

Oysters

Cove, 1 lb.....	85
Cove, 2 lb.....	1 55
Cove, 1 lb Oval.....	95

Peaches

Pie.....	1 65@1 85
Yellow.....	1 00

Pears

Standard.....	1 00
Fancy.....	1 25

Peas

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

Plums

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

Pumpkin

Fair.....	95
Good.....	1 00
Fancy.....	1 10

Raspberries

Standard.....	1 15
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Russian Caviar

1/4 lb. cans.....	3 75
1/2 lb. cans.....	7 00
1 lb. can.....	12 00

Salmon

Columbia River, talls.....	@1 85
Columbia River, flats.....	@2 00
Red Alaska.....	1 30@1 40
Pink Alaska.....	1 10@1 25

Shrimps

Standard.....	1 50
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Sardines

Domestic, 1/4s.....	3 34
Domestic, 1/2s.....	5 4
Domestic, Mustard.....	11@14
California, 1/4s.....	17@24
French, 1/4s.....	7@14
French, 1/2s.....	18@28

Strawberries

Standard.....	1 00
Fancy.....	1 25

Succotash

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

3

Fair.....	1 15
Good.....	1 20
Fancy.....	1 25
Gallons.....	3 20

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

CARBON OILS

Barrels	@10 1/4
Perfection.....	@9 1/4
Diamond White.....	@8 1/4
D. S. Gasoline.....	@12 1/4
Deodorized Naphtha.....	@10 1/4
Cylinder.....	@29
Engine.....	@19
Black, winter.....	@9

CHEESE

Acme.....	@11 1/4
Amboy.....	@11 1/4
Carson City.....	@12
Elsie.....	@13
Emblem.....	@12 1/4
Gem.....	@12 1/4
Gold Medal.....	@11 1/4
Ideal.....	@12
Jersey.....	@12
Riverside.....	@12
Edam.....	@14 1/2
Lelden.....	@17
Limburger.....	@13 1/4
Pineapple.....	@50 1/2
Sugar Sago.....	@19 1/2

CHEWING GUM

American Flag Spruce.....	55
Beeman's Pepsin.....	55
Black Jack.....	55
Largest Gum Made.....	55
Sen Sen.....	1 00
Sen Sen Breath Perfume.....	55
Sugar Loaf.....	55
Yucatan.....	55

CHICORY

Bulk.....	5
Red.....	7
Eagle.....	4
Frank's.....	6 1/4
Schener's.....	6

CHOCOLATE

Walter Baker & Co.'s.....	23
German Sweet.....	31
Premium.....	46
Breakfast Cocoa.....	21
Runkel Bros.....	28
Vienna Sweet.....	31
Vanilla.....	31
Premium.....	31

CLOTHES LINES

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

COCOA

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

COCOANUT

Dunham's 1/4s.....	26
Dunham's 1/2s and 1/4s.....	26 1/4
Dunham's 1/2s.....	28
Dunham's 1/4s.....	13

COCOA SHELLS

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

COFFEE

Roasted

A-T-C

HIGH GRADE COFFEES

Spectral Combination.....	15
French Breakfast.....	17 1/4
Lenox, Mocha & Java.....	21
Old Gov't Java and Mocha.....	24
Private Estate, Java & Mocha.....	27
Supreme, Java and Mocha.....	27
Dwinnell-Wright Co.'s Brands.....	29
White House, 60-1s.....	29
White House, 30-2s.....	28
Excelsior M. & J., 60-1s.....	21 1/4
Excelsior M. & J., 30-2s.....	20 1/4
Royal Java.....	26 1/4
Royal Java & Mocha.....	26 1/4
Arabian Mocha.....	28 1/4
Aden Mocha.....	22 1/4

Freeman Merc. Co. Brands

Marx.....	11
Porto Rican.....	14
Honolulu.....	16 1/4
Parker House J & M.....	25
Monogram J & M.....	28
Mandehling.....	31 1/4

Rio

Common.....	10 1/4
Fair.....	11
Choice.....	13
Fancy.....	15

Santos

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

Maracaibo

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

4

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

Guatemala

6

COLEMAN'S
HIGH FOOT & JENKINS CLASS
EXTRACTS

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

JENNINGS' FLAVORING
EXTRACTS

D. C. Lemon 2 oz. 75
D. C. Vanilla 2 oz. 1 24
3 oz. 1 00 3 oz. 1 60
6 oz. 2 00 4 oz. 2 00
No. 4 T. 1 52 No. 3 T. 2 08
2 oz. Assorted Flavors 75c.

Our Tropical

2 oz. full measure, Lemon. 75
4 oz. full measure, Lemon. 1 50
2 oz. full measure, Vanilla. 90
4 oz. full measure, Vanilla. 1 80

Standard.
2 oz. Panel Vanilla Tonka. 70
2 oz. Panel Lemon. 60

FLY PAPER

Tanglefoot, per box. 35
Tanglefoot, per case. 3 20

FRESH MEATS

Beef

Carcass. 6 @ 8
Forequarters. 5 @ 6
Hindquarters. 6 @ 8 1/2
Loins. 9 @ 12
Ribs. 8 @ 10
Rounds. 6 @ 7 1/2
Chucks. 5 @ 6
Plates. 3 @ 5

Pork

Dressed. 6 1/2 @ 8 1/2
Loins. 8 @ 9 1/2
Boston Butts. 8 1/2 @ 9 1/2
Shoulders. 8 @ 9
Leaf Lard. 8 @ 9

Mutton

Carcass. 5 1/2 @ 7
Lambs. 7 @ 8

Veal

Carcass. 6 @ 7

GRAINS AND FLOUR

Wheat

Wheat. 82

Winter Wheat Flour

Local Brands

Patents. 4 50
Second Patent. 4 10
Straight. 3 90
Second Straight. 3 70
Clear. 3 40
Graham. 3 75
Buckwheat. 3 75
Rye. 3 30
Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.

Ball-Barnhart-Putman's Brand

Diamond 1/2s. 4 00
Diamond 1/4s. 4 00
Diamond 1/8s. 4 00
Worden Grocer Co.'s Brand

Quaker 1/2s. 4 20
Quaker 1/4s. 4 20
Quaker 1/8s. 4 20

Spring Wheat Flour

Clark-Jewell-Well's Co.'s Brand

Pillsbury's Best 1/2s. 4 60
Pillsbury's Best 1/4s. 4 50
Pillsbury's Best 1/8s. 4 40
Pillsbury's Best 1/4s paper. 4 40
Pillsbury's Best 1/8s paper. 4 40

Ball-Barnhart-Putman's Brand

Duluth Imperial 1/2s. 4 50
Duluth Imperial 1/4s. 4 40
Duluth Imperial 1/8s. 4 30
Lemon & Wheeler Co.'s Brand

Wingold 1/2s. 4 45
Wingold 1/4s. 4 35
Wingold 1/8s. 4 25
Olney & Judson's Brand

Ceresota 1/2s. 4 60
Ceresota 1/4s. 4 50
Ceresota 1/8s. 4 40
Worden Grocer Co.'s Brand

Laurel 1/2s. 4 60
Laurel 1/4s. 4 50
Laurel 1/8s. 4 40
Laurel 1/2s and 1/4s paper. 4 40

Meal

Bolted. 2 75
Granulated. 2 95

Feed and Millstuffs

St. Car Feed, screened. 26 00
No. 1 Corn and Oats. 25 50
Unbolted Corn Meal. 24 50
Winter Wheat Bran. 21 00
Winter Wheat Middlings. 22 00
Screenings. 20 00

Oats

Car lots. 50
Car lots, clipped. 55
Less than car lots.

