

# MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 25, 1901.

Number 953

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### THE GENUINE THING.

From sunrise to sunrise "the happy Christmas time" will be heralded with the hearty greeting which came first with "Peace on earth, good will to men." In the whole round of human joy there is nothing to equal it. It knows no barrier, for there is none. The rich and the poor alike accost each other with the best that is in them and on this day the two salute each other with level eyes. The radiance that surrounds them—that surrounds us all—beats back the shadows that at other times obscure them and Christmas morning finds them at their best and "Merry Christmas," like the chiming of happy bells, rings out upon the frosty air.

There was a time—would that it could come again!—when the greeting was as hearty as its tone. We said it because we meant it and the handclasp only strengthened what the heart could not express. It was in the day of simple things. No gift was needed to confirm what face and voice had said. The ancestry that hated the Established Church endured no "Christmas gew-gaws" and no "popish practices" were allowed to interfere with the school at Christmas time, so that the road from home to school house was a continued ambuscade, and no teacher's rule was strong enough to prevent the volley that greeted the comer, early or late, who opened the school room door. There were no green wreaths at the windows—although the school house was surrounded by the ground pine—no holly brightened with its green and red the circle around the Christmas fire and the mistletoe and the Christmas tree were not until recent years regarded with favor in Puritan New England; but the genuine thing—the Christmas cheer and the spirit of the Christ Child—was everywhere and "the aisles of the dim woods rang with the anthem" that the centuries have been singing since the old Bethlehem days when Mary cradled her baby in the manger.

It is not for a moment to be inferred that the gift and the giving at Christ-

mas time are out of place. The Wise Men from the East have taught us better than that. There were gold and frankincense and myrrh, and the Star led the givers "to the place where the young child was;" but it was the Christmas spirit centering in Him that brought them over the wearisome wilderness to lay their treasures, the best that the earth could furnish, at His infant feet. Not a gift was offered that was not aglow with the love that prompted it. In Him was centered all that human love and adoration knew and gift and bended knee were only human expressions from the divine within them to the Divine before them—the very spirit of giving for all time coming.

If this could only be the sign to-day—if the gold and myrrh meant what they did when Christ was born, if sparkling jewel and precious gift, costly although they be, were only hints of the store of love and genuine regard behind them—there would be no dread when the gift season comes. The heart only would bend to its delightful task and choose its gift untrammelled with the thought of price, its best its only offering—the spirit would do the rest. "A cup of water in His name" from the hand that loves us blesses most and so is most appreciated. So the home gifts please best, homely although they be. The hearty handshake that costs nothing—except the genuine regard behind it—is exactly what we value most; for above such gifts hovers the same halo that Bethlehem saw first above His manger and then over Him in the responsive skies.

These are the gifts the Tradesman wishes to its readers this Christmas morning. May it be a "Merry Christmas" to every one. May stocking and tree be burdened with the richest and the best, and when the day is done, "when fire is out and gone are all the guests," may every present be such as the Magi brought, crowded to the full, as theirs were crowded, with the genuine regard, the genuine affection, the genuine love that comes only from the best within us to the best in those to whom the gifts are given.

The tobacco business in France is a very important source of revenue to the government. The capital invested in the buildings, machinery, etc., is \$10,385,216, and the government generally realizes a profit of between \$60,000,000 and \$80,000,000. The state usually carries from \$15,000 to \$20,000 in stock, consisting of raw materials and cigars. In 1899 the net profits were \$67,276,243.52.

Cleveland is flooded with one-dollar bills raised to fives. The raising has been done by cutting out "5s" from internal revenue stamps and pasting them over the "1s" on dollar bills. The work is a botch and is readily detected by bank clerks and persons who handle a great deal of money, but many of the raised notes have been accepted by the innocent and the careless.

Evil minds evil always think, but pure minds discover the good.

### GENERAL TRADE REVIEW.

The factors governing in the trade situation are the preparation for payments of the annual dividends, the approach of holiday dullness in speculative circles and the pressure of unprecedented activity in many of the industries, especially steel and the woolen trade. Preparation for the annual payments makes a demand for money which has materially raised rates, notwithstanding the fact that there is more in circulation than ever before in the history of the country. There is no occasion for uneasiness on account of any possible scarcity, for it only means the preparation for payments which will quickly restore a condition of abundance.

The course of the stock markets has been irregular, with copper still dominating, until at last the interest seems turning to sugar. Copper has been given its proper place in price as a metal and there seems little doubt that a healthy resumption will follow the more reasonable basis. It is but a repetition of the experience of two years ago in the iron and steel markets, when prices went up to a degree to paralyze trade. The more sensible policy of keeping prices at a level to compete in the world's markets has brought an activity which seems likely to have no end for a long time to come. It remains to be determined whether the red metal managers will learn a lesson from the iron and steel experience.

All conditions have been favorable to holiday distribution and demand. The weather has been severe enough to insure the sales of heavy goods, and the extent of reorder business has been the limit of capacity of the factories. The year will come in with long contracts ahead in most of the mills of the country.

Iron and steel industries are in a condition of unprecedented activity in this country. At the Homestead works the pay roll for two weeks was \$500,000, which considerably exceeds all records. Output of all the iron plants is enormous and would be still greater if not hindered by lack of transportation. High prices for materials seems likely to be a serious element in the boot and shoe trade, but there is little abatement of activity as yet.

It is not wise to be too sensible. Do not let your anger rise when you read our nonsense. If you only knew us you would love us for our faults.

The man who is always prating about wayward people of any town is a chap who is always on the lookout for that class of people.

"Lay up something for a rainy day" does not mean that you must take your neighbor's umbrella.

Proud man makes sport of the ability of woman to throw. Just ask him to thread a needle.

There are a good many people in this world who think that policy is the best honesty.



## HER CHRISTMAS GIFT.

Story of the Stenographer, Told by Herself.

I'm only a typewriter—or was, but of that later.

I'm a girl, too, and that makes it worse. You know some one, or the newspapers or somebody, has been for a long time seeking to substitute some kind of a word to differentiate between the operator and the instrument operated on, and they call it the typewriting machine. But I am that, too. Goodness knows, if we are not typewriting machines, what else are we? Do we ever have a thought of our own? Do we ever write except the writing dictated to us? Do we ever do anything of our own volition? If that is not being a machine, what is it?

I am only 19 years old and Somebody has told me that I am very pretty, indeed. One should be when one has youth and health and hope, and I have all three, although until a little while ago I had not much of the latter. You see typewriting at \$8 a week is not productive of hope, except, perhaps, a little hope that after awhile one may get \$9 a week if one is faithful and willing to work extra hours without extra pay.

I think I never thought of what I looked like until Somebody told me, because I have always been so busy I had not the time to think. I had to get up so early in the morning to catch a train that I could not see myself in my glass oftener than once a week, on Sunday mornings, and we had such a horrid glass in the little washroom at the office that my face actually hurt me to look at it there. So, being an orphan, with a hall bedroom for home, how was I to hear anything of myself, and so poor that it was a waste of compliments to give them to me, even if they were deserved?

But Somebody thought I was pretty and told me so.

It was Dick—Richard—I mean young Mr. Rand, my employer's son, such a handsome fellow of five and twenty, and everybody told him he was, for he was not poor, and he wasn't a typewriter, and he didn't live in a hall bedroom in a cheap boarding house.

I was a little afraid at first and wouldn't listen to what was sweeter to my hungry heart than were ever songs of birds in pleasant groves to travelers lost in desert wastes. But the months went by and Richard was so good and so gentle and so thoughtful always that it could not be otherwise, and I listened, without fear, and with a great love and hope that made the world all over again for me.

Mr. Rand, the father, was not like his son, for he had been poor in his youth and life had been hard and cheerless to him until his heart had grown cold and when wealth came it brought ambition, and he drew away from all that was poor and lowly, coming to it only to exact from it that for which he paid his money. Still, there were times when his eyes grew moist and a tone came into his voice like recollected music. I did not know at first, but afterwards I knew, that these moods moved him when something brought back memories of his dead wife and his only daughter, who was just my age when she died. He loved his son because he was so like his mother in all that is good and beautiful, but he was ambitious for him, and more than once I have heard him urging Richard to go more into society and cultivate the acquaintance of wealthy young ladies to

whose circle he belonged by every right of wealth and education.

Richard would laugh then at his father and promise to find the very richest and most fashionable girl in town to become the recipient of his heart and hand, but the father would frown and appear to find very little relief in such joking.

One day Mr. Rand made me awfully nervous by watching me at my work. He had dictated a great pile of letters which I was busy copying, with no thought of anything except the work in hand, not even Richard, who was seldom out of my thought. You know how queerly one feels under the influence of a watching eye, and presently something made me look up at Mr. Rand, and he suddenly dropped his eyes. Several times during the morning the same thing occurred, and I think I would have had hysterics if he had not gone out to lunch an hour earlier than usual.

The next day Richard came to me with the startling news that his father had told him to get ready at once to go to London to look after certain business matters of importance demanding immediate attention. On the same ship, too, would sail the one girl Mr. Rand was most anxious Richard should marry. Rich and beautiful and every way worthy, too, she was, and it was no wonder that the father should hope that his son might have such a woman for his wife.

It was like breaking our hearts to separate, for with never a word to any one, least of all to Mr. Rand, Richard and I had given to each other the one promise that makes life worth living to the men and women who love.

Very hard, indeed, was it for me to sit under the eye of Mr. Rand those first weeks of Richard's absence, but in time a letter, filled with love and sunshine, came, and the day I received it Mr. Rand seemed to understand that I was not quite what I had been, but he said nothing. Two months passed and three and four, until the sixth had gone into the tedium of yesterdays, and then Richard wrote to say that his father had ordered him to go to Egypt and thence to China.

So far away he was now that letters came irregularly and at long intervals, and then one came saying that Mr. Rand knew his son was in love with me and he was determined it should go no further. As for me he would keep me in his employ because I was useful to him and he preferred to have me under his eye. I was glad of this for my salary had been increased to \$9 a week, and I was able now to have a little invalid half-brother in a charity hospital where I could see him every day or two. It was life for him, because the poor little fellow was slowly dying in the country where he had been compelled to stay before.

In his next letter Richard told me that his father had peremptorily commanded him to give me up on pain of immediate dismissal and disinheritance for the future. I knew what Richard had written to his father to call for this severity, for he had told me what he intended to say. As for me, I wrote to him breaking the engagement and telling him that I loved him too much to permit myself to be the cause of his ruin. How much I told him I do not know, and what bitter tears I shed God only could wipe away.

Still Mr. Rand said nothing to me. Only he seemed to be watching me always. I could endure it no longer, and

one morning I told him what I knew and what I had written to Richard, and that I was ready to resign my position in his service also. He looked at me in surprise and doubt, and said that in such matters a woman was not to be considered, because she would do whatever the man in the case said she should do, and he must hear again from Richard before saying anything to me. As for my resignation, he would hold that for future reference.

I was hurt and angry enough to cry, and I did, and I took my hat and wraps and went home without so much as a good-by to Mr. Rand. There I found a note from the hospital asking me to come as soon as I could as my brother was worse and an operation would be necessary to save his life. The next day I remained at the hospital, and the next I resumed my position with Mr. Rand.

Poverty is such a cruel master. And there are so many typewriters in the world.

What passed between Mr. Rand and Richard during the next month I did not know for I did not hear from Richard. October and November passed, and still no word. Mr. Rand in the meantime was more cheerful, and although he never spoke to me except on business, I felt that Richard had obeyed him as I had told him to do, and might already have announced to his father his choice of a rich and aristocratic wife.

Even Richard, you know, was a man, and they are all so alike.

But I thought less of Richard, and even although he was doing the very thing I insisted he should do, it was not making me have nobler thoughts of man's love and his sacrifices. He might, at least, have written to me saying how sorry he was and how good it was of me to suffer for his sake, and all that, but he did not.

And now Christmas had come, and while all the world seemed to stand out in the glad light of the time, I stood in the shadow, and such shadow as I had not thought possible.

How much keener the pain to lose than never to have.

Mr. Rand had kindly allowed me an extra week's salary—as a token of his esteem,\* I thought, bitterly—and I found my only ray of sunlight in spending it all for the dear little fellow sick in the charity hospital. But no one came to me with cheer and no one wished me a Merry Christmas.

What a dismal, dismal time can Christmas Eve be, and this was my Christmas Eve.

In the morning at 10 o'clock a note came from Mr. Rand requesting me to come to his house. Wondering, I went, and in his office there I found him, and he did not so much as give me a Christmas greeting.

"Certain facts have come to my knowledge, Miss Burt," he said freezing, "which make it necessary for me to call you here this morning. Some time ago, you will remember, you tendered your resignation and I told you I would hold it for future reference. I—"

How cruel he was and how bitter. On Christmas morning, too, when all the rest of the world was glad. I interrupted him to say something, I did not know what.

"I beg your pardon," he said, waving me toward the desk where the typewriter was, "I think this matter can best be settled in writing."

That was the very refinement of cruelty. I was to write my own death sentence.

I obeyed him mechanically, you know I said I was a machine, and slipping in the sheet of paper, looked at him to proceed. He dictated as follows:

Miss Alice Burt:

Having tendered your resignation some time ago as my typewriter and stenographer, I hereby accept the same, and from this date your services will not be required in my office.

Yours truly,

Ah, me! if the cold machine could only show the faltering heart and the trembling hand. But it could not, and the letters were straight and firm as if written by muscles of steel.

I took the sheet from the roll and handed it to him for his signature.

"Before you go," he said a little kinder as he wrote his name and handed me back the letter, "I have a Christmas gift for you to let you know that I have no ill-feeling against you," and he touched the electric button on his desk. In a dazed fashion I heard the familiar tingle of the little bell in the outer office, and in a moment the door opened and Richard entered. I almost shrieked at the suddenness of it.

"That's it, Miss Burt," he said, nodding toward his son with the sweetest smile I ever saw on his face. Indeed, I think it was the sweetest smile I had ever seen in all my life.

He had risen from his chair, and as I rose to my feet, he stooped and kissed me on the forehead.

"I wish you both a very Merry Christmas," he said, and went out, and then Richard told me not to cry, for goodness knew I had had trouble enough already.

But they were not tears of sorrow and when Richard walked home with me in the beautiful sunshine of the gloomiest Christmas morning I ever knew, he told me how his father had strangely softened and had written to him to come home and give his heart where it belonged, asking only, as his own fancy, and for a pleasant surprise to Miss Burt, that she be not informed until Christmas morning.

And now in Father Rand's office you may see framed, above his desk, a certain letter of resignation which he asked his former typewriter and stenographer to let him have for a decoration and a souvenir.

## Greatest Flirt in the Business.

Out of harm's way, beyond the reach of the courts, where breach of promise suits can not annoy him, at a safe distance from jealous relatives, large brothers and indignant husbands, that naughty man in the moon flirts with the girls, handsome wives and rich heiresses of all nations and climes. He winks at the African maiden with the same familiarity that he smiles upon the American girl. He smiles approvingly at the revelry of a Parisian roof garden and gazes serenely at the girls in attendance at a lawn social for the benefit of a church. He will peek between the branches of the trees and wink at the girl the lover is telling his great affection for. He will work himself around until he finds a favorable position for gazing upon a sleeping beauty and smile upon her. With him it makes no difference that a good looking woman is the devoted wife of an unsuspecting husband, he will wink at her. He spends three-fourths of his time watching the antics of fond lovers and whether swinging over the front gate or seated in a bough house he will find an opportunity to flirt with the girl. That man in the moon is an awful flirt and the only safety from his winks and smiles is a quaker bonnet or a Japanese parachute.

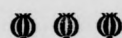


# The Very Latest Rice Packed in Cotton Pockets

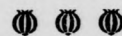


Packed only in 2½ pound pockets.  
Large Grain  
Grown from finest Carolina Seed Rice.

Quality  
Always  
Uniform



Economical



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Accurate



Packed only in 2 pound pockets.  
Selected and packed from choicest grade  
of Imported Japan.

When cooked grains all separate and beautiful color.

**Aids Retailers**---No weighing, no wrapping; your clerk hands customer the pocket.

Housewives appreciate our Pocket Rice because the rice is the best the world produces, and the pocket keeps it clean until the last grain is used.

**Directions for making Cream Rice Pudding:** { Take one cup of "SUTTON'S TABLE RICE," one cup of COLD water. Let boil until rice has absorbed water (about seven minutes), then add quart of milk, a pinch of salt, half teaspoonful of grated lemon rind. Sweet to taste. Let boil slowly for thirty minutes and serve hot.

FOR SALE BY ALL JOBBERS

**Orme & Sutton Rice Co., Chicago**

46 River Street. Phone Central 1409

Branches: St. Paul, St. Louis, New Orleans



## Around the State

### Movements of Merchants.

Charlotte—A. J. Prindle has removed his boot and shoe stock to Sycamore, Ohio.

Petoskey—Joseph & Minnie Hancock have purchased the grocery stock of J. E. Martin.

Detroit—Hendrick Wright has purchased the grocery stock of Wm. Tremplier.

Gladwin—Deram Mills has sold his dry goods, grocery and hardware stock to Thos. Naylor.

Eaton Rapids—L. D. Jenne has sold his agricultural implement stock to Pierson & Fowler.

Jonesville—Will H. Blauvelt succeeds Blauvelt & Co. in the furniture and undertaking business.

Detroit—Geo. C. Walker, of the wholesale and retail cheese firm of Geo. C. Walker & Co., is dead.

Memphis—Bartlett & Co. have purchased the hardware, paint and oil stock of C. H. Reynolds & Co.

Maple Rapids—Willough & Haas will succeed B. W. & I. E. Hewitt in the hardware business Jan. 1.

Perry—Wm. E. Olson, general dealer at this place, was recently married to Miss Rose Hawkey, of Owosso.

Sturgis—J. J. Packard continues the grocery and wall paper business of Packard & Son in his own name.

Springport—P. J. Wilson, of Eaton Rapids, has purchased the agricultural implement stock of E. Wellington.

Hubbardston—Wm. Dodson and Charles Grill have formed a copartnership to engage in the meat business.

Lapeer—Adelbert H. Ainsworth will succeed Ainsworth Bros. in the hardware, paint and oil business February 1.

Cadillac—William Hardick and Cornelius Wager have engaged in the meat business under the style of Hardick & Wager.

Petoskey—E. C. Marsh, prescription clerk for C. H. Bostick, at Manton, will engage in the drug business here about Jan. 10.

Caro—Bert O. and Fred J. Purdy, together with F. M. Cheeseman, of Detroit, have purchased the hardware stock of Lazelle Bros.

St. Johns—Stillson & Arnold is the style of the new firm which succeeds Tubbs & Arnold in the agricultural implement business.

Onondaga—J. H. Darrow, who has conducted the clothing business here for the past two months, has sold his stock to Ed. Shumway.

Carsonville—Ellerthorpe & Bettis, incorporated, succeed A. E. Ellerthorpe & Co. in the men's furnishing goods, shoe and confectionery business.

Saginaw—James C. Mills, for four years Teller in the Bank of Saginaw, has resigned in order to devote his entire time to the book and stationery business of Mills & Arnold.

Cadillac—John Donnelly has resigned his position as clerk in the grocery store of J. Cornwell & Sons and purchased the grocery stock of L. J. Tripp, at Mesick, which he will take possession of about Jan. 1.

Millington—D. J. Evans, banker at this place, and F. E. Kelsey, of Caro, have formed a copartnership and purchased the Woolman & Johns elevator, which they will conduct under the style of Kelsey & Evans.

Pierson—C. S. Comstock & Co., dealers in general merchandise, are succeeded by Comstock & Petrie, who are

now conducting a cash business. Mr. Petrie has been manager of the business for the past three years.

Belding—A. & D. Friedman have leased the store building adjoining their clothing and furnishing goods store and will put in the new department a line of dry goods and millinery. An archway will connect the two stores.

Battle Creek—Local merchants have suffered so much from shoplifting this season that an agreement is being circulated among them pledging each one to prosecute to the full extent of the law any who are hereafter caught at the nefarious work.

Kalamazoo—The directors of the Kalamazoo National Bank have elected Harry den Bleyker Cashier to succeed E. P. Sumption, who has resigned to engage in business for himself. Miss Lillie M. Phelps has been elected Assistant Cashier.

### Manufacturing Matters.

North Lansing—The Hildreth Motor & Pump Co. will erect a three-story building.

Detroit—The Phoenix Reed Co. has increased its capital stock from \$5,000 to \$25,000.

Vicksburg—The capital stock of the Clark Brothers' Co. has been increased from \$20,000 to \$25,000.

Williamston—The Crapo Lumber Co. has been organized to succeed Wagar & Crapo in the lumber business.

Holly—The new Holly Wagon Works, capital \$50,000, all taken, will put up a \$15,000 building and employ 100 men.

Detroit—The Frontier Mineral Paint Co. manufacturer of dry paints, has been incorporated under the style of the Iron Brown Mineral Paint Co.

Saginaw—Smith & Roeser, manufacturers and retail dealers of cigars, have dissolved partnership. The business is continued by Edward P. Roeser.

Hubbardston—Mr. Langdon has sold a half interest in his cheese factory to M. A. Guild, of Lake Mills, Wis. The new firm will be known as Langdon & Guild.

Elk Rapids—The Elk Rapids Iron Co. will erect and equip a factory for the manufacture of maple flooring. It will be constructed entirely of Portland cement.

Pinconning—The elevator firm of F. L. Kinsey & Co., at Pinconning, has been dissolved, Mr. Kinsey retiring. C. F. Kelley, of Frederic, is now sole proprietor.

Clare—E. Switzer has purchased the creamery plant of J. R. Hess and expects to begin operations by the middle of April. He has just completed the erection of an ice house.

Carson City—H. P. Fitzpatrick has sold a half interest in his cheese factory to M. A. Guild, of Lake Mills, Wis., and the business will be conducted hereafter under the style of Fitzpatrick & Guild.

Detroit—The American Condensing Supply Equipment Co., capital \$5,000, has been organized by Geo. H. Prentice, Chas. S. Burr and Herbert J. Prentice, to manufacture machinery used to condense milk.

Saginaw—The Saginaw Lumber & Salt Co. has filed articles of association, the present corporation expiring by limitation with the close of this year. The new articles are for ten years and the capital stock is \$100,000.

Croswell—The agents who are securing acreage for the growing of beets for the sugar factory here report that they have at the present time a larger num-

ber of acres than were ever promised the first year to any factory in the State.

Port Huron—This city deserves the name of the chicory center of the United States. The local factory has now on hand 10,000 tons of the product, or about two-thirds of the entire output of the United States. It will be necessary to run day and night all this winter and next summer to use up this large amount.

Detroit—Articles of association have been filed by the Michigan Steel Boat Co., organized with \$37,500 capital, all of which is paid in. The organizers are Chandler G. Bullard, Arthur E. Chambers and Lewis H. Bullard, of Kalamazoo, and Hugo Scherer, Frederick E. Wadsworth, Frank D. Ross and Arundel B. Wigle, of Detroit.

Detroit—The American Brush Co., composed of Mark G. and Henry S. Morris, located at the northwest corner of Woodbridge and Cass streets, has bought a lot on the west side of Beecher street, formerly Foundry street, on which it will erect a factory building 50 x 100 feet in dimensions, two stories high, estimated to cost \$6,500.

Adrian—A company has been incorporated here with a capital stock of \$100,000 for the purpose of taking the Church Manufacturing Co. plant and actively pushing the manufacture and sale of the Murray motor car. Over \$50,000 of the stock has been subscribed, and a specimen automobile has been in operation here for several months. Mr. Murray, the inventor, has been in the auto trade for some years.

Kalamazoo—A company is being formed among Kalamazoo business men to manufacture the improved gas lamp invented by John and Gerrit Dorenbus, of this city. It is understood that the old Eames shops on Michigan avenue have been rented and that the business will be carried on there for a time. The lamp is the invention of the Dorenbus brothers and is claimed to be a great improvement over any light on the market as a light for large areas and at the same time a gas saver.

Owosso—The hopes which Owosso men had cherished of securing a factory for the manufacture of beet sugar have gone glimmering at the moment when it was supposed that everything had been arranged satisfactorily. On account of the refusal of the contractors to insure

the completion of the factory by Oct. 1 of next year, W. R. Burt, of Saginaw, who was to have furnished the greater part of the capital, has withdrawn his support. An attempt will be made, however, to interest other investors.

### The Boys Behind the Counter.

Allegan—A. J. Stilwill, of Grand Rapids, succeeds Bernath Sherwood as book-keeper for the Sherwood & Griswold Co., Mr. Sherwood going to Grand Haven to take the position of cashier in the new State bank recently organized there. Mr. Stilwill will not move his family here at present.

Cadillac—Thompson Jorgensen has resigned his position at A. H. Webber's drug store and is now at work in the Jorgensen & Co. clothing store. Albert Burke has taken Mr. Jorgensen's place at Webber's drug store.

Petoskey—Andrew Basil has taken a position in the store of the Eckel Drug Co.

### Has Purchased a Grant Relic.

From the Newaygo Republican.

O. K. Cummings, proprietor of the Cummings House Furnishing Co., of Newaygo, and traveling salesman for the Milwaukee Bedding Co., writes us from Galena, Ill., that he has just completed a deal which brings him in possession of the bed used by Gen. U. S. Grant on his last trips to his old home in Galena, Ill. This bed has remained the property of the Hotel DeSoto since that time, and Mr. Cummings bought the bed of Welsh & May, present proprietors of the Hotel DeSoto. Mr. Cummings informs us he will have the bed shipped to Newaygo about Dec. 28 and will display it in his show window for a week, and then intends to take it to the Grand Rapids Exposition and exhibit it there through January.

### Bad Year For Game.

"We thought we had a poor game season last year," said a poultry merchant who usually handles more or less game in season, "but this year we are getting hardly anything in the way of fresh game, and I guess the business has been pretty well knocked out by the recent new game laws. There seems to be plenty of game in some sections but the various state laws prohibit the shipment out of the States and the laws are being enforced to such an extent that the only game coming is that received by one or two houses making game a specialty. We little fellows being entirely out of the business."

## 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"

**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.



## Grand Rapids Gossip

### The Grocery Market.

**Sugar**—The raw sugar market is quiet, with 96 deg. test centrifugals still quoted at 3¼c. The continued irregularity of prices for refined sugar, coupled with the slow demand for the same, brought business for raws almost to a standstill. The impression seems to be that no business transactions of note will be made until the beginning of the New Year. The world's visible supply of raw sugar is 3,080,000 tons, against 2,230,000 tons at the same time last year. The friction between the various New York refiners has resulted in further concessions having been made on Eastern sugar by the refiners outside of the American Sugar Refining Co. There are rumors of a settlement of the difficulties, but this is denied by the various refiners and the American has reduced its list price on granulated 25 points and 15 points on softs. One thing is certain, and that is that sugars are now on a very low basis.

**Canned Goods**—Outside of tomatoes trade is almost at a standstill, buyers being disinclined to make any purchases whatever until after Jan. 1, except where immediate necessities require. Prices, however, are steady in most lines and the prevailing feeling is one of continued confidence. The tomato situation still monopolizes attention and the market is even firmer. Transactions in this article do not represent any very large amount and under other circumstances the business would be insignificant. Considering the high prices, however, tomatoes show fair movement. Stocks of all the different sizes are lighter than has been known for some time, and it is estimated that there will hardly be enough to supply the demand during the next four months. Of course, if the price of tomatoes is advanced to a very high figure, it will curtail the consumption and in that way prevent the cleaning up of everything, but it is fair to assume that tomatoes will be entirely sold out within the time specified above. While the tomato market is advancing, and will probably reach a figure which will place them beyond the line of consumption excepting in a small way, it is well to turn attention to those lines which must be used so far as they will go as a substitute. This will embrace all kinds of vegetables. Corn ought to feel the effects of the condition of the tomato market more than any other line. Almost never before has there been such a great difference between the price of corn and tomatoes. It has always been the case in former years that when tomatoes were strong and active, as they are now, corn would work in sympathy with them, but for some reason or other it has not been the case this year. However, it may be that corn will be the next article on the list to feel the effects of the good feeling in the canned goods market. Peas are firm, but quiet. Baltimore reports the finest grades entirely cleaned up. The cheaper grades are also very scarce and it is fair to assume that when the January buying commences this line of goods will almost be sold out. The continual flow of small orders ranging from twenty-five to 100 cases, has drained the stocks and has caused them to dwindle away to what is considered a very small amount for this time of year. The stocks of peaches are much lighter than most of the trade seem to realize and any ordinary buying would develop quite a

surprise. There will soon be but very few of the best quality peaches on hand, and the price will be advanced while the cheap grades will be moved up to the place now occupied by the best quality. Gallon apples are scarce and very firmly held. Salmon is quiet and unchanged, as this is the season of the year when few of these goods are consumed. But when next summer begins, the consumption at the low prices will be much larger than it was last year, and we look for an advance, especially on low-grade goods. The sardine market is quiet.