Corn

Corn, car lots. 63

Hay

No. 1 Timothy car lots. 10 50
No. 1 Timothy ton lots. 12 50

HERBS

Sage. 15
Hops. 15
Laurel Leaves. 15
Senna Leaves. 25

7

INDIGO

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

JELLY

5 lb. pails per doz. 1 90
15 lb. pails. 38
30 lb. pails. 72

KRAUT

Barrel. 5 00
1/4 Barrel. 3 38

LICORICE

Pure. 30
Calabria. 23
Sticky. 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

MEAT EXTRACTS

Armour & Co.'s, 2 oz. 4 45
Liebig's, 2 oz. 2 75

MOLASSES

New Orleans

Fancy Open Kettle. 40
Choice. 35
Fair. 26
Good. 22

Half-barrels 20 extra

MUSTARD

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

OLIVES

Bulk, 1 gal. kegs. 1 25
Bulk, 3 gal. kegs. 1 10
Bulk, 5 gal. kegs. 1 00

Manzanilla, 7 oz. 2 35
Queen, pints. 2 35
Queen, 19 oz. 4 50
Queen, 28 oz. 7 00

Stuffed, 5 oz. 90
Stuffed, 8 oz. 1 45
Stuffed, 10 oz. 2 30

PAPER BAGS

Continental Paper Bag Co.

Ask your Jobber for them.

Glory Mayflower
Satchel & Pacific
Bottom Square

1/4. 28
1/2. 34
3/4. 44
1. 54
2. 66
3. 76
4. 90
5. 1 06
6. 1 28
7. 1 38
8. 1 60
9. 2 24
10. 2 34
11. 2 44
12. 2 62
13. 5 00
14. 5 50

Sugar

Red. 4 1/2
Gray. 4 1/2

PICKLES

Medium

Barrels, 1,200 count. 7 75
Half bbls, 600 count. 4 38

Small

Barrels, 2,400 count. 8 75
Half bbls, 1,200 count. 5 00

PIPES

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

POTASH

48 cans in case.

Babbitt's. 4 00
Penna Salt Co.'s. 3 00

PROVISIONS

Barreled Pork

Mess. 16 75
Back. 18 00
Clear back. 18 00
Short cut. 17 50
Pig. 16 00
Bean. 16 00
Family Mess. 16 00
Wallace Clear. 17 50

Dry Salt Meats

Belles. 9 1/2
Briskets. 9 1/2
Extra shorts. 9 1/2

Smoked Meats

Hams, 12 lb. average. 11 1/2
Hams, 14 lb. average. 11 1/2
Hams, 16 lb. average. 11 1/2
Hams, 20 lb. average. 11 1/2
Ham dried beef. 12 1/2
Shoulders (N. Y. cut). 8 1/2
Bacon, clear. 10 1/2
California hams. 7 1/2
Boiled Hams. 12 1/2
Picnic Boiled Hams. 12 1/2
Berlin Ham pr's'd. 9 1/2
Mince Hams. 9 1/2

Lards-In Tierces

Compound. 7 1/2
Pure. 7 1/2
Vegetable. 8 1/2

60 lb. Tubs. advance. 1 1/2
80 lb. Tubs. advance. 1 1/2
50 lb. Tins. advance. 1 1/2
20 lb. Pails. advance. 1 1/2
10 lb. Pails. advance. 1 1/2
5 lb. Pails. advance. 1 1/2

1. 1
2. 1
3. 1
4. 1
5. 1
6. 1
7. 1
8. 1
9. 1
10. 1

8

Sausages

Bologna. 6
Liver. 6
Frankfort. 7 1/2 @ 8
Pork. 9
Blood. 6
Tongue. 6
Headcheese. 6

Beef

Extra Mess. 10 75
Boneless. 11 00
Rump. 11 00

Pigs' Feet

1/4 bbls, 40 lbs. 1 80
1/2 bbls, 80 lbs. 3 20

9

Whitefish

No. 1 No. 2 Fam
100 lbs. 8 00 3 50
40 lbs. 3 50 1 70
10 lbs. 95 50
8 lbs. 79 43

SEEDS

Anise. 9
Canary, Smyrna. 3 1/2
Caraway. 7 1/2
Cardamon, Malabar. 1 00
Celery. 10
Hemp, Russian. 4
Mixed Bird. 4
Mustard, white. 7
Poppy. 6
Rape. 4
Cuttle Bone. 14

SHOE BLACKING

Handy Box, large. 2 50
Handy Box, small. 1 25
Bixby's Royal Polish. 85
Miller's Crown Polish. 85

SNUFF

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

SOAP

B. T. Rabbit brand—
Beaver Soap Co. brands

GRAND PAS

WONDER SOAP

50 cakes, large size. 3 25
100 cakes, large size. 6 50
50 cakes, small size. 1 95
100 cakes, small size. 3 85

Bell & Bogart brands—
Coal Oil Johnny. 4 00
King Cole. 4 00
Detroit Soap Co. brands—
Queen Anne. 3 35
Big Bargain. 1 90
Umpire. 2 25
German Family. 2 65
Dingman. 3 85
N. K. Fairbanks brands—
Santa Claus. 3 40
Brown. 2 22
Fairy. 4 00
Fels brand—
Naptha. 4 00
Gowans & Sons brands—
Oak Leaf. 3 25
Oak Leaf, big 5. 4 25

Domestic

Carolina head. 6 1/2
Carolina No. 1. 6
Carolina No. 2. 5 1/2
Broken. 5 1/2

Imported.

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

SALE RATUS

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
Wyandotte, 100 1/2s. 3 00

SAL SODA

Granulated, bbls. 90
Granulated, 100 lb. cases. 1 00
Lump, bbls. 80
Lump, 145 lb. kegs. 85

SALT

Buckeye

100 3 lb. bags. 3 00
50 6 lb. bags. 3 00
22 14 lb. bags. 2 75
In 5 bbl. lots 5 per cent. discount.

Diamond Crystal

Table, cases, 24 3 lb. boxes. 1 40
Table, barrels, 100 3 lb. bags. 3 00
Table, barrels, 40 7 lb. bags. 2 75
Butter, barrels, 200 lb. bulk. 2 65
Butter, barrels, 20 14 lb. bags. 2 85
Butter, sacks, 28 lbs. 27
Butter, sacks, 56 lbs. 67

Common Grades

100 3 lb. sacks. 2 25
60 5 lb. sacks. 2 15
28 10 lb. sacks. 2 05
56 lb. sacks. 40
28 lb. sacks. 22

56 lb. dairy in drill bags. 40
28 lb. dairy in drill bags. 20

Ashton

56 lb. dairy in linen sacks. 60

Higgins

56 lb. dairy in linen sacks. 60

Solar Rock

56 lb. sacks. 25

Granulated Fine

85
Medium Fine. 90

SALT FISH

Cod

Georges cured. 6
Georges genuine. 6 1/2
Georges selected. 7
Grand Bank. 6
Strips or bricks. 6 1/2 @ 10 1/2
Pollock. 8 1/2

Halibut.