**Dried Fruits**—Trade in dried fruits has fallen off considerably the last two or three days, and it is evident that the great bulk of the Christmas buying is practically over. The lower price of currants and the advance on dates are practically the only features of the market this week. Prunes are in fair demand and are firmer, many holders asking ½c advance on some sizes that are rather scarce. Loose muscatel raisins are rather quiet. Most buyers have stocks sufficient to carry them over the holidays and into the new year, but after that there may be some activity and many look for a further advance. There is a continued good demand for seeded raisins and the London layers and fancy clusters are in some demand for the holiday trade. The currant market is weaker and prices have declined ¼¢ to ½¢ per pound. Peaches and apricots are quiet and practically no interest is taken in these articles at the present basis. Both are firmly held in California, however. Dates are very firm and prices show some advance. The demand continues very good for all varieties. The consumption of dates this season has been enormous, influenced to a large extent by the prevailing low prices, and also probably by the fact that domestic fruits of almost all kinds have been scarce and high, and even taking into consideration the slight advance, dates still remain the cheapest article on the list, and it is reasonable to look forward to a continued heavy consumption during the first few months of the coming year. Figs continue strong at last week's advance. The demand for all sorts is heavy, with stocks light. The quantity of figs that will be carried over into the new year will probably be the lightest ever known in the history of the trade.

**Rice**—The rice market is firm, with good demand. There is a generally good feeling among the trade and the impression is that prices will advance in the near future, as rice is cheap, compared with prices for other cereals. It is reported that consumption is far ahead of previous years and much larger than actually appears by statistical movement. The movement since the opening of the season is said to be 40 per cent. ahead of the improved purchasing power of Puerto Rico and the higher prices of competitive grades of foreign rice have materially increased the demand for domestic rice.

**Tea**—The tea market is very firm and the statistical position is gradually growing stronger. Full prices are obtained for all grades of both green and black teas, supplies of which are rather light.

**Molasses and Syrups**—The molasses market is firm and sales were of satisfactory volume considering the usual quiet preceding the holidays. There is quite a good demand for the better grades of molasses, for which full prices are obtained, with a tendency toward

higher values. Advices from New Orleans are to the effect that several crops of the better grades of molasses have been shipped from plantations and that all good molasses will be in by the first of next year. The quality of molasses is not up to that of the last crop and consequently best grades are being billed at full prices. There is a good demand for corn syrup at unchanged prices.

**Nuts**—Nuts of all kinds are very firm and in excellent demand for the holiday trade. Filberts are scarce and very firmly held. Brazils are in good demand, considering the high prices and the market continues exceedingly firm. Grenoble walnuts show great irregularity in quality and are offered at all sorts of prices. Almonds are higher and stocks are very light. Peanuts of all grades are in very good demand at previous prices with the tendency of the market upward.

**Rolled Oats**—The rolled oats market is weaker and prices have declined 20c per bbl., 10c per case on competitive cases, and 10c on Banner oats.

### 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. Buyers have believed that prices would go off after Jan. 1 and have been reducing stocks in anticipation of it. The storage houses are pretty well filled with a lot of apples that are ripe and can not be held much longer, such as Spys, Jonathans and Greenings. There is a larger quantity of No. 2 apples in storage this year than usual. The estimate of the Executive Committee of the National Apple Shippers' Association is just out, giving the number of barrels of apples in storage in the United States and Canada. It is generally believed that New York had a very light crop this year and yet the amount in cold storage in that State is given as 352,000 barrels, against 330,000 in 1900. Missouri shows 333,000, against 143,500 a year ago. The figures for Illinois are 427,500 this year against 350,300 in 1900. In Chicago it is 400,000, against 300,000 a year ago. The total in cold storage in the United States is 1,071,200, against 1,226,900 a year ago, an increase of over 400,000 in favor of 1901. The total number of barrels in the United States in both cold and common storage is given as 1,909,950, against 2,021,350 in 1900. Neither Omaha nor Philadelphia figures in the report of 1900. It is known that the amount in common storage in Philadelphia is 60,000 and in Omaha, 45,000. With these taken into consideration, there is a difference of only about 10,000 barrels in the two seasons. These figures are given up to about Dec. 1, or the end of the packing season.

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

**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@19c. Choice fetches 15@17c. Packing stock goes at 12@13c. Receipts have dropped off considerably during the past week.

**Cabbage**—\$2 per crate of four dozen.

**Carrots**—\$1.25 per bbl.

**Celery**—15c per doz.

**Cranberries**—Jerseys command \$7.75@8 per bbl.; Waltons, \$3@3.25 per crate for fancy.

**Dates**—4½@5c per lb.

**Eggs**—Receipts continue liberal, but the quality is somewhat uncertain, owing to the amount of shrunken and salted stock the honest farmer is dexterously mixing with his fresh eggs. Dealers meet with no difficulty in obtaining 20@22c for strictly fresh and 16@18c for storage.

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

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

**Grapes**—\$5@5.50 per keg for Malagas. Honey—White stock is in ample supply at 13@14c. Amber is in active demand at 12@13c, and dark is in moderate demand at 10@11c.

**Lemons**—Californias, \$3.25@3.50 for either size.

**Lettuce**—12½c per lb. for hothouse. Maple Syrup—\$1 per gal. for fancy.

**Onions**—The market is active and strong at \$1.10@1.25 per bu.

**Oranges**—California navels fetch \$3 per box. Jamaicas command \$3.50@3.75. Floridas, \$3.25@3.50.

**Parsley**—20c per doz.

**Potatoes**—Country buyers have dropped their paying prices to 55@63c. Small quantities are moving at present and all the large markets are in a congested condition. St. Louis and Pittsburgh each having 100 cars on track, which is twice the normal requirement.

The potato situation never was more interesting or uncertain than at the present time. The farmers of Wisconsin and Michigan are speculating, believing prices are going higher, and are holding to get the advantage of the rise. Reports from Wisconsin are that a disastrous rot is playing havoc with the potatoes in some parts of the State. This rot attacks the interior of the potatoes first and eats its way to the outside. The trouble is laid to the drouth. That put the growing season back several weeks and when the rain came the growth was too rapid. If this condition prevails to any extent it will cut quite a figure in the future price of potatoes. One of the largest potato buyers and shippers in this section says that the high prices are inviting shipments from California and Utah into sections usually supplied by the Wisconsin growers. California potatoes are being put now into Texarkana, Ark., at 5c a bushel less than Wisconsin potatoes can be laid down at the same place. Colorado potatoes are coming into this section. Dealers here are wondering to what extent imports will continue. Offers have been made to Chicago parties by New York dealers to furnish imported stock at 80c a bushel and upward.

**Poultry**—Turkeys and ducks are strong. Chickens and fowls are weak. Dressed hens fetch 7@8c, spring chickens command 8@9c, turkey hens fetch 10@11c, gobblers command 9@10c, ducks fetch 10@11c and geese 8@9c. Live pigeons are in moderate demand at 60@75c and squabs at \$1.20@2.

**Sweet Potatoes**—Virginias, \$2.50; Jerseys, \$4.

H. B. Lewis, manager of the Elk Rapids Iron Co., has received notice from Washington that he and his associates have been granted a sweeping patent on a machine for building cement structures. The machine is simple and inexpensive, and obviates all of the difficulties which have heretofore been met in the construction of buildings from this material. It is proposed to build the machine at Elk Rapids, which will furnish another industry for that thriving town. Whether the machine will be sold outright or leased on a royalty basis is not yet decided.

D. H. Armstrong, manager of the National Projectile Works, has written a letter to the Postmaster of Bay City, offering to remove the plant and business to that city if local investors will subscribe for \$50,000 of the capital stock in the company.

Henry J. Vinkemulder is jubilant over the arrival at his home of a handsome girl baby. Two sturdy lads have heretofore monopolized the attention of the household.

Guy Rouse and Claude Hamilton have gone to Galveston, Texas, to inspect their business interests. They intend to remain there until about Jan. 1.

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



## Getting the People

Quality and Quantity in Newspaper Circulation.

A great deal is just now being said as to the importance of known circulations and the significance of quality as a factor.

The consensus of opinion, as well as common sense, would seem to indicate that the matter of circulation is of public interest among advertisers. There are publishers who stand upon their dignity and claim that it is no one's business how many papers they circulate and some even carry their dignity to the extent that they ask no one to advertise—if any one wishes to use the paper he comes and does it. This, however, is not so common in this country as across the water. Most publishers are consistent enough to recognize that advertising has just as much value in their field as any other.

There is also the other extreme in which the sole criterion of value is the certified number of copies printed and circulated. Such claim that a fair basis is a definite rate per line per thousand of proved circulation. Could such a basis become general it would at first appear to greatly simplify the matter of charges. But it should be taken into consideration that circulation is more or less variable, and if the publisher were to render his bills on the basis of this variation it would lead to confusion worse confounded. A notable example of an advertising business conducted on this basis was that of the Bulletin of the League of American Wheelmen, whose bills would often fall to one-third in a single issue. Whether it was owing to the causes of the great variation in circulation or to this feature of management, or both, the paper did not prove a tremendous success.

There are few established papers whose circulations vary greatly or rapidly. The successful publisher is he that keeps up a constant effort in circulation building. While seasons for results may vary the change must be constantly upward so that the circulation stated represents the least at any time. Average circulations are coming to be looked upon askance, especially when boom editions and specials are admitted as factors.

The judicious advertiser takes into consideration other questions than the number of copies printed. He tries to learn how many come into the hands of bona fide subscribers. Then it is of importance to learn whether those subscribers may be possible buyers. If circulation were alone necessary the Ladies' Home Journal, with its list approaching a million, would be ideal, but the local advertiser would be paying for too many outside his territory and so not possible buyers.

The best quality in circulation, I take it, is thoroughly occupying the field. There is generally too much stress put upon going only into the best homes. Of course every publisher will maintain that his particular list of people is a little better than anybody else, but if he makes the mistake of catering to exclusiveness, of selecting his list from only the best and wealthiest people, he is making a distinction which seriously impairs the advertising value. For while the better classes may be more liberal buyers it may be open to question whether they are most influenced by advertising. The exclusive list may be of value to the merchant striving for exclusive trade, but to most the shilling

ONE  
FOURTH  
OFF

# A CHANCE

## TO BUY FURS CHEAP.

Now for a rousing Fur sale

## FOR THE NEXT TEN DAYS

One that will eclipse any that we have ever held. It matters not how high the grade or how choice the style nothing is exempt. Everything goes. We handle none but reliable qualities—could not afford to do otherwise. Yet due to large outlet and the fact that with us furs are only one department among many, we can quote prices absolutely impossible for Specialists, dependent upon three months for a whole year's profit.

ONE  
FOURTH  
OFF

ONE  
FOURTH  
OFF

# KOCHER BROS.

## NASHVILLE, MICH.

ONE  
FOURTH  
OFF

## Furniture ————— Furniture

**THE CHRISTMAS BUYERS**

Will find this store an ideal shopping place. We have gathered together what is best and newest in every line for the Christmas display. Every thought and fancy that modern furniture buyers demand, every desirable, dainty idea is here, and one of the pleasing features that will bring thrifty buyers here are the reasonable prices.

**Parlor Suits**  
Fancy Parlor Cabinets  
Music Cabinets  
Corner Chairs  
Gilt Chairs  
Divans  
Easels  
Screens  
Hall Backs  
Hall Chairs  
Reception Chairs  
Couches  
Leather Rockers  
Leather Chairs  
Leather Couches  
Sideboards  
Dining Chairs  
Dining Tables  
Center Tables  
Ladies' Desks  
Bookcases

**MAKE YOUR SELECTION FOR CHRISTMAS NOW**

While you may secure the assortment of the best styles. We will store them for you. Here is a little list just to give you an inkling of what we sell.

Cuts and printers' ink only partially portray the real beauty of our Christmas display—our magnificent assortment. You can only form an idea of the richness of the items shown—of the clever designs—the modern up-to-date stock by coming to our store.

**STORE OPEN UNTIL 10:00 O'CLOCK EVERY NIGHT**

**Library Tables**  
Office Chairs  
Desks  
Rattan Rockers  
China Closets  
Chamber Suits  
Iron Beds  
Brass Beds  
White Dressers  
Folding Beds  
Dressing Cases  
Chiffoniers  
Medicine Cabinets  
Foot Rests  
Shaving Stands  
Wardrobes  
Bed Lounges  
Mattresses  
Springs  
Palm Stands

**A Vast, Busy Brilliant, Retail Furniture Store**  
**M. J. & B. M. BUCK**

## XMAS GIFTS

USEFUL AS WELL AS PLEASING.

EVERY DEPARTMENT  
FILLED WITH

**Choice Holiday Goods.**

Our aim has been to select goods for our Xmas trade that would not only be pleasing to the eye, but of special good value for every day use. We have our stock in each department nicely arranged to meet your inspection, with an extra force of clerks that will be pleased to help you in making your selections. It would be useless to try to tell you of the many things we have for Xmas. We extend

**A CORDIAL INVITATION TO EVERYONE**

to spend a pleasant day shopping at

**Hawley's Big Department Store, Stanton, Mich.**

of the poor is as good as that of the wealthy.

The valuable circulation, I repeat, is that which thoroughly occupies the field. To the extent that the merchant's constituency and the publisher's interests coincide is each of the most value to the other. The judicious publisher will see to it that the merchant knows what and where his circulation is—it is his business—and the judicious merchant will see that the effort to meet his need should command his co-operation and support.

\* \* \*

The argument in the fur advertisement of Kocher Bros. is good, but I am inclined to criticize the emphasis laid on cheapness. Some way the word "cheap" sounds cheap. The reason for being able to handle the goods at reasonable margins is one all can understand and is well stated. I would change the main display to bring out special sale of furs with greater strength and I would bring in the type matter all around to give the black border more room.

The engravers have had to condense the display of M. J. & B. M. Buck, but the general characteristics are given. The matter and display are well gotten up for a general advertisement. The printer has done well in adhering to unity of style.

Another well written advertisement is that of Hawley's Big Department Store. The style is dignified and attractive and just enough is said to gain attention. The only changes I would suggest would be the omission of the second line, using the space to separate the matter farther from the border and, if possible, the use of less styles of type. As it is the advertisement is an exceptionally good one for one of a general character.

### The Indispensable Bargain.

Bargains are necessary. Advertising is necessary. Truth is necessary; exaggeration is permissible only to a slight extent and, strange to say, a slight exaggeration is better than an understatement.

The woman or the man bargain buyer is always delighted to believe that he or she has got something worth \$1 for 50 cents. You disappoint this class of people when you do not give them things once in awhile at half price. They like a bargain.

**You take  
no risk**

when you use H.  
M. R. Brand

**Torpedo Gravel  
Asphalt  
Ready Roofing**

For 35 years our  
roofs have been  
the standard of  
excellence. Write  
for samples.

**H. M. Reynolds Roofing Co.**  
Grand Rapids, Mich.



# The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Dec. 21.—The week is given over wholly to holiday trade and, so far as local business is concerned, the weather is all that could be desired for crowding the stores. Crowds everywhere. The jobbers have seen the worst of it and from now on will devote their energies to getting stocks in shape for invoicing.

Your readers all know that the Arbuckle-Havemeyer war has broken out again and there is little to tell that has not been published, either in the newspapers or in circulars sent to the trade by the parties themselves.

Easier markets on coffee prevail, both there and abroad, owing principally to large receipts at primary points which sent the rate down abroad and thus affected the situation here. At the close Rio No. 7 stood at 7½¢ and at this is rather shaky. The receipts at Rio and Santos have been, from July 1 to December 18, 10,158,000 bags, against 6,748,000 bags during the same time last year; in store (New York, Baltimore and New Orleans) 2,419,843 bags, against 1,143,601 bags at the same time last year. Mild grades have been steady, and some sales of quite fair amounts have been made at full rates. Good Cucuta closes at 9c. East India sorts are steady.

Teas are strong. Buyers are paying quotations and making no outcry if the rate seems higher than a month ago. The quality of arrivals for the past few weeks has been very good indeed, and scarcely any rejections have been made. Upon the whole, the tea trade is in a better position than for a very long time, and there seems no reason why the improvement should not continue.

The recent renewal of hostilities has knocked the sugar market endwise, so far as actual business is concerned, and repeated enquiries bring the same report of the smallest possible amount of actual trading being done. No change is likely to occur in the near future either.

There is little to brag of in the way of trade in rice. Nor is much expected at this season. Matters might easily be worse, however, for prices are certainly well sustained and we hear of no concessions. Prime to choice, 5@5½¢.

Stocks of spices are light, but there seem to be sufficient to go around, and buyers are not making any effort to lay in stocks ahead of current wants. Jobbers have taken some orders for goods to be shipped after the first of the year at previous rates.

There has been a very satisfactory volume of trade in molasses up to the beginning of the week, and stocks are pretty well taken care of. Open kettles, especially, are firm and sell for 33@39c. Syrups are in pretty good demand at full previous quotations.

The canned goods market during the week has shown some reaction from its former activity and this has been anticipated. Grocers have stocked up pretty well and for the moment trade is light. Some enquiry has been made for 1902 goods and sales of corn, future pack, have been effected at about such rates as prevailed a month or so ago. California goods have sold well and especially the fancy fruits. Glass cans are much in evidence and the chances are that next year, with the makers of glass cans independent, we shall see more goods than ever put up in glass. Tomatoes this week remain without change, but are very firmly held at old prices.

In dried fruits there has been a good market all around and prices show no weakness. Prunes of the larger sizes have sold freely with the local trade and, in fact, the better qualities of almost all goods have been strong and active.

Oranges show up better than last week and quotations show slight advance. Lemons are selling as well as could be expected and the supply is not over abundant. Colder weather has pos-

sibly caused less enquiry. California navel oranges, \$2.75@3; Floridas, \$2@2.40; Jamaicas, \$2.45@2.60.

There is only a moderate supply of best Western creamery butter and, as the demand is very brisk, arrivals are quickly taken care of. The quotation of 25c still remains, and it is hardly safe to name a higher rate, but if the weather continues so cold there will certainly be further advance. The supply of average sorts seems to be quite sufficient and quotations are about as last week. Western creamery, seconds to firsts, 19@23c; imitation creamery, 16@18½c, with lower grades 14@15½c; factory 14@15½c.

There is a steady trade in cheese, but the volume is not large and prices are without change from last week. Full cream State, 10¾@11c for small size and 1c less for large.

Three cents at a jump has been the rate of advance in eggs and now fresh gathered are worth 35c for Western and 26@32c for regular pack.

Large receipts of foreign potatoes have sent the market down. The weather has been so cold that it necessitated the immediate removal of stock from the docks and the result has favored buyers. Friday there were 515 bags from Hull, 10,230 from Liverpool, 2,886 from London, 785 from Rotterdam, and 10,320 barrels of domestic, so the supply for the present is ample. Long Island, per barrel, \$2.50@2.62; German, per 112 pound bag, \$1.40@1.50; Belgian, 168 pounds \$1.90@2.

The bean market is steady and choice marrows are held at \$2.40; choice medium, \$2.05; choice pea, \$1.95@2.

Merry Christmas to the Michigan Tradesman from the man behind the check book down to the d—l in the press room. May its shadow never grow less. It is a paper full of good things for the retailer and never flinches from expressing its opinion.

About this time of year, twenty years ago, I remember a few stray Indians used to come into the country store in Allegan county where I was employed to receive their little Christmas token in the shape of a batch of pig's feet or head. If by greater good luck they obtained some tobacco, so much blander was the smile, and if, perchance, a bottle of "40-rod" reached them their cup was running over and they had to be carried home under a horse blanket.

What changes have been made in methods of country storekeeping during the past quarter of a century—changes that no one can realize unless he has been behind the counter all the time, I suppose! There have been given to the grocer labor-saving and time-saving and money-saving devices without number, and each year sees the trade elevated to a higher plane. Time was when the grocer, as compared with the dry goods dealer, was looked down upon, but such is not the case now. The grocer is as good as the next man, and if he loses more money from dead-beats than other classes it is because of his inability to say no. F. J. Root.

## FIT FOR ANY HOME.

The New York Tribune's plans and programme for 1902 contemplate improvements all along the line, so as to keep it in the front rank of the newspaper procession. What The Daily Tribune is and what it stands for pretty nearly everybody knows. That it keeps pace in enterprise with the spirit of the age, without sacrificing decency or accuracy, it is needless to say.

But a word as to the other publications issued from The Tribune office may be timely. For instance, it may not be generally known that the famous old weekly grew and grew until it became imperatively necessary to divide it in two—The Tribune Review and The Tribune Farmer. The Review is suited alike to persons of the highest culture, to those who are educating themselves and to all who wish the week's history summarized, explained and illuminated for them. Special attention is given to municipal affairs, domestic and foreign politics, and to books and literary news. It is published

every Saturday. Price 5 cents a copy, or \$1 a year.

The Farmer, issued every Thursday, is one of the handsomest agricultural papers published in this or any other country. The illustrations are superb and the articles embrace everything relating to farms or farm work. It is a paper which farmers and all who have business dealings with them can not well afford to get along without. \$1 a year.

The Tri-Weekly Tribune occupies a field all its own. It was learned by experience that thousands of persons in various parts of the country wanted a New York newspaper, and yet they did not want one. That sound paradoxical, but it is not so much so as one might think at first glance. What they were really after was a condensed New York newspaper, which would not tax either their purse or their time too much. So it came to pass that The Tri-Weekly Tribune took the place of the old Semi-Weekly. The "Tri," as it is familiarly called, appears on Monday, Wednesday and Friday, and in these three issues one may find the cream of the matter in the seven issues of The Daily Tribune. Price, \$1.50 a year.

The Tribune Almanac for 1902 will be bigger, better and more valuable than ever. All the records and statistics worth having. On sale January 1. Price, 25 cents.

## New York Tribune Publications.

The New York Tribune comes pretty near being an ideal newspaper. It is clean without being dull, enterprising without being sensational, and as fair and accurate as human forethought and care can make it. The Tribune has positive convictions of its own on all the great questions of the day, but it is broad enough and liberal enough to give all reasonable opportunity to "hear the other side."

Every occurrence or development of sufficient importance to engage the attention of self-respecting, intelligent people is sure to find adequate treatment in The Tribune, by text or picture, or both.

What is true of The Daily Tribune applies with equal force, although in modified form, to the other publications issued from The Tribune office. The Tribune Weekly Review, issued every Saturday, enables persons living in the small towns or villages to keep in touch with the best thought of the nation, just as well as those living at the educational centers. It records and reviews all the essential happenings of the week—the things that count in making up

the ledger of progress. For sending to friends abroad you can not find anything better.

The Tribune Farmer is, as its name implies, devoted to the interests of farmers and their families. It is meant to be their friend, adviser and helper in the fullest meaning of the words, by bringing to them all the available facts and information calculated to aid them. And special care is taken to provide interesting reading matter for the women and young folks.

The Tri-Weekly Tribune is, if the phrase may be permitted, the "beef tea" of The Daily Tribune. In the three issues of each week it summarizes The Daily Tribune, while giving in their entirety many of the very best features and illustrations. For those who have neither the time nor the means to indulge in a metropolitan daily newspaper, and yet want to get all the news of the world treated from a national point of view, The Tri-Weekly Tribune is just the paper.

## Publicity Is Necessary.

No matter how superior an article may be or how great may be the people's advantage in dealing at a particular store, the proprietor's business will not reach anything like its possibilities unless the public shall be informed of the facts day after day. There can be no large trade without publicity. As to the methods of publicity, all experience shows that newspaper advertising is not only the most direct and effective, but also the cheapest.

## 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.

## It's Like

Throwing money to the birds paying a fabulous price for a soda apparatus when our

## \$20 FOUNTAIN

Will do the business just as well. Over 10,000 in use. No tanks, no charging apparatus required. Makes finest Soda Water for one-half cent a glass. Send address for particulars and endorsements.

Grant Manufacturing Co., Inc.  
Pittsburg, Pa.

# 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.

# 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.





Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,  
Grand Rapids, by the  
**TRADESMAN COMPANY**

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - DECEMBER 25, 1901.

STATE OF MICHIGAN } ss.  
County of Kent

John DeBoer, being duly sworn, de-  
poses and says as follows:

I am pressman in the office of the  
Tradesman Company and have charge  
of the presses and folding machine in  
that establishment. I printed and  
folded 7,000 copies of the issue of  
December 18, 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 twenty-first day of December, 1901.

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

#### PEACE AND GOOD WILL.

By the ordinary computation, nine-  
teen hundred years have elapsed since  
the historians, both sacred and profane,  
recorded an event which, of all others,  
has exerted upon the human race a most  
profound and extraordinary influence.

The event in question was the birth  
of a babe in a village of the Roman  
province of Judea, in Asia Minor. It  
was really the beginning of a social,  
political and religious movement which  
has, more than any other, dominated the  
nations and civilized and enlightened  
the human race.

Man is a religious creature, and, per-  
haps, this is one of the characteristics  
which most distinctly separates him  
from all others. Whatever may have  
been said about the absence of any re-  
ligion or superstition among a few scant  
and isolated tribes, and it is doubtful if  
such statements can be substantiated,  
the fact remains that all the peoples and  
nations of all kindreds, languages and  
tongues have professed and held to and  
cherished some sort of religious belief.

It is not proposed here to consider  
the peculiarities and doctrinal merits  
of any religion; but, judging from  
their effects upon the nations of the  
earth and the races of men, it is beyond  
contradiction that those that have  
adopted the creed which was proclaimed  
by the angels at Bethlehem have risen  
above all others to the summit of civili-  
zation, intellectual enlightenment and  
political power, and to-day they domi-  
nate with the might of their social or-  
ganization the peoples of the nations,  
while, with the vast and mysterious nat-  
ural forces which they have harnessed  
and driven to their use, they control the  
commerce and, therefore, the wealth of  
the earth.

Time was when wealth was gathered  
in war and bloodshed. Alexander and  
Caesar and all the ancient conquerors

overran the inhabitants of other coun-  
tries solely for the purposes of plunder.  
They assembled at the capitals of the  
empires they founded the spoils of mil-  
lions of their fellow-creatures who had  
been plundered and murdered, so that  
Babylon and Thebes and Rome might  
revel in wealth and luxury. To-day the  
lust for gold is no less great, but it is  
won by the swift ships which plow  
every sea and trade in every port; by  
the rail which spans continents, and  
by the wire which, like the web of some  
titanic spider, is woven above the land  
and sends forth its slender threads be-  
neath the sea to speed intelligence and  
do the offices of commerce.

The Christian nations have not yet  
ceased from war; their weapons are not  
yet converted into the implements of  
peace, but war, compared to those car-  
ried on by the Pagan, the Buddhist  
and Mussulman nations, is vastly less  
bloody and terrible.

The angels at Bethlehem proclaimed  
peace and good will. The most ad-  
vanced nations to-day are far from such  
a blessed state, but they have made  
progress, and, in order to realize the  
angelic prophecy, they must come to un-  
iversal peace. The progress made  
means that fulfillment is possible, and  
for it let all earnestly pray.

Peace and good will, however, can be  
practiced first at home. Then let every  
human being to whom the heavenly mes-  
sage has come seek to practice it to-  
day, and to all to whom its greeting  
may come the Tradesman wishes from  
its heart of hearts peace and good will  
and all the happiness and prosperity  
they can bring.

The statement in the daily press to  
the effect that both of the United States  
Senators from Michigan have joined in  
recommending that Hon. Thomas J.  
O'Brien, of this city be given the next  
diplomatic appointment coming to this  
State will be received by his friends  
with mingled joy and regret—joy, be-  
cause a residence abroad as the repre-  
sentative of the greatest Government on  
earth will enable Mr. O'Brien to demon-  
strate his ability as a diplomat; regret,  
because his acceptance of such a mis-  
sion will take from Grand Rapids a  
genial gentleman who has done much to  
give the city the prestige it enjoys in a  
legal, financial and social way; whose  
word is as good as a Government bond;  
whose influence has always been felt in  
behalf of good government, good citizen-  
ship and good morals; whose career in  
this community has always been a  
model for his associates and an inspira-  
tion for young men whose habits are  
yet in the formative period. Speaking  
from a selfish standpoint, the Trades-  
man hopes that Mr. O'Brien will not  
be accorded an opportunity to go  
abroad, because, in the present chaotic  
condition of our city government, the  
municipality needs just such men to  
assist in clearing the atmosphere and  
ridding the city of the gang of bribers  
and boodlers who are at present very  
much in evidence.

Nearly half a century ago the experi-  
ence of putting horse meat on the mar-  
ket was made for the first time in Aus-  
tria. A government decree of April  
29, 1854, gave legal permission to cut  
up and sell horse meat as an article of  
food. During the remainder of that  
year and in 1855, 943 horses were  
slaughtered for food in Vienna; the  
number rose in 1899—the last year for  
which statistics are obtainable—to  
25,640 head.

#### A BONE APIECE.

With a reluctance equaled only by a  
greater desire the two great contending  
forces of the United States, capital and  
labor, have met together, have sat at the  
same council board and have separated  
without so much as a scowl at each  
other on parting. Peace presided. A  
distinguished Senator took occasion to  
remark that the day is at hand for  
peace between capital and labor and  
promised to do his best to bring this  
about. A capital lion was free to ad-  
mit that "the fortunes and the pros-  
perity of the employer and the em-  
ployed are linked together; they are the  
same and the two interests should stand  
together and that upon the peaceful ad-  
justment of the difficulties that exist  
between them depends the future pros-  
perity of the United States." "As if  
determined not to be outdone the labor  
leaders took occasion to say if the plan  
outlined before the conference should be  
carried out it would do more good than  
any other movement in our country and  
that no one more than he would wel-  
come industrial peace"—the whole con-  
ference giving greater prospects than  
ever before of the lamb and the lion  
lying down together without the one  
being inside of the other.