Strips. 10
Chunks. 12

Trout

No. 1 100 lbs. 5 50
No. 1 40 lbs. 2 50
No. 1 10 lbs. 70
No. 1 8 lbs. 59

Herring

Holland white hoops, bbl. 11 00
Holland white hoops, 1/2 bbl. 5 75
Holland white hoop, keg. 75
Holland white hoop mchs. 85
Norwegian. 85
Round 100 lbs. 3 35
Round 40 lbs. 1 65
Scales. 14
Bloaters. 1 60

Mackerel

Mess 100 lbs. 11 00
Mess 40 lbs. 4 70
Mess 10 lbs. 1 25
Mess 8 lbs. 1 03
No. 1 100 lbs. 9 50
No. 1 40 lbs. 4 10
No. 1 10 lbs. 1 10
No. 1 8 lbs. 91
No. 2 100 lbs. 8 00
No. 2 40 lbs. 3 50
No. 2 10 lbs. 95
No. 2 8 lbs. 79

Whole Spices

Allspice. 12
Cassia, China in mats. 12
Cassia, Batavia, in bund. 28
Cassia, Saigon, broken. 38
Cassia, Saigon, in rolls. 55
Cloves, Amboyina. 17
Cloves, Zanzibar. 14
Mace. 55
Nutmegs, 75-80. 50
Nutmegs, 105-10. 40
Nutmegs, 115-20. 35
Pepper, Singapore, black. 18
Pepper, Singapore, white. 28
Pepper, shot. 28

Pure Ground in Bulk

Allspice. 16
Cassia, Batavia. 28
Cassia, Saigon. 50
Cassia, Saigon, broken. 50
Cubes. 5 25
Powdered. 5 10
Coarse Powdered. 5 10
XXX Powdered. 5 15
Fine Granulated. 4 95
2 lb. bags Fine Gran. 5 05
5 lb. bags Fine Gran. 5 35
Mould A. 5 00
Diamond A. 5 00
Confectioner's A. 4 85
No. 1, Columbia A. 4 70
No. 2, Windsor A. 4 65
No. 3, Ridgewood A. 4 65
No. 4, Phoenix A. 4 60
No. 5, Empire A. 4 55
No. 6. 4 45
No. 7. 4 35

SYRUPS

Barrels. 23
Half bbls. 25
10 lb. cans, 1/2 doz. in case. 1 70
5 lb. cans, 1 doz. in case. 1 90
2 1/2 lb. cans, 2 doz. in case. 1 60

10

Pure Cane

Fair. 16
Good. 20
Choice. 25

STARCH

Kingsford's Corn
40 1-lb. packages. 6 1/2
20 1-lb. packages. 7
6 lb. packages. 7 1/2

Kingsford's Silver Gloss

40 1-lb. packages. 7 1/2

Common Gloss

1-lb. packages. 5 1/2
3-lb. packages. 5
6-lb. packages. 6
40 and 50-lb. boxes. 3 1/2
Barrels. 3 1/2

11

No. 8. 4 25
No. 9. 4 20
No. 10. 4 15
No. 11. 4 10
No. 12. 4 05
No. 13. 4 10
No. 14. 4 05
No. 15. 4 08
No. 16. 4 00

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. 10 @ 21
Fannings. 20 @ 22

Gunpowder

Moyune, medium. 26
Moyune, choice. 35
Moyune, fancy. 50
Pingsuey, medium. 25
Pingsuey, choice. 30
Pingsuey, fancy. 40

BEST GLOSS STARCH

CHAS. POPE GLUCOSE CO. CHICAGO

BEST GLOSS STARCH

CHAS. POPE GLUCOSE CO. CHICAGO

BEST GLOSS STARCH

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CHAS. POPE GLUCOSE CO. CHICAGO

BEST GLOSS STARCH

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10

Pure Cane

Fair. 16
Good. 20
Choice. 25

STARCH

Kingsford's Corn
40 1-lb. packages. 6 1/2
20 1-lb. packages. 7
6 lb. packages. 7 1/2

Kingsford's Silver Gloss

40 1-lb. packages. 7 1/2

Common Gloss

1-lb. packages. 5 1/2
3-lb. packages. 5
6-lb. packages. 6
40 and 50-lb. boxes. 3 1/2
Barrels. 3 1/2

11

No. 8. 4 25
No. 9. 4 20
No. 10. 4

12	
Protection.....	38
Sweet Burley.....	40
Sweet Loma.....	38
Tiger.....	39
Plug	
Flat Iron.....	33
Crepe de Menthe.....	30
Stronghold.....	39
Elmo.....	33
Sweet Chunk.....	37
Forge.....	33
Red Cross.....	32
Palo.....	36
Kylo.....	36
Hlawatha.....	41
Battle Axe.....	37
American Eagle.....	34
Standard Navy.....	37
Spear Head, 16 oz.....	42
Spear Head, 8 oz.....	44
Nobby Twist.....	43
Jolly Tar.....	38
Old Honesty.....	44
Toddy.....	34
J. T.....	38
Piper Heldsick.....	63
Boot Jack.....	81
Jelly Cake.....	36
Plumb Bob.....	32
Honey Dip Twist.....	39
Smoking	
Hand Pressed.....	40
Ibox.....	28
Sweet Core.....	36
Flat Car.....	35
Great Navy.....	37
Warpath.....	27
Bamboo, 8 oz.....	29
Bamboo, 16 oz.....	27
1 X L, 5 lb.....	27
1 X L, 16 oz. pails.....	31
Honey Dew.....	37
Gold Block.....	37
Flagman.....	41
Chips.....	34
Klin Dried.....	22
Duke's Mixture.....	38
Duke's Cameo.....	40
Myrtle Navy.....	40
Yum Yum, 1 lb. oz.....	40
Yum Yum, 1 lb. pails.....	38
Yum Yum.....	37
Corn Cake, 2 1/2 oz.....	24
Corn Cake, 1 lb.....	22
Plow Boy, 1 1/2 oz.....	40
Plow Boy, 3 1/2 oz.....	39
Peerless, 3 1/2 oz.....	34
Peerless, 1 1/2 oz.....	36
Indicator, 2 1/2 oz.....	28
Indicator, 1 lb. pails.....	31
Col. Choice, 2 1/2 oz.....	21
Col. Choice, 8 oz.....	21
TABLE SAUCES	
LEA & PERRIN'S 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 55
Salad Dressing, small.....	2 75
TWINE	
Cotton, 3 ply.....	16
Cotton, 4 ply.....	16
Jute, 2 ply.....	12
Hemp, 6 ply.....	12
Flax, medium.....	20
Wool, 1 lb. balls.....	7 1/2
VINEGAR	
Malt White Wine, 40 grain.....	8
Malt White Wine, 80 grain.....	11
Pure Cider, B. & B. brand.....	11
Pure Cider, Red Star.....	12
Pure Cider, Robinson.....	12
Pure Cider, Silver.....	12
WASHING POWDER	
Gold Dust, regular.....	4 50
Gold Dust, sc.....	4 00
Rub-No-More	
Rub-No-More.....	3 50
Pearline.....	3 75
Scourine.....	3 50
WICKING	
No. 0, per gross.....	20
No. 1, per gross.....	25
No. 2, per gross.....	35
No. 3, per gross.....	55
WOODENWARE	
Baskets	
Bushels.....	85
Bushels, wide band.....	1 15
Market.....	30
Splint, large.....	6 00
Splint, medium.....	5 00
Splint, small.....	4 00
Willow Clothes, large.....	5 50
Willow Clothes, medium.....	5 00
Willow Clothes, small.....	4 75
Butter Plates	
No. 1 Oval, 250 in. crate.....	45
No. 2 Oval, 250 in. crate.....	50
No. 3 Oval, 250 in. crate.....	55
No. 5 Oval, 250 in. crate.....	65
Egg Crates	
Humpty Dumpty.....	2 25
No. 1, complete.....	30
No. 2, complete.....	25
Clothes Pins	
Round head, 5 gross box.....	45
Round head, cartons.....	62