When men are in earnest, however,  
the greatest restraint can not prevent  
the expression of the thought in the  
minds of all, and the conference would  
have made but little impression if the  
grievances of each had not had an air-  
ing. It occasioned no surprise, there-  
fore, when Samuel Gompers declared  
that the bone he had to pick with the  
capitalist was an undue influence on  
the part of giant corporations in the  
political affairs of the country and no-  
tably with the judiciary. One of the  
great trust lawyers is quoted as saying:  
"Give us the courts and we will let the  
people elect all the legislatures and gov-  
ernors." That, of course, was the  
Roland calling for its Oliver and before  
the adjournment took place it had to be  
declared that there was an existing fear  
among employers that the unions want  
to run their business. The meeting be-  
gan in harmony, it continued in har-  
mony and in harmony it came to an end  
and delegate and country at large are  
hoping that much good has been accom-  
plished by the coming together of capi-  
tal and labor.

It is a consummation devoutly to be  
wished. If these two great contending  
powers—that is exactly what they are—  
can be made to understand—can be  
made to believe that their interests are  
one and that under those conditions  
only the best results for themselves and  
the country can be obtained, the re-  
mainder is only a question of time; but  
the dropping of each his bone of con-  
tention in the middle of the peace con-  
ference does not promise well an early  
realization of their own and the coun-  
try's hopes. If each insists upon what  
the other will—not can—not grant, aside  
from the courtesy extended, little has  
been accomplished. If capital is exer-  
cising undue influence upon the judi-  
ciary, and if labor is still entertaining  
lively hopes of business management  
with the employer's money, there need  
be no more said. Each will continue to  
do with his own what seems to him best  
and any attempt on the part of the other  
to prevent just that will be looked upon  
as interference and will be resented as  
such.

That the country is watching the  
course of things with the greatest inter-  
est need not be said. It wants to see

the end of it all at the earliest possible  
moment, and it is ready to offer its com-  
mendation to that contestant who will  
drop his bone of contention first. It is  
pretty distinctly understood that both  
are tired of the senseless wrangling. It  
is getting to be pretty well believed that  
both are anxious to let go. If both are  
afraid and both "dassent," why is it not  
possible to meet for the purpose of each  
one's presenting and yielding his point:  
capital that he will not tamper with the  
bench; labor that he will not try to run  
the business or in any way dictate in  
regard to it? That is what the country is  
hoping for and looking for. It is exactly  
what it has not yet seen. The harmony  
is all right, but if it is to continue there  
must be no more bone-picking in con-  
ference.

When a traveling man and family lo-  
cates in a city, the resident salesmen  
and their families should endeavor to  
make them feel at home. Visit them  
and become acquainted. Show them that  
they are among friends. Strangers in a  
new city find the time dreary. Why not  
change this cold, unsocial manner, and  
extend a hearty welcome to newcomers?  
The wife of a traveling man among  
strangers, while her husband is on the  
road, finds the hours very long and  
lonesome. If the resident ladies will  
call, introduce her to friends, both she  
and her husband will entertain a good  
opinion of their new home city. The  
icebergs in the social world injure any  
city, and often create discontent in the  
minds of new residents. Every resident  
should welcome newcomers, show them  
that their presence is appreciated, and  
in this way upbuild the city. Every  
traveling man who locates in a city,  
and is favorably impressed with the cit-  
izens, sooner or later induces some  
friend to locate in the same city. Let  
a general social feeling exist among  
the families of traveling men. Do not  
allow strangers to remain so very long.  
Do not neglect the late arrivals, and  
cause them to seek homes in more social  
circles.

The conviction of Alexander Sullivan,  
of Chicago, on a charge of jury bribing  
is quite as significant as the conviction  
of City Attorney Salsbury in this city  
some weeks ago. The evidence intro-  
duced at the trial tended to show that  
the street railway corporations of Chi-  
cago maintain regular corruption funds  
for use in bribing one or more jurors in  
each damage case brought against them.  
Alexander Sullivan has not borne a good  
reputation since his connection with the  
Cronin murder several years ago, but  
few suspected that he was the medium  
through which the transit companies of  
Chicago were able to defeat the ends of  
justice by tampering with the juries.  
Statements made by Sullivan's attorneys  
during the final arguments of the case  
tended to show that this means of cor-  
rupting courts and juries is as com-  
mon as the bribery of city officials ap-  
pears to be in Grand Rapids.

Some men are mucilage men; they  
imagine everybody gets stuck on them.

Gambling is a dangerous practice and  
is the cause of much sorrow.

A woman's will does not have to be  
probated to make it valid.

A man who does not respect a woman  
is a dangerous individual.

The man about town should be at  
home.



EARLY DAYS.

Interesting Reminiscences of the Grocery Business.

A typical grocery window display of fifteen years ago showed the window dressed with a full barrel of currants, trimmed off with gaudily shaded ribbons tied around the sphere of fruit. One side of the window would be banked up with nuts, the other with plum puddings, citron, lemon and orange peel, and such other things as tempt the palate and warm the cockles of the heart at the Christmas season.

A few days before Christmas during these times an Englishman came to see me with a sample of hazel nuts which he had for sale. As their green hulls were still sticking to them, they made a very attractive appearance.

I asked the price, and was told 45 cents per pound. They came in casks, the Englishman said, and he had seven, each containing 800 pounds, or nearly three tons in all. He wanted me to buy the lot, but I naturally declined, as I had no use for more than an infinitesimal fraction of that quantity.

The next day found me in New York, and it occurred to me that I might be able to find some of the same nuts in the market, when it might pay to buy ten or fifteen pounds to scatter around the window to set it off.

I fetched up in a large wholesale grocery house, which had as manager of the fruit and nut department a nervous and rather impulsive foreigner. I asked him if he had ever seen the nuts in question, stating that I had been offered them the day before at 45 cents per pound, and that they were a beautiful attraction. He said no, but he would keep his eyes open for them, and would let me know if successful.

Two hours after that I had occasion to go back to the same store. The foreigner came to me joyfully and said he had just succeeded in finding some of the nuts. As I afterward learned, the same Englishman who had seen me had seen him and, scenting a large demand from my enquiry, he had bought the whole seven casks! He offered them to me at 39 cents per pound.

I shall never forget the poor fellow's look of utter dismay when I explained that I didn't want many—only a few to throw about the window—and that ten pounds would be all I cared for. The man flew off the handle and went all to pieces. He talked French and Italian at the same time, and finally turned on his heel and left me in disgust.

I have always been known as a practical joker so I decided to have some fun with this irascible foreigner. I went out and got a broker, told him the story and induced him to go in, look at the nuts and take a sample, and in half an hour go back and bid him 15 cents for the lot. Another broker did the same thing, with the effect that before the day was over the poor foreigner was nearly crazy.

This house published a weekly price list in the form of a trade paper. It was exceedingly amusing to note, during the next few issues, the progressive advertising of these nuts. The first issue after they were put in stock they were given quite a vivid description and large space, being quoted at 45 cents per pound. The next issue they were quoted at 35 cents. Meanwhile Christmas had come and gone, and the need of such merchandise had become less strenuous, so the succeeding issue offered them at 20 cents, and the next at 15 cents.

The last act in the drama was where these unfortunate nuts were offered as "the greatest bargain the house had ever known" at 5 cents per pound! This much it said and nothing more.

\* \* \*

In former holiday seasons every grocer sold barreled currants. That was before the currant industry had assumed its present condition, and when nobody thought of cleaning currants as now. The operation of opening and breaking up barrels of currants, as then conducted, was tedious, dirty and trying.

One of our customers was anxious to have a youthful relative of his employed in the store and in soliciting a chance for him he expatiated at great length on the young man's willingness to do anything, no matter what. I told him to send him along. As soon as he appeared I at once put him to work breaking up barrels of currants, and with a three-pronged auger screwing and tearing them loose, so that they could be broken up in smooth, even masses for putting in boxes and barrels ready for tying into packages.

By the time this willing youth had disintegrated some five barrels of currants, he had become an object ludicrous to see. He had a peculiar habit when in a perplexed frame of mind of every now and then running his fingers through his hair. Then he seemed to have some affection of the skin which made him do lots of scratching around his neck and face.

So that when the young man's relative appeared to make a friendly call on him and see how he liked his work and was shown to where the youth was employed, he was utterly unable to recognize him by any outward semblance. His clothes were covered with juice from the crushed currants, his hair was matted with juice and dirt and his own mother could hardly have recognized him from a colored boy.

The relative sat down and began to commune with him. The youth said he wished his relative would get him some other job, as he was thinking currants, working currants, dreaming currants and eating currants, and if he wasn't taken out before he had worked another five barrels there would be nothing left of him but currants.

At the end of the melancholy recital the youth broke down and wept copiously.

The two of them then came out to me. The obliging relative asked if I couldn't give the boy some other work to please release him. But the youth himself said, "For God's sake, Mr. Martindale, let me go."

\* \* \*

Another Christmas I had as extra clerk an exuberant young man from the Emerald Isle. The boy had landed in Philadelphia only about two or three weeks before. He had a luxuriant crop of carrot hair and was as green as the proverbial emigrant can be, but he was brimming over with native wit, and so I hired him, more for the pleasure of listening to his wit and noting the many awkward and funny things he did than from any expectation of getting any profitable work out of him.

However, he did very well. He was ready and willing, learned easily and, as a rule, remembered what he learned. There was one exception, which I will relate.

We had an elevator running from the basement to the third floor. On the store floor and the second floor it had patent folding doors which cost us \$25

per set. The third floor had no patent doors, but was open.

One Saturday night a customer came in for a thirty-pound box of candles. The gas had gone out in a nearby store and a clerk had been sent out in a hurry to get candles.

I said to the young emigrant from the "ould sod:"

"Hugh, do you know where the candles are upstairs?"

"Shure, I do, sorr," he replied, "they're in the third story front room."

"You're right," I said, "now take a candle and go up and bring down a box of 16s."

"Oh, your honor," says Hugh, "shure I don't need a candle. I cud lay me hands on thim candles on the darkest noight that iver you seen!"

"Never mind what you could do," I said, "do as you're told; go up and take a candle."

He started up the steps and I thought nothing more of the matter until I heard a terrific crash. Down came the Irishman, first through the patent elevator doors on the second floor, then through those on the store floor, landing in the cellar and doing just \$50 worth of damage in his rapid descent.

I ran down the cellar to help pick him up, expecting to find him dead or seriously injured. Instead of that he was standing up, carefully feeling all over himself for broken bones. Finally he said, "Glory be to God, I'm not kilt!"

I said, "Hugh, how in thunder did you do it?"

"Shure," said he, "it's aisy enough to tell your honor how I done it—I just put me fut in the wrong place."

But this putting his "fut" in the wrong place cost us \$50, just the same.—Thomas Martindale in Grocery World.

Panacea for Bad Grammar.

Every little while some scientist bobs up in Germany with a new cure, sometimes with a new disease. Dr. Ernest Liebmann, a nerve specialist, is reported as not only having discovered a new disease, but as having discovered a cure for the same, as well. Perhaps we err in saying that the Doctor discovered this disease. It has existed among us from the beginning of speech; we did not know that it was a disease, that is all. The Doctor has discovered, after long and painstaking research, that bad grammar and the disregard for rules of language is a disease, just as smallpox is a disease.

This is alarming, to be sure, but then we remember that the Doctor has a remedy. He produces a little brown mixture, the dose of which is a tablespoonful three times a day, and the sufferer ceases to say, "Pass them doughnuts," and "I ain't done nothin'," and becomes a model grammarian.

As Josh Billings would have said, "This is interesting, if true." We confess that we are a little doubtful. We have always supposed that the faculty for tangling up the rules of grammar was an offspring of poor education and careless habit, but if it is a disease, why we should certainly found sanitariums where it may be cured. According to Dr. Liebmann's theory our ancestor ape must have chattered all sorts of ungrammatical lingo away back in his roost in the primeval forest. If bad grammar is a disease, by all means let the sufferers hasten to be cured.

The average woman is as proud of the trouble she has with the hired girl as she is of her new bonnet.

Plenty of Room For Your Competitor.

There should always be room in every trade for two men, without the one doing the other. A trade to be a legitimate piece of commerce should be a profit maker for both the seller and the buyer. Some men look on business as an operation in which one man always gets the best of the other man; to be a successful business man, with such a person, is to do unto the other fellow as he would do to you, and do it first. With such a person gambling or whisky selling, which gives no quid pro quo, is legitimate business.

This idea of commerce is all wrong. It makes trade war, and presupposes a constantly defeated half in the community. Trade to be stable must be fair to all concerned. Every man who handles goods or any commodity must for the good he receives, render an equivalent. The reasonable merchant adds value to his stock to the amount of his profit by collecting and distributing it to the saving of time and trouble to the people who consume the goods. He may increase his profit by lying about his stock in trade. He may get a few more dollars that way. He may in the end lose dollars. But he loses more than that in any event. He loses himself.

The man who loses sight of the other man in trade loses the best of the bargain every time. He loses his own self-respect, which is a dead loss and a heavy one that no man can stand; and he loses the respect of the other man, which is something dollars can not buy back. Then beyond that, he loses the power and the desire to do well by anyone but himself. This turns a man into an enemy of his kind and an injury to society. Even if he gains the whole world but loses himself, he has made a bad bargain. There is no equivalent a man can give in exchange for himself.

This desire to get all the profit in a bargain has probably ruined more men than any other false notion in business. Suppose you have a city lot and sell it at a good figure. Do you feel sore if the man to whom you sold sells it the next day for a hundred more than he paid? If you had an interest in an iron mine and sold it for \$15,000 more than you paid for it, would you eat your heart out with envy because the man who bought it turned it over at a \$100,000 profit? I venture it would be a strain on your self-poise; but would you have any bitterness in your thought toward him? Not long ago a certain Dakota farmer who sold his farm for a large sum, shot himself because the man to whom he sold, resold it for a thousand more than he paid. This man valued his life at less than a thousand dollars. I have seen men sell themselves in trade for twenty-five cents.—Eli in Minneapolis Commercial Bulletin.

Minor Chords.

Do not "blow" about your business to customers; they might conclude that you are doing too much.

Do not ask two prices. Your customers might think that the other fellow gets the lowest.

Do not keep a clerk down. Your competitor might lift him up.

Do not fail to keep your engagement with the traveling salesman. His time is money.

Do not expect returns from your first advertisement the same day. It takes time for seeds to take root.

Do not say a word in your advertisement that you will have to "eat." Indigestion is troublesome.