13	
Mop Sticks	
Trojan spring.....	90
Eclipse patent spring.....	85
No. 1 common.....	75
No. 2 patent brush holder.....	85
19 lb cotton mop heads.....	1 25
Ideal No. 7.....	90
Pails	
2-hoop Standard.....	1 40
3-hoop Standard.....	1 60
2-wire, Cable.....	1 80
3-wire, Cable.....	1 70
Cedar, all red, brass bound.....	1 25
Paper, Eureka.....	2 25
Fibre.....	2 40
Toothpicks	
Hardwood.....	2 50
Softwood.....	2 75
Banquet.....	1 80
Ideal.....	1 50
Tubs	
26-inch, Standard, No. 1.....	6 00
18-inch, Standard, No. 2.....	5 00
16-inch, Standard, No. 3.....	4 00
26-inch, Cable, No. 1.....	6 00
18-inch, Cable, No. 2.....	5 00
16-inch, Cable, No. 3.....	5 00
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 25
Single Peerless.....	2 60
Northern Queen.....	2 50
19 in. Butter.....	3 00
Double Duplex.....	2 75
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 00
19 in. Butter.....	4 00
Assorted 13-15-17.....	1 75
Assorted 15-17-19.....	2 50
WRAPPING PAPER	
Common Straw.....	1 1/4
Fiber Manila, white.....	3 1/4
Fiber Manila, colored.....	4 1/4
No. 1 Manila.....	4
Cream Manila.....	3
Butcher's Manila.....	2 1/4
Wax Butter, short count.....	13
Wax Butter, full count.....	20
Wax Butter, rolls.....	15
YEAST CAKE	
Magic, 3 doz.....	1 00
Sunlight, 3 doz.....	1 00
Sunlight, 1 1/2 doz.....	50
Yeast Cream, 3 doz.....	1 00
Yeast Foam, 3 doz.....	1 00
Yeast Foam, 1 1/2 doz.....	50
FRESH FISH	
Per lb.	
White fish.....	32 10
Trout.....	82 9
Black Bass.....	102 11
Halibut.....	2 15
Ciscoes or Herring.....	2 5
Bluefish.....	12
Live Lobster.....	20
Boiled Lobster.....	20
Cod.....	10
Haddock.....	7
No. 1 Pickerel.....	9
Pike.....	8
Perch.....	5
Smoked White.....	11
Red Snapper.....	11
Col River Salmon.....	13 1/2
Mackerel.....	15
Oysters.	
Can Oysters.....	40
F. H. Counts.....	33
F. S. D. Selects.....	27
Selects.....	27
Bulk Oysters	
Counts.....	1 75
Extra Selects.....	1 60
Selects.....	1 35
Standards.....	1 10
HIDES AND PELTS	
The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:	
Hides	
Green No. 1.....	2 7 1/2
Green No. 2.....	2 6 1/2
Cured No. 1.....	2 3 1/2
Cured No. 2.....	2 2 1/2
Calfskins, green No. 1.....	2 9
Calfskins, green No. 2.....	2 7 1/2
Calfskins, cured No. 1.....	2 10
Calfskins, cured No. 2.....	2 8 1/2
Pelts	
Pelts, each.....	50 20
Lamb.....	30 65
Tallow	
No. 1.....	2 4 1/2
No. 2.....	2 3 1/2
Wool	
Washed, fine.....	20
Washed, medium.....	23
Unwashed, fine.....	26
Unwashed, medium.....	28
CANDIES	
Stick Candy	
Standard.....	2 7 1/2
Standard H. H.....	2 7 1/2
Standard Twist.....	2 8
Cut Leaf.....	2 9
Jumbo, 32 lb.	
Extra H. H.....	2 7 1/2
Boston Cream.....	2 10 1/2
Beet Root.....	2 10

14	
Mixed Candy	
Grocers.....	2 6 1/2
Competition.....	2 7
Special.....	2 7 1/2
Conserve.....	2 7 1/2
Royal.....	2 8 1/2
Ribbon.....	2 9
Broken.....	2 8
Cut Leaf.....	2 3 1/2
English Rock.....	2 9
Kindergarten.....	2 9
Bon Ton Cream.....	2 9
French Cream.....	2 10
Dandy Pan.....	2 10
Hand Made Cream mixed.....	2 14 1/2
Crystal Cream mix.....	2 13
Fancy-In Pails	
Champ. Crys. Gums.....	8 1/2
Pony Hearts.....	15
Fairy Cream Squares.....	12
Fudge Squares.....	12
Peanut Squares.....	9
Sugared Peanuts.....	11
Salted Peanuts.....	12
Starlight Kisses.....	10
San Blas Goodies.....	2 12
Lozenges, plain.....	2 9 1/2
Lozenges, printed.....	2 10
Choc. Drops.....	2 11 1/2
Eclipse Chocolates.....	2 13 1/2
Choc. Monumentals.....	2 14
Victoria Chocolate.....	2 15
Gum Drops.....	2 5 1/2
Moss Drops.....	2 9 1/2
Lemon Sours.....	2 9 1/2
Imperial.....	2 9 1/2
Ital. Cream Opera.....	2 12
Ital. Cream Bonbons.....	2 12
20 lb. pails.....	2 12
Molasses Chews, 15 lb. pails.....	2 13
Golden Waffles.....	2 12
Fancy-In 5 lb. Boxes	
Lemon Sours.....	2 55
Peppermint Drops.....	2 60
Chocolate Drops.....	2 65
H. M. Choc. Drops.....	2 85
H. M. Choc. Lt. and Dk. No. 12.....	2 1 00
Gum Drops.....	2 35
Licorice Drops.....	2 75
Lozenges, plain.....	2 55
Lozenges, printed.....	2 60
Imperial.....	2 60
Moths.....	2 60
Cream Bar.....	2 65
Molasses Bar.....	2 55
Hand Made Creams.....	2 90
Cream Buttons, Pep. and Wint.....	2 65
String Rock.....	2 85
Wintergreen Berries.....	2 60
Caramels	
Clipper, 20 lb. pails.....	2 9
Standard, 20 lb. pails.....	2 10
Perfection, 20 lb. pails.....	2 12 1/2
Amazon, Choc Cov'd Korker 2 for 10 pr bx.....	2 15
Big 3, 3 for 10 pr bx.....	2 55
Dukes, 2 for 10 pr bx.....	2 60
Favorite, 4 for 10 pr bx.....	2 60
AA Cream Carl's 3 lb.....	2 50
FRUITS	
Oranges	
Florida Russett.....	23 25
Florida Bright.....	23 25
Fancy Navels.....	23 50
Extra Choice.....	23 50
Late Valencia.....	2
Seedlings.....	2
Medt. Sweets.....	2
Jamalca.....	2
Rodl.....	2
Lemons	
Verdell, ex fcy 300.....	2
Verdell, fcy 300.....	3 70 24 00
Verdell, ex chco 300.....	2
Verdell, fcy 300.....	2
Malori Lemons, 300.....	2
Messinas 300s.....	3 75 24 00
Messinas 300s.....	3 50 23 75
Bananas	
Medium bunches.....	1 50 22 00
Foreign Dried Fruits	
Figs	
California, Fancy.....	2
Cal. pkg. 10 lb. boxes.....	2 93
Extra Choice, Turk.....	2
10 lb. boxes.....	2 12
Fancy, Turk., 12 lb. boxes.....	2 14
Pulled, 6 lb. boxes.....	2
Naturals, in bags.....	2
Dates	
Fards in 10 lb. boxes.....	2
Fards in 60 lb. cases.....	2
Hallowi.....	4 1/2 5
lb. cases, new.....	2
Sairs, 60 lb. cases.....	4 1/2 6
NUTS	
Almonds, Tarragona.....	2 16
Almonds, Ivica.....	2
Almonds, California, soft shelled.....	15 20 16
Brazil.....	2 16 1/2
Pistachio.....	2 13
Walnuts, Greenies.....	2 13
Walnut, soft shelled.....	2 13
California No. 1.....	2 13
Table Nuts, fancy.....	2 13 1/2
Pecans, Med.....	2 10
Pecans, Ex. Large.....	2 13
Pecans, Jumbos.....	2 13
Hickory Nuts per bu.....	2
Ohio, new.....	2 2 75
Cocoanuts, full sacks.....	2
Chestnuts, per bu.....	2
Peanuts	
Fancy, H. P., Suns.....	5 2
Fancy, H. P., Suns.....	6 2 6 1/2
Roasted.....	2
Choice, H. P., Extras.....	2
Choice, H. P., Extras.....	2
Roasted.....	2
Span. Shld No. 1 in w.....	6 2 7