## Clothing

### Fads and Fashions in Clothing in Gotham.

As a rule, the careful man could take his last winter's overcoat from the camphor closet, give it a good brushing, have it sent to the tailor's around the corner, to be thoroughly cleaned and pressed, and the first Sunday that he walked along the avenue people would imagine that he had on a brand new coat. This year tells another story. The friends of the tailors and clothiers have made enough radical changes in the style of the fall and winter overcoat, to enable this year's garment to be told from last fall's, almost at a glance by the veriest novice, so a man who wears last year's long coat, almost advertises that fact. On this account, there has been a good, long overcoat business done, even although the weather has not been "long overcoat" weather by any means, but it seems that there are very few men who care to make the old coat do, when it is really out of style. This winter's overcoats, I must say, are an unusually smart and attractive lot, and are becoming to almost any sized, shaped or kind of man. They are good and warm and good and long, 44 inches being the popular length (and yet, so fluctuating is the weather, that only two nights ago I saw a young man in a plain sack suit, carrying a top covert coat over his arm), and are made up from a variety of materials, the rough goods predominating. Friezes do not seem to be worn as much as last winter. The most distinct innovation is the vertical pocket, which is seen on almost every new long coat of this season. Kerseys seem to be conspicuous by their absence from the backs of good dressers. One of the most popular overcoats is that of the regulation, 44-inch coat, with a faint overplaid, as one man cleverly puts it, "just distinct enough to give the coat distinction." I have seen some very swell effects in browns and greens, both of dark shades, however, and I have seen some very ugly and loud effects in overplaids, that were too bold in contrast to the rest of the fabric, and too prominent in size and thickness so that the opposite of a genteel effect was produced. There is not much change in the extreme overcoats, such as the Paddock, Surtout, Paletot, Paddington, which are simply different names for about the same style coat, being worn by the sporting fraternity, actors, coachmen and a few others. The "Cravenette" raincoat continues to number many of the best dressers about town as its slaves and is to be seen in all sorts of weather, and on all sorts of occasions.

There are very few innovations that get further than the fad period which might roughly be called from three months to a year. Innovations are seldom produced because they are necessary to a garment in order to increase its utility, or because they are especially wanted by the patrons of the high-class tailor. They also want something new, something different from the general run, and the tailor has to cudgel his brains and find something, even if it has no advantages over the old run of things. Few of these fads of cut and pattern remain long in favor at the hands of the exclusive dresser. He is as fickle as a woman, and in a short time he will, like Oliver Twist, call for more novelties, even if the old one has not been copied by the ordinary dresser, which, by the way, seldom takes place.

For, as a rule, the great bulk of dressers, who may properly be called well dressed, but not exclusively dressed men, those who are not the first to take up a fad, nor the first to drop it, will copy the novelties worn by the "ultra." Let us look at a few new styles, some of the very latest and others only comparatively so. It was nearly three years ago that they were introduced in this country, that is within the past few years, and that marked the start of the loose overcoat in this country. I remember when it first appeared along Broadway, how everybody stared, and it is a matter of history, how every swell tailor made no overcoat to speak of for his customers excepting the Raglan. Now, not three years have passed—how many of the best dressers are seen wearing the Raglan overcoat? Many of the present coats are modifications of the Raglan, and bear points of resemblance, in fact it might be called the father of the present loose coats now so prominent, but the Raglan itself is dead, no not dead, but only slumbering, a Rip Van Winkle sleep, and in a few years in all probability, some exclusive, high-priced tailor will again introduce it as a novelty, and a like revolution will again be gone through. The single-breasted frock is another case in question. No sooner was it heard that Edward VII., of England, then Prince of Wales, was having a single-breasted frock made, than a number of Anglo-manics had to have single-breasted frock coats also. That was during the summer time, and it did not "catch on," at all, excepting with the few above mentioned. For the winter it is finding still less favor. A frock coat is one that is worn mostly without an overcoat; in fact, always without an overcoat, unless weather conditions forbid it. The frock coat is often worn in rather chilly weather, and a good, warm, double-breasted garment is a far better protection from the cold than the single-breasted affair. Next on the list, and coming down to more recent history, is the long-yoked overcoat.

Late last fall the yoked overcoat sprung into prominence. It was first seen on the person of a few notorious fashion setters, and did not gain general popularity, because shortly afterward summer arrived, and no overcoats were seen. It is a very dressy article, so it goes without saying that with the beginning of the present medium and heavyweight season, every one is wearing the yoke, and the pioneers are clamoring for some new style. It will not be long before it will have attained as great a popularity as did the Raglan coat. With the pleated coat, there is another story to tell. It comes in various combinations. Some have yokes and pleats, some only pleats, some have pleats running down the sides, others have pleats dividing the back, and still others have both side and back pleats. It is something rather out of the ordinary, but there its advantage stops, as it is one of the most uncomely articles of wearing apparel ever inflicted upon a long-suffering public, and both the exclusive and the conservative dresser seem to want none of it.

Another new fangle that I do not

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Makers

Wile Bros. & Weill, Buffalo, N. Y.

## William Connor Wholesale Ready Made Clothing

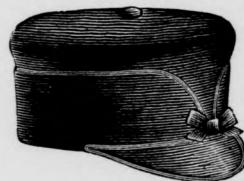
28-30 South Ionia Street, Grand Rapids, Mich.

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.

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Plush Windsor.  
\$4.50 to 12.00  
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\$2.25 to 12.00  
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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

## The Peerless M'f'g Co.,

Detroit, Mich.

Manufacturers of the well known brand of

**Peerless**  
Pants, Shirts, Overalls and Lumbermen's  
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think much of, was first introduced by a New York custom tailor, who is considered one of the very "swellest" in the city. Last July I predicted that he would introduce it in a short time, and sure enough it was seen on the street as early as the middle of September. Only recently I saw it in the window of a retail store, selling for \$15. It consists of the 2-button square cut sack coat, double-breasted, with a lapel of an enormous length, at least two-thirds the length of the entire coat. In fact, the reason that the coat is a 2-button coat is that this very label is so long that there is no room for another button. Even the coat that I saw tailored by the best known maker of fashionable clothes in this city, commanded the opposite of my admiration. Novel it was; I do not remember having ever seen a coat cut on the same lines, or even closely resembling it before but it was about as ungraceful a garment as it could possibly be, the scarcity of buttons and unwieldiness of lapel giving the tout ensemble a very unprepossessing appearance. I have not seen it worn very much however either by the upper ten the lower five or the middle seven and a half and it is not one of those novelties that overpopularization is liable to kill. I have heard in some quarters that the Norfolk jacket is being worn for business wear, but from observation and investigation of the matter I can find no truth in the report. It is simply worn on the same occasions as formerly during an outing in the country, for bicycling, golfing, etc. What status it may have in the near future can not be told but I do not think its use for business will ever be more than very limited.

Haberdashery is such a general subject that it, would seem rather hazardous at first glance to put it under one heading, but there is so little new of importance to tell about, that it can safely be done. Take neckwear, for instance, the most important part of men's winter furnishing goods, because it is seen the most, a few words will dispose of that. It seems to me that every known shape for years is being shown and is being worn, and a number of new shapes, as well, a few meritorious, but more quite the opposite. The puff and ascot is seen with the frock coat and cutaway, mostly in quiet tones and harmonious color combinations, although the horse show has brought out a few brighter colors. I am glad to see the De Joinville slowly and surely creeping its way into favor again. With the sack suit, I see the good, old, reliable imperial, our old friends, the batwing and butterfly, and the narrow four-in-hand, which simply won't be downed, although the makers and dealers have made and are making frantic efforts to do so. This results in some new shapes, but most of them are hard to tie and look ugly when tied. I saw some of those new ties, that were bought at one of the most fashionable haberdasher's in the city, and, by the way, one of the most expensive, too. It is fairly long, and has ends about two and a half inches wide, from where it gradually tapers until at its narrowest point, which is at about the center, it measures about an inch and a half. It ties into a knot that is fully an inch wide and two inches long, and resembles nothing so much as a teck. Of course the scarfing from which it is made is of the most exquisite shades of silk, and comes in handsome patterns, but it is more than offset by its ugly shape.

As far as the designs of this season's neckwear are concerned, they are very quiet and tasty. In good neckwear very few stripes are seen, and as for cross stripes, they are conspicuous by their absence. Plaid figures, and Persian and self effects seem to have the call. The usual colorings hold sway, but I do not remember ever having seen so many beautiful shades and combinations of greens and grays, as at present. When it comes to shirts, that ground has been pretty fully covered. The pleated shirt continues to bloom for morning wear, chiefly the fancy effects, as well as the smooth bosoms in both pure white and colors. And new patterns, there are none, or if there are, they have escaped my notice. For informal and formal evening dress only the pure white, stiff bosomed shirt is permissible. Men buy underwear more for comfort and wear than anything else, so the kind of underwear that becomes the most popular is that which feels best to the skin and will last the longest. With hosiery it is different. They are visible to some degree, and therefore something outside of comfort and wear must be considered. I do not remember a year when fancies have taken so great a hold as at present. There is very little heavy hosiery worn, even during the dead of winter. Medium weights have all the call. Plenty of blacks are to be seen, some with a silk clock on the side. I find good cashmere, of a brown color, with a plain cross stripe of blue as good a pattern and material as any. For the ballroom I see plenty of silk hose, mostly black, and in some cases, lace.

There is a diversity of opinion as to the when of wearing fobs. I might wear one with a dinner coat, but I would just as soon wear a black tie with evening dress, as be seen with a fob. The art of making jewelry cases has greatly improved, and the vogue of the large and clumsy box of leather is fast dying out. I saw one, made of fine morocco leather, meant to carry in the pocket, as it was no larger than a small cigar case. It had two little compartments, and the jewelry is protected by a piece of soft ooze, that is placed between the two, and fastened only on one end. There was room for a few collar and cuff buttons, a couple of rings and scarf pins in this ingenious little case, which would make an ideal Christmas gift, by the way.

The bump of destructiveness is no larger in a child than in a full-grown man, although it is commonly supposed to be the case. Man is never so happy as when destroying something that has life; the soldier who once smells powder and the huntsman who is in at the finish of his first hunt, as a rule, is as hopeless a destroyer as the man-eating tiger after his first taste of blood. I know that there is nothing that I enjoy quite as much as a good fox hunt, provided that everything goes smoothly, that I have a good horse under me, that no man is hurt, and that my attire is perfect. I have known a mistake on the part of my valet in not giving my boots a perfect shine to cause me enough mortification to spoil the whole day's sport. I do not know of any one so trying as some recruits, especially those that think they know everything about hunting from A to Z after a single experience with the pack. They are worse than the duffer in golf, and that is saying a great deal. First of all, they will insist upon wearing the scarlet coat. What right has a man, who very likely does not even own the

horse that he is riding, who in all probability is his own man, and who gives but scanty contribution to either the finances or tone of the club, to strut around in regulation scarlet, and no doubt wear the club button conspicuously to show to his friends? What protection have I against being taken to be in the same class, I, who have been a member for years, who am, in fact, one of the founders, and who can boast of owning a stable of some of the finest hunters in the country? These fellows very often can not manage their mounts properly, either, and even the cry of "ware hound," has not prevented many a good dog of mine from biting the dust. Do not misunderstand me. A beginner is all right, if he knows his place, and comes to the hunt mounted on a horse he can manage, and in a regulation cutaway riding coat of black or fancy plaid cassimere or chevrot. I have even known some beginners to tie red ribbons on the tails of the gentlest steeds imaginable, in order to give the others the impression that they kicked, and thus give them the right of way. It is important when you set out to see that you are spick and span as though you had stepped out of a band-box. Your riding breeches should be without a spot, and I would advise you to have them fasten with a buckle and not with buttons or clasps, which impede the circulation of the blood. Be sure that your riding boots shine so that you can see your image therein, and that your silk hat is perfect. There seems to be a diversity of opinion as to whether the silk hat, or the derby is the more correct form, and I am not sure which is considered so.

Ajax.

#### How to Keep Healthy.

Never begin a dinner with pie.  
Never sleep in your overshoes.  
Never ride a thin horse bareback.  
Never walk fifteen miles before breakfast.  
Never carry a barrel of potatoes on your head.  
Never put your feet in the fire to warm them.  
Never swallow your food before you chew it.  
Never jump out of a window for a short cut.  
Never drink more than you can comfortably carry.  
Never give a tramp your summer's clothing in winter.  
Never jump more than ten feet to catch a ferry boat.  
Never leave the gas turned on when you retire at night.  
Never sit by a red hot stove with a sealskin cap or ulster on.  
Never thrust your knife more than half way down your throat.  
Never kick an infuriated bull dog when you have slippers on.  
Never let your clothes dry on you when you are caught in a rain.  
Never walk into a parlor at a reception and put your feet on the mantelpiece. It will cause the blood to rush to your head.

#### Counted Like a Good Fellow.

Doctor—Did you follow my advice and count until you fell asleep?  
Patient—I counted up to 18,000.  
Doctor—And then you fell asleep.  
Patient—No, then it was time to get up.

## M. Wile & Co.

Famous Makers of Clothing

Buffalo, N. Y.

Samples on Request Prepaid

# 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.



## Shoes and Rubbers

### Why Shoes Made to Measure Do Not Always Fit.

Notwithstanding the fact that styles of lasts have assumed nearly every conceivable shape upon which ready-to-wear shoes are made and sold by retail shoe and department stores in every city and hamlet in America where such stores exist, yet many people can not satisfactorily and with any degree of comfort wear them.

The fact of the matter is that the abnormal shapes of many shoes heretofore foisted upon the public, who in their ignorance of the results that would necessarily follow the wearing of them accepted them, as they were at that time the prevailing "style," so denominated by those who are supposed to dictate such matters, have crippled their feet in consequence.

American feet are at present in such a condition of deformity, caused by ill-fitting shoes, that one must be in close contact with them to have even the faintest idea of the corns, bunions, overlapping toes, ingrowing nails and broken arches that exist. Although the feet are wider at the toes by nature than any other part of the foot as measured across, we still confine the toes in the narrowest part of the shoe.

The "pretty foot," as understood by the fashionable, and as described by most people when they appear in shoes, in reality means crippled feet.

On account of the reasons above stated, together with others, many people desire to have shoes made specially for their feet, with any peculiarities incorporated, such as either the condition of their feet requires or those that they have in mind. That so many to-measure shops still exist is evidence enough that cost is a matter of little consideration, as shoes made by them generally bring high prices.

Clerks in retail shoe stores take many measurements of feet, or at least the majority of them pretend to, although in many instances the pretended measuring is to all intents and purposes a fake pure and simple, as no particular measurements are forwarded to the factory in which the shoes are made, other than to order a fraction of an inch to be added or reduced at instep or ball, as they term the locations.

Many of the so-called measures only result in shoes that fit no better than shoes the same store had on hand.

The measuring of feet for making special shoes, where the measurements must be transmitted to a factory by mail, is at present in a very crude condition. No means except such as can be defined by mail are used to direct the one who fits up the lasts, so that places may be found on the lasts corresponding to those places located on the feet from which the measurements were taken. This is a very indefinite manner of giving directions to the manufacturer.