15	
STONEWARE	
Butters	
1/2 gal., per doz.....	48
1 to 6 gal., per gal.....	6
8 gal. each.....	54
10 gal. each.....	65
12 gal. each.....	78
15 gal. meat-tubs, each.....	1 20
25 gal. meat-tubs, each.....	1 60
30 gal. meat-tubs, each.....	2 25
30 gal. meat-tubs, each.....	2 70
Churns	
2 to 6 gal., per gal.....	6 1/2
Churn Dashers, per doz.....	84
Milkpans	
1/2 gal. fat or rd. bot., per doz.....	48
1 gal. nat or rd. bot., each.....	6
Fine Glazed Milkpans	
1/2 gal. flat or rd. bot., per doz.....	60
1 gal. flat or rd. bot., each.....	6
Stewpans	
1/2 gal. fireproof, ball, per doz.....	85
1 gal. fireproof, ball, per doz.....	1 10
Jugs	
1/2 gal. per doz.....	60
1 gal. per doz.....	45
1 to 5 gal., per gal.....	7 1/2
Sealing Wax	
5 lbs. in package, per lb.....	2
LAMP BURNERS	
No. 0 Sun.....	35
No. 1 Sun.....	38
No. 2 Sun.....	48
No. 3 Sun.....	85
Tubular.....	50
Nutmeg.....	50
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun.....	1 38
No. 1 Sun.....	1 54
No. 2 Sun.....	2 24
Anchor Carton Chimneys	
Each chimney in corrugated carton.	
No. 0 Crimp.....	1 50
No. 1 Crimp.....	1 78
No. 2 Crimp.....	2 48
First Quality	
No. 0 Sun, crimp top, wrapped & lab.....	1 85
No. 1 Sun, crimp top, wrapped & lab.....	2 00
No. 2 Sun, crimp top, wrapped & lab.....	2 90
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.....	1 00
No. 2 Sun, plain bulb, per doz.....	1 25
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).....	4

Danger in Mixing Business and Philanthropy.

The recent announcement from Los Angeles, Cal., that Alfred Dolge, formerly a resident of Dolgeville, N. Y., has filed a petition in bankruptcy, in which he asks to be relieved of debts amounting to \$1,645,043.61, calls attention to an interesting business subject. In his explanatory statement Mr. Dolge alleges that his trouble came about through business reverses and misfortunes brought upon him as the result of machinations, frauds and conspiracies of other persons in whom he had implicit trust and confidence. He was a manufacturer of felt shoes and felt piano covers. Besides this business he was interested in a large number of other enterprises. He was exceedingly prosperous for a series of years. That was when he managed his own business. Then he began to mix business and philanthropy. Business and philanthropy are both splendid things, but there seems to be grave danger in trying to mix the two. Not that a business man cannot be a philanthropist. Indeed, many of the most successful men in all lines of industry are exceedingly philanthropic. Carnegie gives so many millions to charity that the average man gets tired counting them; Rockefeller founded one of the greatest educational institutions in the country and endows it munificently; Helen Gould employs half a dozen secretaries looking after her bountiful charities, and we can all record from memory the names of half a hundred members in the various branches of the shoe and leather trade who are in the habit of giving thousands of dollars to benevolent and charitable institutions without saying a word about it. Alfred Dolge might have given away a few millions in the course of years without being any the worse off financially had he done so after business hours. He tried the experiment, however, that has wrecked so many thousands of making a sort of profit-sharing enterprise of his business. In other words he was carried away with an Eutopian scheme, which would not work in the long run, because people he thus sought to benefit had too much of the old Adam selfishness in them which impelled them to take advantage of their benefactor. As they were part of the profit sharers, they got an idea, no doubt, that their services could not be dispensed with, and he soon had an army of "soldiers" around him. That was the beginning of the end. He lost control of his own business and things went from bad to worse. "Business is business," is an old saying, but it is one of the truest that has come down to us from somewhere in the dim and misty past. Some good old Patriarch probably gave utterance to it. The successful business man who hopes to continue successful will give away a thousand dollars to charities after business hours rather than lose a cent by allowing some one to take advantage of him during the hours he devotes to his business, and he is right in doing so.

Numerous Novelties in the Doll Line This Season.

Many additions to the doll line have been made this year. In fact, not for many years have so many new dolls been brought out. During the Spanish war and immediately afterward everything was military or naval. Now sentiment has tended the other way, and military dolls are not so much seen. It is sporting dolls, society dolls, and dolls representing various other people. There

are many from foreign manufacturers which are reproductions of foreign personages, the costuming and other features being as nearly perfect as it is possible to make them. These are proving popular, and are selling freely at well-sustained prices. The danger seems to be that there will scarcely be enough to fill orders at regular rates. Hence the necessity for cutting doesn't seem apparent.

Among the novelties may be noted a Chinese Boxer, which is sure to please. For the child who still cares for military matters this doll has some attractions. There are three in a set, and they can be stood up and knocked down with toy cannon if desired. The expression of the faces and the costuming are correct. Possibly they might be considered of some educational value for that reason.

The Pan-American series had some vogue earlier in the season, but with the passing of the Exposition they are not selling as readily. These were simply dolls dressed to represent the nations supposed to be a part of the fair. Some were nicely made up and were attractive for the reason that they brought to the child's notice new ideas in costuming.

Another doll is dressed in complete Scotch costume including plaid kilt and scarf. There are two little doll school children, the boy clad in cap and sweater with his books under his arm, and the girl dressed in immaculate pinafore with miniature slate in hand.

Another couple represent golfers. The boy is dressed in golf trousers and hose with a red sweater. The girl has a plaid golf skirt and a golf cape as nicely made as one ever worn by any golf girl.

There are many other varieties, but those following the popular fads of the day are perhaps most distinctive, and will attract attention wherever shown.

With the dolls go doll houses, which are especially elaborate this season. They are so constructed that they open and permit the arrangements to be made within as comfortably as in a regular house. They range in price from 25 cents to \$5, the latter price purchasing a miniature house complete.—American Stationer.

Worry As a Success Killer.