Again, different clerks in retail stores use the same terms to designate positions from which they measure, yet they often vary half an inch from each other in locating them.

A certain retail shoe store in New York City recently received an order for thirty-seven pairs of shoes to be made to measure for chorus girls. One of the clerks measured their feet and the shoes were made by a professional "made-to-measure" shoemaker, and thirty-six pairs were misfits, although the clerk who measured the feet was one

who generally took the measures when measures had to be taken for shoes made to order at that store.

In a prominent "made-to-measure" shop on Court street, Boston, where shoes bring high prices, often large front show windows may be seen full of shoes with cards stating that they are misfits and that they are "for sale cheap." And it is a fact that they are misfits, although a custom shoemaker measures the feet and also fits up many pairs of lasts for his own measurements.

Upon visiting shoe factories in which many "made-to-measure" shoes are made one will be somewhat surprised to view the lasts that are fitted up when they are ready to be used for lasting-on. In many instances the man who fits up the lasts has no conception of the locations taken by the clerk in the store, nor how tight he drew his strap when he measured the feet of his customer. He wonders where the clerk measured for instep, and where for ball, and how high for the ankle, until he finally decides he will use his own judgment because he has done so for many years. Then he may build a small but heavy piece of leather on top of the place he calls instep and then another similar piece of leather where he thinks the clerk marked for the bunion. Many proprietors of large retail shoe stores in cities absolutely refuse to measure feet to make shoes to order.

When measured shoes are made for a retail shoe store, if they do not fit so that the customer takes them they can be put on the shelves with the regular stock and sold at the first opportunity.

Many last fitters in shoe factories do not use as good judgment as might be expected in leathering up lasts. Instead of cutting a large piece of leather and extending it clear from one edge of the bottom over the top of the last and down on the other side, they almost always build up to measure with one or more thick pieces, but place them only on the top of the last. Any one might know that, unless so specified in order, there was not a bunch on top of the foot, but that the part termed instep was full in measurement, and, therefore, the last should be built up clear around.

It would pay some factories to arrange to make shoes to measure as a specialty. Very little extra expense attends each pair other than fitting the lasts and the change of upper patterns, and they can be cut for single pairs in heavy paper from standard sets, with the slight alterations the measures require. The other extra expense is that which follows single-pair orders only, while there is from 50 cents to \$1 per pair extra charged for making.

It is a remarkable fact that there can be found but very few retail shoe clerks who have any mechanical ideas, and for this reason it is almost impossible for them to form correct ideas in fitting up lasts from measures, not knowing how or where the feet are measured. The one who measures the feet knows that in case a misfit occurs it can be laid to the factory where the shoes are made, and, therefore, he assumes no responsibility.

The measuring of feet and fitting up lasts to the same measure can never be successfully accomplished until a machine or device of some kind is adopted whereby the positions are positively located the same on feet and lasts, according to their needs.

Many customers are willing to pay almost any price if their feet can be fitted

## COMFORTABLE SHOES



No 1059—Women's Red Felt Nullifier fur trimmed.....	85c
No. 2490—Misses' Red Felt Nullifier fur trimmed.....	80c
No. 2491—Child's Red Felt Nullifier fur trimmed.....	70c
No. 2475—Women's Blue Felt lace Dong. foxed, op. and C. S. toe	\$1.00
No. 2487—Women's Dong., felt lined, fur trimmed Nullifier.....	\$1.00
No. 2488—Women's Black Felt, fur trimmed Nullifier.....	85c

We have the above warm shoes in stock and can supply you promptly.

**GEO. H. REEDER & CO., Grand Rapids, Mich.**

## Price Is a Good Salesman Quality Is a Better One

Boston Rubber Shoe Co.'s rubbers have the desired durability, fit and finish, and can be sold at moderate prices. Our stock of them is large and we make prompt shipments.

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Grand Rapids, Mich.

## 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.

## A Merry Xmas A Happy and Prosperous New Year

to all our friends and patrons  
is the wish of

**BRADLEY & METCALF CO., Milwaukee, Wis.**

Manufacturers and Jobbers of Shoes and Rubbers



with comfortable shoes, and the difficulty is almost invariably the forward part of their feet and shoes.

Almost every pair of men's shoes in retail stores is too large and loose in the heel, and too tight at the toes. Therefore, nearly all the measures require the most changes forward the waist. Bunions or badly-shaped toes are the trouble that cause people to order shoes to measure. Not often is there any trouble at the heel.—Shoe Retailer.

#### Sale of Jewelry by Clothiers and Furnishers.

Every furnishing goods dealer is obliged to carry some sort of a stock of collar buttons and shirt studs for his customers' convenience. Most furnishers carry, in addition, a stock of scarf pins, sleeve links and buttons, tie clips and other small articles that are necessary to male attire. It is safe to say, however, that very few furnishers handle their stock of jewelry to the best advantage. There is a large profit in men's jewelry, but too often the furnisher does not get his share of it. The profit on what he sells may range from 50 to 500 per cent., but his sales are so small in comparison to what they might be made that his stock of jewelry does not return him enough to pay for the trouble he has with it. "Why do furnishers so often fail to make a success of their line of jewelry?" said a jeweler recently. "Why, they do not know how to handle it as it should be handled. In the first place, they keep the cheapest sort of imitation stuff. Now, imitation jewelry is all right in its place, but there are good imitations and poor imitations. Good rolled plate that can be warranted for at least a year is the only kind of the stuff that a furnisher should put before his trade. It is the only kind of stuff that will stand handling and cleaning, and, short of solid gold, is the only kind of ware that will give a purchaser lasting satisfaction. If furnishers would buy a better quality of goods than many of them do, they would find it much easier to hold desirable trade. This cheap stuff that is used in pins and other articles can not be kept clean and in good condition, for as soon as the gilt wears off the beauty of the thing is gone. If the stock is kept clean the gilt will wear off very quickly. Cleanliness is absolutely indispensable if a man expects to handle jewelry successfully. Bear in mind that jewelry is an ornament and a luxury. In nine cases out of ten it is sold by its looks. If its appearance is fresh and bright it sells all right. If it is slightly dim or dirty, its charm is gone. Jewelers understand this and devote their time to keeping their stocks in order. If an article is handled and put back in the case without wiping, the acid in the perspiration will cause it to tarnish. For this reason jewelry should be handled as little as possible and wiped with a dry cloth or chamouis as often as it has been handled. Of course, the cases should be dry if the jewelry is to retain its beauty. Another thing that I notice some haberdashers do not understand is that any article containing rubber should not go into a case with jewelry. When rubber is kept in the same compartment with metal a chemical change takes place and the jewelry tarnishes. Garters, sleeve supports and such articles should be kept outside the jewelry cases. If jewelry is to be kept fresh and bright, it requires other treatment than rubbing or wiping from time to time. If it has become dim, the best

way is to send it back to the maker to be repolished. Jewelers are glad to repolish jewelry for their patrons and do so for a small charge or no charge at all. Still, if a man wants to treat his jewelry himself he can do so, as the process is an easy one. He will need a solution of cyanide of potassium and water, a quantity of jewelers' sawdust (made of the finest dust of boxwood) and some pure water. Make a slimy solution of the cyanide of potassium and water. Take a strainer that will hold the articles to be treated and dip them in the fluid. After leaving them there half a minute take them out and wash them carefully in pure water. Then toss them into the box of sawdust and after drying them thoroughly dust them off with a fine brush. The cyanide will eat off the tarnish and give them the brilliance that they originally had. But let me caution everyone against carelessness in the use of the cyanide. It is a deadly poison and if it even gets into a cut on the hands is apt to cause serious blood poison. So the fluid can not be too cautiously handled. If it is necessary to get dirt out of jewelry an excellent way is to make a thin paste of pure castile soap and pure ammonia and wash the article thoroughly in it. It will take out all dirt perfectly and the article then can be brightened by the cyanide bath.

"Now, having spoken of ways and means of cleanliness, the next thing to consider is the proper display of jewelry. The furnisher should provide himself with an abundant stock of cards, and, whenever a card becomes soiled, immediately remount the article. It is the only way to keep stock looking nice and fresh. If a man will not take the time to keep his cards fresh he need not be surprised at slow sales of his goods. Goods shown on cards look better than when they are unmounted, and even in the cases the cards look better and are more practical than no cards at all. Jewelers' trays, lined with velvet of a dark shade, are the best appliances for the storage and display of jewelry. A fine glass case with glass shelves on which are set jewelers' trays filled with clean, bright goods ought to sell stuff anywhere."

A furnisher who has made a great success of his jewelry department has adopted this method of display for his large stock. He says: "I find that nothing will take the place of constant attention to the cleanliness, neatness and spotlessness of the case and its contents. Furnishers lose sales on jewelry because they will not give it the attention that is necessary in this way. My showcase is an all glass case with glass shelves—all kept spotless. I put my stock just under the collar stock, as that is the place in the store where most people stop. I have a case of jewelry outside all the time. People see it and they come in and I have found my outside case a most valuable and paying investment. When I make a display of large scarfs, cuffs, shirts or other articles of apparel in the window I take pains to see that appropriate links go into the cuffs, studs in the shirt and scarf pin into the tie. That is a chance for me to show my taste, and I improve it. But chiefly remember this: Jewelry must be sold by drawing the attention of purchasers of other lines to it. Every clerk should make it a point to call the attention of his trade to the stock. Then, if the stock is properly cared for, sales will be made and a handsome profit realized."—Apparel Gazette.

#### Mourning Garments Are Unhealthful.

The custom of wearing black instead of the heavy and unhealthy mourning garments that were considered the only proper means of showing one's grief, is fortunately becoming general and mankind will be the happier and better for it. Some persons are advocating the notion that the bereaved one should endeavor to see all those who call to express sympathy, but that would be a most trying ordeal, and the mere fact of leaving one's card at such times is not only correct form, but the best mode of expression.

#### Tested By an Expert.

From the Chicago Tribune.

"Ah, this is real butter," said the Stock Yards man, spreading some of it on his buckwheat cakes at the rural hotel.

"How can you tell?" asked the other man.

"There's real dirt in it."

#### Filling His Coffers.

"This epidemic of grip," said the druggist's friend, "ought to be a bonanza for you, what with prescriptions and all that."

"Yes," replied the druggist, "I'm filling my own and the doctors' coughers."

## 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 Celebrated "Lone" Shoe for Men



Velour and Vici Kid Stock. Retails at \$2.50.

The Western Shoe Co., Toledo, Ohio  
Distributors

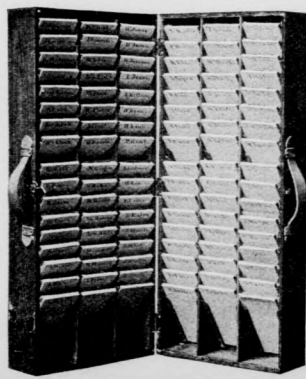
## The Stamp of Approval

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.

## A FEW POINTERS



Showing the benefits the merchant receives by using the

### Kirkwood Short Credit System of Accounts

It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in bookkeeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all.

For full particulars write or call on

A. H. MORRILL, Agent.

105 Ottawa Street, Grand Rapids, Mich.

Manufactured by COSBY-WIRTH PRINTING Co., St. Paul, Minn.



## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—Wide sheetings show no price changes at present writing, but the indications are that, in the near future, advances are more than probable. These goods are very strong all along the line, and several cases of bids, even at currently reported prices, are said to have been turned down. Cotton flannels are firm, and a good average business is reported. Cotton blankets are well situated. Coarse colored cottons rule firm and the majority of lines, including denims and ticks in particular, are well sold ahead. Most of them are difficult for buyers to secure at all and there are no stocks to be found worthy to be called such. The general situation in the staple goods end of the market, as will be seen by the above, has been materially strengthening in spite of the fact that buyers have been blind to it or refused to accept it as a solid fact. As we have mentioned in previous reports, buyers will find it for their interest to get in orders as soon as possible, wherever they can, at current quotations.

**Prints**—Fancy prints, in full standards at five cents, and medium grades are showing a very satisfactory business, and prices are quite firm. The finished prints are considered very low in price, when the situation in the market for gray goods and the prices quoted are considered.

**Percales**—Are rather quiet at present but firm at quoted prices. Flannelettes are steady and prices firm.

**Ginghams**—Nearly all staple ginghams are now held "at value," and are well sold ahead, agents having perfect confidence in the continued strength of the market throughout the season. Dress ginghams and fine woven fabrics are also well contracted for and firm.

**Linings**—The lining market, as far as cottons are concerned, has shown an irregular condition of business, although the aggregate has been pretty well up to the average.

**Dress Goods**—Little can be said that is new in connection with the women's wear business. The business that is doing has more relation to the requirements of the suit and skirtmaker than to the general line of regular dress goods. The jobbers' purchases have lost their force. The cutter-up has enjoyed an unexampled business, and not only is he accepting deliveries right along, but is picking up goods here and there that meet his requirements. A good number of mills are working busily on lightweight skirting cloths below the dollar mark, individual cases being noted where mills engaged on such goods have orders in hand sufficient to keep them busy for three to five months. There is business doing in fancy waistings, but this is largely on goods of the cotton order, or which are made largely from cotton. Some fancy flannel business is being done. The opportunities of the fancy goods manufacturer are very limited. Nearly everything that is wanted is in plain colors in the way of wool and worsted goods, with the exception, of course, of Oxford effects. The new season is too far off to allow of any satisfactory measurement of the possibilities and tendencies of the demand. Preparations are, of course, under way, and the plain effects are generally favored.

**Underwear**—Some lines of ribbed un-

derwear have been quietly opened this week, and a number of salesmen have started out with samples. This is a little earlier than was expected, but then, one is never safe in making prophecies in regard to the actions of those concerned in this business. Prices named are slightly lower than a year ago, that is, the qualities are improved, so that the price change amounts to from 5 to 10c per dozen. This was entirely due to the lower prices announced for cotton; if the advances which have since been reported continue, it is likely that prices (or values) will return to their original basis. Some claim that further advances are likely. Duplicate orders for spring are being received now, although not in large quantities. It is not expected that these will amount to very much before the middle of next month. This is early for duplicate orders, and the agents are elated at what they naturally consider the sign of a big spring business. Woolen underwear has also been shown to some extent, but in the heaviest weights only. The prices, \$7 and \$7.50, will be maintained. Questioned as to why they are showing their heavyweights now, something like from two to four weeks earlier than was planned, a couple of weeks ago, the agents replied that the continued cold weather that has prevailed in several sections of the country has made it seem advisable to hasten their opening, and send the salesmen out. Probably the majority of the salesmen will get away before the first of the year, and the others will be out directly after the first.