Perhaps there is nothing else so utterly foolish and unprofitable as a habit of worrying. It saps the nervous energy and robs us of the strength and vitality necessary for the real work of life. It makes existence a burden and weariness, instead of a perpetual joy and blessing, as it should be. Poise and serenity are necessary to the complete development of character and true success. The man who worries is never self-centered, never perfectly balanced, never at his best; for every moment of mental anxiety takes away vitality and power, and robs him of manhood and power. Worrying indicates a lack of confidence in our strength; it shows that we are unbalanced, that we do not lay hold of the universal energy which leaves no doubt, no uncertainty. The man who does not worry, who believes in himself, touches the wires of infinite power. Never doubting, never hesitating, he is constantly reinforced from the Omnipotence that creates planets and suns. The habit of worry is largely a physical infirmity; it is an evidence of lack of harmony in the mental system. The well-poised soul, the self-centered man, never wobbles or hesitates. The infinite balance wheel preserves him from all shocks, and all accident or uncertainty. Enough vital energy has been wasted in useless worry to run all the affairs of the world.

Hardware Price Current

Ammunition		Levels	
Caps		Stanley Rule and Level Co.'s.....dis	
G. D., full count, per m.....	40	Mattocks	
Hicks' Waterproof, per m.....	50	Adze Eye.....\$17 00..dis	
Musket, per m.....	75	Metals—Zinc	
Ely's Waterproof, per m.....	60	600 pound casks.....	
Cartridges		Per pound.....	
No. 22 short, per m.....	2 50	Miscellaneous	
No. 22 long, per m.....	3 00	Bird Cages.....	
No. 32 short, per m.....	5 00	Pumps, Clsters.....	
No. 32 long, per m.....	5 75	Screws, New List.....	
Primers		Casters, Bed and Plate.....	
No. 2 U. M. C., boxes 250, per m.....	1 20	Dampers, American.....	
No. 2 Winchester, boxes 250, per m.....	1 20	Molasses Gates	
Gun Wads		Stebbins' Pattern.....	
Black edge, Nos. 11 and 12 U. M. C.....	60	Enterprise, self-measuring.....	
Black edge, Nos. 9 and 10, per m.....	70	Pans	
Black edge, No. 7, per m.....	80	Fry, Acme.....	
Loaded Shells		Common, polished.....	
New Rival—For Shotguns		Patent Planished Iron	
No. 120.....	2 90	"A" Wood's patent planished, Nos. 24 to 27.....	
No. 128.....	2 90	"B" Wood's patent planished, Nos. 25 to 27.....	
No. 128 1/2.....	2 90	Broken packages 1/2c per pound extra.	
No. 135.....	2 95	Planes	
No. 154.....	3 00	Ohio Tool Co.'s, fancy.....	
No. 200.....	2 50	Sciota Bench.....	
No. 208.....	2 50	Sandusky Tool Co.'s, fancy.....	
No. 236.....	2 65	Bench, first quality.....	
No. 265.....	2 70	Nails	
No. 264.....	2 70	Advance over base, on both Steel and Wire.	
Discount 40 per cent.		Steel nails, base.....	
Paper Shells—Not Loaded		Wire nails, base.....	
No. 10, pasteboard boxes 100, per 100.....	72	20 to 60 advance.....	
No. 12, pasteboard boxes 100, per 100.....	64	10 to 16 advance.....	
Gunpowder		8 advance.....	
Kegs, 25 lbs., per keg.....	4 00	6 advance.....	
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....	2 25	4 advance.....	
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....	1 25	2 advance.....	
Shot		Fine 3 advance.....	
In sacks containing 25 lbs.		Casing 10 advance.....	
Drop, all sizes smaller than B.....	1 75	Casing 8 advance.....	
Augurs and Bits		Casing 6 advance.....	
Snell's.....	60	Finish 10 advance.....	
Jennings genuine.....	25	Finish 8 advance.....	
Jennings' imitation.....	50	Finish 6 advance.....	
Axes		Barrel 1/2 advance.....	
First Quality, S. B. Bronze.....	6 00	Rivets	
First Quality, D. B. Bronze.....	9 00	Iron and Tinned.....	
First Quality, S. B. Steel.....	6 50	Copper Rivets and Burs.....	
First Quality, D. B. Steel.....	10 50	Roofing Plates	
Barrows		14x20 IC, Charcoal, Dean.....	
Railroad.....	12 00	14x20 IX, Charcoal, Dean.....	
Garden.....	29 00	20x28 IC, Charcoal, Dean.....	
Bolts		14x20 IC, Charcoal, Alloway Grade.....	
Stove.....	70	14x20 IX, Charcoal, Alloway Grade.....	
Carriage, new list.....	60	20x28 IC, Charcoal, Alloway Grade.....	
Plow.....	50	20x28 IX, Charcoal, Alloway Grade.....	
Buckets		Ropes	
Well, plain.....	\$4 00	Sisal, 1/4 inch and larger.....	
Butts, Cast		Manilla.....	
Cast Loose Pin, figured.....	65	Sand Paper	
Wrought Narrow.....	60	List acct. 19, '86.....dis	
Chain		Sash Weights	
Com. 1/2 in. 5-16 in. 1/2 in. 1/4 in.		Solid Eyes, per ton.....	
BB.....	8 1/2	Sheet Iron	
BBB.....	8 1/2	com. smooth. com.	
Crowbars		Nos. 10 to 14.....	
Cast Steel, per lb.....	6	Nos. 15 to 17.....	
Chisels		Nos. 18 to 21.....	
Socket Firmer.....	65	Nos. 22 to 24.....	
Socket Framing.....	65	Nos. 25 to 26.....	
Socket Corner.....	65	No. 27.....	
Socket Sinks.....	65	All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Elbows		Shovels and Spades	
Com. 4 piece, 6 in., per doz.....net	75	First Grade, Doz.....	
Corrugated, per doz.....	1 25	Second Grade, Doz.....	
Adjustable.....dis	40&10	Soldier	
Expansive Bits		1/2@3/4.....	
Clark's small, \$18; large, \$26.....	40	The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Ives' 1, \$18; 2, \$24; 3, \$30.....	25	Squares	
Files—New List		Steel and Iron.....	
New American.....	70&10	Tin—Melyn Grade	
Nicholson's.....	70	10x14 IC, Charcoal.....	
Heller's Horse Rasps.....	70	14x20 IC, Charcoal.....	
Galvanized Iron		20x14 IX, Charcoal.....	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.	28	Each additional X on this grade, \$1.25.	
Discount, 65.....	17	Tin—Alloway Grade	
Gauges		10x14 IC, Charcoal.....	
Stanley Rule and Level Co.'s.....	60&10	14x20 IC, Charcoal.....	
Glass		10x14 IX, Charcoal.....	
Single Strength, by box.....dis	85&20	14x20 IX, Charcoal.....	
Double Strength, by box.....dis	85&20	Each additional X on this grade, \$1.50	
By the Light.....dis	85&20	Boiler Size Tin Plate	
Hammers		14x56 IX, for No. 8 Boilers, } per pound..	
Maydole & Co.'s, new list.....dis	33 1/2	14x56 IX, for No. 9 Boilers, }	
Yerkes & Plumb's.....dis	40&10	Traps	
Mason's Solid Cast Steel.....30c list	70	Steel, Game.....	
Hinges		Onelda Community, Newhouse's.....	
Gate, Clark's 1, 2, 3.....dis	60&10	Onelda Community, Hawley & Norton's.....	
Hollow Ware		Mouse, choker per doz.....	
Pots.....	50&10	Mouse, delusion, per doz.....	
Kettles.....	50&10	Wire	
Spiders.....	50&10	Bright Market.....	
Horse Nails		Annealed Market.....	
House Furnishing Goods		Coppered Market.....	
Stamped Tinware, new list.....	70	Tinned Market.....	
Japanned Tinware.....	20&10	Coppered Spring Steel.....	
Iron		Barbed Fence, Galvanized.....	
Bar Iron.....	2 25 c rates	Barbed Fence, Painted.....	
Light Band.....	3 c rates	Wire Goods	
Knobs—New List		Bright.....	
Door, mineral, jap. trimmings.....	75	Screw Eyes.....	
Door, porcelain, jap. trimmings.....	85	Hooks.....	
Lanterns		Gate Hooks and Eyes.....	
Regular 0 Tubular, Doz.....	5 00	Wrenches	
Warren, Galvanized Found.....	6 00	Baxter's Adjustable, Nickel.....	
		Coe's Genuine.....	
		Coe's Patent Agricultural, Wrought.....	

Helen Gould in the Meat Shop.

From the New York Times.

The other afternoon Helen Gould was seen in the butcher's shop with about twenty young women. Miss Gould was as modestly dressed as her companions. The butcher was busy cutting, sawing and weighing, while Miss Gould was pointing out to her companions the parts which cost the least. She showed how the butcher could cut meat in a way that still kept it tender, and then she told of the proper manner of cooking and serving.

It was a lesson of the utmost value to the young women. They were work girls, knew the pinch of poverty, and had little time for careful bargaining. They were learning how to get the most for their money. To the many who knew Miss Gould it would be superfluous to add that none of the meat used in the practical illustration was wasted and that the butchers' delivery boy carried parcels to addresses distant from his usual route.

Life in the Museum.

The ossified man produced a razor from his kit of personal belongings and examined its keen edge. The ossified man had a melancholy cast of countenance. He looked like one for whom life had but little happiness left.

He gazed at the razor long and earnestly, and then suddenly stretching out his arm ran the blade up and down the hardened surface.

"Beats any hone I ever see," he said as he added a few quick strokes. Then he briskly shouted, "Jim, look here!"

A moment later the bearded lady entered the room.

"Here you are, Jim," said the ossified man with a playful smile. "Here's your mower, an' it's fit to give you the shave of your life." And he thrust the razor into the bearded lady's hands.

For the bearded lady had received an offer to go on the gallery door of a continuous vaudeville house, and this was his farewell appearance at the museum.

Glass Stopper Which Preserves Syrups.

A German pharmacist has invented and patented a glass stopper by the use of which the spoiling of syrups and similar preparations is prevented. It may be described as a double stopper, one being within the other. The stopper proper extends upward from the lip of the bottle, has a bulge just above the lip, and has a bore-hole throughout its entire length except that it has a perforated bottom. Another solid stopper fits into the upper half of the larger stopper. The lower half of the latter, it will be seen, forms a chamber, which is stuffed full with cotton saturated with alcohol or chloroform, the vapors of which, passing through the sieve-like bottom, fill the space above the syrup and thus protect it from fungus growths.

Tobacco the Best Insecticide.

Most of the insects common to house plants dislike tobacco as much as does the cleanly housewife. The best way to use it as an insecticide upon window plants is to secure a good handful of tobacco stems, place them in an old basin, pour boiling water upon them, and let them stand for several hours. Then drain off the liquid into a basin or tub deep enough for immersing the tops of your plants in, and dilute it with warm water until it shows only a faint tint of brown. Then take up the plants one at a time and hold them, tops down in the water, washing them clean.

The Unready Seeker.

A Georgia ducky went out to an old field to "seek and pray."

It was dusk and he knelt down and put a long petition that the angels would come and minister unto him.

Presently he heard a flapping as of wings behind him, and in a second he was making race-horse time on the home road, where he jumped into bed and covered his head from sight.

Suddenly there was a loud knocking at the door and his startled wife cried: "John, git up dar, fer de Lawd's

sake! De angels you have been sekin' is come fer you!"

"Le'm stay dar," was the trembling answer. "Tell 'em throo de keyhole dat I ain't goton wing ter fly wid, en I too heavy ter tote!"

Care of Rings.

"If you want your rings to last well," said a jeweler, "don't wear them under gloves. But if you decide that gloves are a necessity, as probably you will, then send your rings twice a year to a jeweler to be overhauled." The reason for this warning is the constant friction of the glove wears the tiny points that hold the stones in place, and the result is that the stones drop out, unless they are constantly looked after. You might not detect a loose stone, but a jeweler would at once and thus might prevent your losing a valuable gem.

There are some who assume to say or claim to think that the general spread of electric roads and the increasing popularity of automobiles will put the horse out of business. The statistics furnished from the office of the Secretary of Agriculture do not bear out this proposition. The total value of all the horses in the United States in 1868 was \$432,696,226, whereas the value of all the horses in this country in 1900 was \$603,969,442. Anybody who has had any occasion to buy within the last year or two cannot have failed to notice the advance in price. There was a time two or three years ago when horses were comparatively cheap, but market values have advanced and nowadays whoever wants a really good horse must pay a really good price. It will be a very long time before electricity or automobiles put the horse out of business.

Recent experiments have convinced Paris physicians that balloons may be used to advantage in certain cases. They show that high altitudes can be turned to account in the treatment of diseases where it is necessary to accelerate the consumption of oxygen, and, on the other hand, how harmful high altitudes may be to persons and to the sick who already consume oxygen in an exaggerated fashion. It can, therefore, be determined in advance and with certainty whether a patient ought or ought not to be sent into a climate of high altitude.

Senator Depew's marriage will not take place until about Christmas time, but it is found recorded in the new congressional directory. The Senator furnished his autobiography for the volume expecting it would not be issued until about the first of next year, but it is already in circulation and this sentence in the sketch of the Senator's career reads strangely: "Married, in December, 1901, to Miss May Palmer."

That the American people are flush with prosperity is a reasonable deduction from statistics showing that during the past year there has been an increase of \$14,000,000 in the value of articles classed as luxuries imported into this country. Of this amount over \$10,000,000 was for jewels and precious stones. If a panic comes Americans will have something to carry to the pawn shops.

Students will no longer be given employment as waiters in the Yale dining hall. In years past service of this kind has afforded opportunity to many young men to partially pay their way through the college. The present superintendent of the dining hall, however, says that the student waiters were incompetent, and colored men have been given their places. About ninety are now employed.

The Vogue of Crystal.

Crystal is coming more and more into vogue for many things, and attractive pieces for the writing desk are to be found in it. There is a paper knife, for one thing, of the style of a carving knife, the blade of crystal and the handle of gilt. There is a pen tray of the crystal with a pen rack in the metal secured to the back, crystal and gilt candlesticks, a big slab of crystal with handles of the gilt forming a rolling blotter, the inkstand, of course, and a paperweight with a representation of an Egyptian woman in metal at the top.

Rapid Growth.

"You are in business in Montana?" asked the passenger with the skull cap. "Yes," said the passenger in the smoking jacket.

"Is business good out there?" "Yes. In the last two years our plant has increased in size more than 1,000 per cent."

"Great Scott! What was the size of your plant originally?"

"It consisted of a pair of Belgian rabbits."

A Yankee youngster who saw a German dachshund for the first time the other day described it a "half a dog high and a dog and a half long."

Business Wants

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payments.

BUSINESS CHANCES.

FOR SALE—STOCK OF GENERAL MERCHANDISE; also building; good location; no competition; doing good business. Write quick if you wish it. Address Lock Box 146, Omer, Mich. 176

FOR SALE—FINE STOCK OF CLOTHING and shoes in best location in town of Charlotte, Michigan; store to rent at reasonable terms. Enquire at A. J. Prindle's store. 175

WANTED—A GOOD LOCATION TO OPEN a dry goods or general store; if necessary will buy stock, but must be a good business. Address No. 174, care Michigan Tradesman. 174

STORE TO RENT—SITUATED ON MAIN Street, Belding, Mich., directly opposite Hotel Belding; considered the best location in the city for a store; size, 18x30 feet, with counters, shelving, desk, elevator and good dry basement. Address W. P. Hetherington, Agent, Belding, Mich. 173

FOR SALE—WHOLESALE BUTTER, EGG and poultry business in best location in Detroit, selling to retail stores, hotels and restaurants; doing \$75,000 to \$100,000 business per year. A good bargain if taken right away. Reason for selling, am largely interested in other business. Address No. 172, care Michigan Tradesman. 172

FOR SALE—BOOK, STATIONERY, CHINA, fancy goods, wall paper, window shades, picture mouldings; business established twenty-five years; manufacturing town; modern improvements. Will sacrifice on account of ill health; bargain for you. Address J. T. Muncey, Three Rivers, Mich. 171

HAVE IMPROVED FARM 80 ACRES FOR stock general merchandise. John W. Curtis, Whittemore, Mich. 170

FOR SALE—BEST GROCERY IN NORTH- ern Michigan, county seat; trade established seventeen years; two-story brick building for sale. Sickness, cause for selling. Hemstreet & Hinman, Bellaire, Mich. 177

ADMINISTRATOR'S SALE—THE ENTIRE box and basket factory plant of the late P. C. Wimer will be sold to the highest bidder at 10 o'clock a. m., Jan. 13, 1902, at the office of said factory in Coloma, Michigan. This factory is well equipped and has a fine trade in Southern Michigan. For particulars call or address Fred Bishop, Administrator, Coloma, Mich. 165

FOR SALE—GRAIN ELEVATOR; MAIN building 24x52 feet; office, 8x12 feet; engine room, brick, 22x24 feet; storage capacity, 18,000 bushels; equipped with 25 horse power engine and boiler, scales, corn sheller, etc. Business for past year shows a profit of \$2,500. Address L. E. Torrey, Agent, Grand Rapids, Mich. 161

GOING OUT OF BUSINESS. FOR SALE, Cheap—A silver-plated soda fountain (Tuft's Congress) complete, with two ten-gallon steel fountains, tumbler holders, ice cream freezers and cabinet, liquid carbon acid apparatus and tile counter. Address J. H. C. VanDeuse, Greenville, Mich. 163

MEAT MARKET FOR SALE—IN SOUTH- ern Michigan in town of 6,000 and growing fast; the best town in the State to do a good business in and make money; everything in first-class order; also power to run machinery very cheap; best stock country and shipping point in Michigan. Will bear the closest investigation. Come and look it over and you will buy. Reason for selling, wish to retire. Address No. 159, care Michigan Tradesman. 159

FOR SALE—RESTAURANT AND BAKERY, cigar and confectionery stock. Soda fountain and ice cream machinery. Centrally located. Only restaurant in town. C. S. Clark, Cedar Springs, Mich. 168

FOR SALE—GRANDFATHER CLOCK; 100 years old; in fine condition. Box 309, Westerville, Ohio. 167

FOR SALE—GENERAL MERCHANDISE stock in one of the best towns in Western Michigan; well established trade; good clean stock; good location. For further particulars and terms address Box 555, Shelby, Mich. 158

FOR SALE—A NEW AND THE ONLY BA- zaar stock in the city or county; population, 7,000; population of county, 23,000; the county seat; stock invoices \$2,500; sales, \$40 per day; expenses low. Address J. Clark, care Michigan Tradesman. 157

DRUG STOCK FOR SALE IN CITY OF 5,000; invoices \$1,500. Other business necessitates sale. Write at once for particulars to No. 154, care Michigan Tradesman. 154

FOR SALE—UP-TO-DATE \$2,000 SHOE stock, with good trade established in a good live town of 2,000. Correspond with U & S, care Michigan Tradesman. 151

FOR SALE—THE BEST PAYING CASH business on earth; has been established 15 years; will inventory about \$2,500; will show up yearly profit of \$2,000 or better; will stand the fullest investigation; only reason for selling is my health. Don't answer this unless you have the cash and mean business. Lock box 562, Owosso, Mich. 163

FOR SALE—A GENERAL STORE WITH about \$2,000 stock, in good locality. Address 416 Erie St., Port Huron, Mich. 144

FOR SALE—CIRCULAR SAW MILL, WITH top saw, on Walloon Lake, Mich.; capacity, twenty-five thousand feet of hardwood per day; steam feed and engine (12x20) fed by two boilers. Docks and roads all built and everything ready for this winter's cut. For full particulars address H. F. Guerin, Horton Bay, Mich. 142

WANTED—TO SELL STOCK AND BUILD- ing or stock of groceries, crockery and meats; best location in one of the most thriving cities in the Upper Peninsula; good reasons for selling; correspondence solicited. Address B. C. W., Box 423, Crystal Falls, Mich. 133

FOR SALE—DRUG STOCK AND FIXTURES inventorying about \$3,000; located in growing city of Kalamazoo; good reasons for selling; rent low; no cut prices; satisfactory terms to purchaser who can pay one-half down. Address No. 139, care Michigan Tradesman. 139

OUR SYSTEM REDUCES YOUR BOOK- keeping 85 per cent. Send for catalogue. Eureka Cash & Credit Register Co., Scranton, Pa. 95

FOR SALE—GROCERY STORE OF E. J. Herrick, 116 Monroe street, Grand Rapids. Enjoys best trade in the city. Mr. Herrick wishes to retire from business. Address L. E. Torrey, Agt., Grand Rapids. 102

FOR SALE—STORE, GENERAL MERCHANDISE stock and one-half acre of land in town of 200 population in Allegan county. Ask for real estate \$2,500. Two fine glass front wardrobe show cases, with drawers; also large dish cupboard and three movable wardrobes in flat above with building. Will invoice the stock and fixtures at cost (and less where there is a depreciation), which will probably not exceed \$1,200 or \$1,500. Require \$2,000 cash, balance on mortgage at 5 per cent. Branch office of the West Michigan Telephone Co. and all telephone property reserved. Store building 26x62; warehouse for surplus stock, wood, coal and ice, 12x70; barn, 24x36, with cement floor; cement walk; heated by Michigan wood furnace on store floor; large filter cistern and water elevated to tank in bath-room by force pump. Cost of furnace, bathtub and fixtures, with plumbing, \$256. Five barrel kerosene tank in cellar with measuring pump. Pear and apple trees between store and barn. For particulars or for inspection of photograph of premises address or call on Tradesman Company. 99

FINE OPENING FOR DRY GOODS BUSI- ness. Now occupied by small stock, for sale cheap. Address No. 97, care Michigan Tradesman. 97

FOR SALE—GOOD CLEAN STOCK OF GEN- eral merchandise, involving \$2,500 to \$3,000. Situated in good farming district in Northern Indiana. Reason for selling, business interests elsewhere. Quick sale for cash. Address No. 93, care Michigan Tradesman. 93

I WILL SELL WHOLE OR ONE-HALF IN- terest in my furniture business. The goods are all new and up-to-date; located in a town of 7,000; has been a furniture store for thirty years; only two furniture stores in the town. Address all correspondence to No. 63, care Michigan Tradesman. 63

MISCELLANEOUS

WANTED—REGISTERED PHARMACIST to work in country store; state wages and references. Address X. Y., care Michigan Tradesman. 134

For Sale Cheap

Tables, Counters, Shelving, Show Cases, Wall Cases, Mirrors, Store, Window and Office Fixtures, and Electric Light Plant, all in first-class condition.

L. Higer & Sons,

Tower Block, Grand Rapids, Mich.