**Hosiery**—The demand for heavyweights has let up to a considerable degree. Dealers succeeded in cleaning up the major part of their stocks, but at a sacrifice of price. It paid the agents to do this, however, for by so doing they have cleared the decks for the next season. A slow period is expected for two or three weeks, and the duplicate orders ought to be coming to hand.

**Carpets**—The carpet trade presents the same features as were in evidence at the opening of the spring season. Mills are well supplied with orders and on some lines business is in hand sufficient to keep machinery going for the next two months or more. The large Eastern mills are all sold up as a rule at opening prices, while the smaller manufacturers, although doing a good business, are on small orders which will keep their looms going for a month or so. If the present conditions existing in the raw material market continue at the time their orders are all filled, the smaller manufacturers will have the market more in their favor than their larger competitors. Where the smaller manufacturers will be in a position to take orders at a month or so delivery, the large mills will be unable to on account of the large volume of old orders. This will have much influence in enabling the smaller mills to secure better prices, which are so very low now. It is said by Philadelphia manufacturers themselves that prices they are quoting, and which have been accepted, are on a higher level than those of the "big" Eastern mills. While this may seem peculiar, that the market is higher in one part of the country than in the other, it is probably due to the fact that the better prices received are for an early delivery. The higher prices are more noticeable on fine Brussels and tapestries. The difference in prices, while not influenced by the demand to

any great extent, is mainly due to the position of the world's supply of good filling wools, which up to within a month or so has been in a rather unfavorable position for the consumers of these wools, the  $\frac{3}{4}$  carpet manufacturers. Prices on these wools are exceedingly firm, and on a much higher level than at times when the supply has surpassed the demand. By reason of the high prices of wools, the smaller manufacturers insist on better prices than their larger competitors are quoting. The three-quarter goods, as in former seasons, are the feature of the spring trade. Fine body Brussels, wiltons, axminsters and tapestries are well sold up. There is a strong inclination in buying towards the medium to fine grades, which shows for itself the financial standing of the buying public at large. Designs are of a very modest pattern this season, and the fabrics with a large amount of background are in good favor with buyers. Ingrain carpets are receiving a very small business for this time of the year. The demand at this time, now that the new season is so well under way, should be of a very much different character than it is. While mills are working full, as a rule, the orders received are small, and not enough to give the manufacturer an idea as to what the future will bring. Philadelphia ingrain yarn spinners are in many cases working on reduced time, and if it were not for the fact that one large New England mill is changing over its spinning department, Philadelphia spinners would find the market much quieter than it really is.

After a girl passes twenty-five, she might as well marry; she will fade anyway.

### Nobody Helped Him.

A story of Scotch honesty comes from Muskegon. A small boy had taken the prize for an exceptionally well drawn map. After the examination, the teacher, a little doubtful, asked the lad: "Who helped you with this map, James?"

"Nobody, sir."

"Come, now, tell me the truth. Didn't your brother help you?"

"No, sir; he did it all."

### Dangerous in Its Suggestiveness.

"It is perfectly absurd!" exclaimed Mr. Meekton's wife.

"What is?" asked Leonida.

"This idea of establishing a whipping post for wife beaters."

"I think so, too. In the first place, it is going to put notions into the heads of a lot of husbands that wife beating is a practical proposition. And then they are going to get hurt."

## 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

## Merry Christmas

To all our trade

P. Steketee & Sons, Wholesale Dry Goods

Grand Rapids, Mich.

# 1902

Will find our travelers out with better lines than we have ever shown. It will pay to look them over.

## Voigt, Herpolsheimer & Co.

Wholesale Dry Goods  
Grand Rapids, Michigan



CREDIT TO CASH.

Experience of a Merchant Who Made the Transition.

The interest of merchants in the relative merits of the cash and credit system and the possibilities of changing from the latter system to the former is so general that the "Reporter" is desirous of helping it all he can. Pursuant to that desire, the following interview with E. E. Johnston, proprietor of Uncle Ed's Cash store, of Quitman, Mo., has been secured:

"My experience in a store began about ten years ago. Previous to that time I had lived on a farm and taught school a few years. About ten years ago I began clerking for my brother, who, at that time, was conducting an extensive credit business. I took an interest in buying and it was but a few months until my brother told me I could beat him as a buyer and therefore had better do all of it.

"During my experience as a buyer I experienced a growing conviction that absolute cash buying secured goods at a closer figure than did time buying. This led me into a study of the cash system. The competition of catalogue and department stores was worrying us. They certainly were not selling on credit. So I decided it might not do wrong to get on the same basis as the competition that was hurting us most. Perhaps the mail order business more than any other one thing confirmed my conviction concerning the cash system. I discovered that the cash system was an established factor in city life. But we are an agricultural and stock community, and the doubt arose as to the desirability of trying city methods in such a district. My friends, whom I consulted, declared that it would be a failure. But I concluded to try it and bought my brother out. That was five years ago. The way I did it was this:

"Two weeks before I took possession of the store I advertised thoroughly that the store was to be conducted under my management as a cash store. I did my best to show the benefits of selling for cash, laying emphasis on the needs and conditions of the present as compared with the past. That I could better protect the interests of my customers by selling for cash. I made a point of personally talking about the change with every one coming into the store, others I saw out of the store, and urged the merits of the cash system. I talked prices the strongest.

There was little doubt when I opened as to my purposes, and if the trade had any doubt it was soon dispelled, for I refused credit to everyone, even my relatives. I made leaders, but endeavored to sell always above cost. Staples I sometimes use as leaders, but try to sell everything cheaper than the credit merchant. I sell at a fair margin, with no misrepresentations. I do a little with special sales as to hours and days. Goods put on sale at a special price are kept at that price until sold. Our town is too small for special sales as conducted in the cities. I receive produce in exchange for goods and turn it over to buyers at once, giving due bills for the amount not traded out at the time. I buy some goods to stir up the trade with. I aim always to secure good merchandise, however, and will make exchanges and all goods satisfactory. It pays to treat the trade conscientiously.

"I have had my advertisement in the paper every week since I began. I talk in these advertisements just as over the counter, with as few adjectives as possible.

sible. Quoting prices is a strong point in these advertisements. The credit merchants look upon me as a cutter, but this is the result of selling for cash. Before I started customers would come into our store and tell how they could buy cheaper in other towns. My cash system has stopped all that. I am now pulling trade from other towns and am confident I can hold it. My sales ran a little behind the first three months, but I showed a nice increase at the end of the first twelve months. I am both selling more goods and making more money than the business did under a credit system.

"I aim to visit the distant markets three or four times a year, and our local jobbing markets once a month. The successful merchant must get away from home. The merchant who sticks at home is not a good buyer. Visiting the markets frequently puts an edge on a buyer that he can not get otherwise. I buy most of my stuff in the markets.

"The cash method needs peculiar kind of nerve in small towns. It is a revolution from credit of twenty years to a strictly cash basis. And I would say that only absolutely cash is the winning way to conduct such a system. A young man with small capital can do best on a cash idea. If a man desires to go into a loaning business and has sufficient capital, the credit racket is a capital place for him. He will make money. For the credit business is nothing more nor less than a loaning business, and there is money in that. But I'll stick to cash. It is more modern."

—Dry Goods Reporter.

Should Not Lose Heart Over Failure.

Generally speaking, the young man who starts out in life with a clearly defined object in view—that is to say, with a well-defined notion as to what his life work is to be and with a full determination to make that his life work—generally speaking, we say, that young man is pretty sure of success. But, while application or the quality of stick-to-itiveness is an essential to success, this does not mean that because a young man has been mistaken in his selection of a chosen field of labor, and has failed in his first attempt, he is to remain a failure for the rest of his life.

It is discouraging, of course, to fail at all. It is discouraging for the young man to find that the path which he has mapped out for himself is not the path that he is fitted to follow, and that he must go back to the forks of the road and choose another path; but if he does have to go back he has the satisfaction of knowing that he is not the first who has had to do it. Nor are there lacking instances of successful men who have had to do this not only once, but two or three times. Patrick Henry failed as a merchant and as a farmer; then he went into politics and the law and succeeded gloriously. Mark Twain

was a pilot on the Mississippi River. He worked for years to become a good pilot—did become one; and then came the Civil War, and piloting as a lucrative profession was done away with. He went into newspaper work and succeeded fairly well at it, but it was not until he began to write humorous books that he became famous and really succeeded. Geo. W. Curtis and J. G. Holland drifted from one thing to another until they became magazine editors and there they found a field for which they were fitted.

So, if the young man has made a failure of his first start he should not lose heart, but should go back and try again, taking care always to pick out what seems to be the right path before making a second beginning. As a general rule, the Jack of all trades is not a success and sticking to one thing will bring the striver to the goal he seeks. But it is well to take time in choosing what particular thing to stick to.

George E. Allen.

To a woman there is nothing so uninteresting as a man in love—with some other woman.



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.

Get your ANN ARBOR Quick Lighting Gasoline Lamp FOR Christmas Trade

at once. There is going to be a fine trade in lamps this year and we have a fine lamp to meet it. All styles. Order early.

The Superior Mfg. Co.

32 South Main Street, Ann Arbor, Michigan

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.

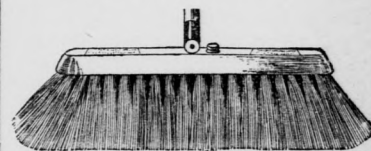
L. Higer & Sons,

Tower Block, Grand Rapids, Mich.

Increase the Value of Your Merchandise

Dust destroys merchandise considerable in the course of a year. The less the dust the less the destruction.

The "World's Only" Sanitary Dustless Floor Brush



prevents dust, consequently prevents damage to stock. You'll want it to use and to sell. Write us about it.

Milwaukee Dustless Brush Co.

121 Sycamore St., Milwaukee, Wis.

THREE GOLD MEDALS PAN-AMERICAN EXPOSITION

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of

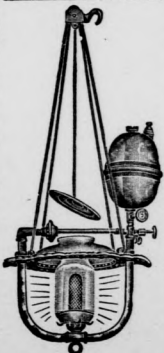
PURE, HIGH GRADE COCOAS AND CHOCOLATES



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.



Halo Lamp, 400 Candle Power

IF YOU ARE NOT SATISFIED

with the light or the

Gasoline Gas Lamps

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

BRILLIANT OR HALO LAMPS

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.

Brilliant Gas Lamp Co., 42 State St., Chicago

George Bohner



100 Candle Power



## Village Improvement

A Side Issue, Perhaps, But an Important One.

Written for the Tradesman.

The Improvement Society of Wilton met last Tuesday night to talk over things in general and especially to plan for next year. In that part of the country, with the snow something less than six feet deep on the level, there can not be much landscape gardening carried on except that of admiration through window glass, and that is limited just now to snow-burdened elms and vast stretches of field and meadow, snow-covered and sparkling under the December sun. The Wilton branch has its reluctant member whose reluctance has reached the verge of antagonism and something had to be done about it. It was the old condition of the house divided against itself, with the inevitable threatening disaster, and that was not to be even thought of. The reluctant member must be made to change his attitude, that is all there is to that, and the change must not be put off another week. So when the right time came the far-seeing President took occasion to ask the rebellious member, who, by the way, is the one storekeeper in Wilton, if he had ever considered the feasibility of working up the trade element connected with the main purpose the society have in view.

For the first time in the history of the society there was a visible pricking up of the tradesman's ears and, promptly acknowledging his blindness, he asked to be enlightened.

"Why, I am afraid it's too much of the old story to be interesting; but I believe in it all the same. It is simply looking sharply after a side issue and trusting to luck and a kind providence to make it influence the grand idea. The principle is in a nutshell: Improve a spot and let it spread. The woman who would have a new rocking chair and wound up with a new house illustrates the idea. Country folks—most of them—are conservative and when they move it is always from within. They have to radiate; and while the motive that moves them is pure selfishness, controlled and conscientiously directed it is not a bad thing after all. Now, then, Joe Harris wants a new buggy, and Will Egerton is determined to have a new suit of clothes. There's money in these wants and there is no reason why you shouldn't make it. There's where you come in. Help Joe to get his buggy and you're going to improve that piece of road between the Harris homestead and Wilton. That done, we'll have what main street we have improved—street, sidewalk, trees—and when we get through the village will be the center of a stretch of improved highway that will reach to everywhere.

"You don't need to be told what that new suit is going to do for the town. It's going to be exactly what follows after a man gets his hair cut. Every 'he-ite' can not rest in peace until he has been likewise shorn; and the advent of the Will Egerton wardrobe creates the same masculine tumult with the same result. Now everybody knows that these two features, managed as we'll help manage them—that's what we're here for—are going to wind up in the betterment of our surroundings. Wilton is going to be improved by suit and buggy and you are going to kill two birds with one stone; get the gain that is coming from the increase of trade—

and there'll be a lot of it—and the improvement of the town which is the object of this society."

Instead of being disheartened by the contemptuous "Humph!" the speaker took breath and went on:

"We all know why Joe Harris wants that buggy as surely as we know why Will Egerton is determined to have his new suit—as certainly, in fact, as we know that the getting of both will lead to Marilla Mowry's getting a new cloak and Ella Winkinson's having a new dress. Are the rest of the girls—and where do you fancy are the ambitious mothers all these times?—going to stand and gaze, like a flock of startled sheep, without 'a nameless longing?' and don't we all know human nature well enough to see that Joe Harris' rubber-tired buggy will not be the only one in the neighborhood? Mr. Storekeeper, this society is your leading trump card, and you do not seem to know it. Now, then, wake up to the fact and let's get down to a little logrolling. We want to improve the appearance of the town and you want to turn an honest penny. Let's all 'turn to' and buckle down to it in earnest. Let's begin right off. The Harris are 'well-heeled' and Joe wants the best. See that he has it and begin with the incidentals. Begin with a whip. Send right off to the city for a bang-up five-dollar affair that'll take the snap right off of anything the town has. Put it among the other whips and let it sell itself. You can keep it from too much handling. I'll tell you right here and now, if 'old Joe' doesn't buy it for Joe's Christmas present, the young man will 'be good to himself' and have it. Bait him as you would a trout and you'll land him. Never fear of that.

"So with the other fellow. Collars and cuffs and neckties are the present boundaries of his limited horizon. Take advantage of it and tempt him with something genuine. Get his size and send to the maker for the goods, exactly as you should in ordering a buggy and what goes with one. Forty-cent cuffs and twenty-five cent collars—none of your trash for Will Egerton!—with at least one dollar tie and you'll make him your friend for life, and get three elms on the sidewalk of his dad's lot in the village! See? These essentials or details of a young man's wardrobe lead promptly to stockings and underwear and handkerchiefs and hats; and you, with your experience with these country boys, need not be told that if these incidentals are of the best, when the suit comes, it will have to—bear down on that—correspond.

"Now, not to make a long story out of a short one, let me say this and stop: Joe Harris and his admirers will all have buggies and Will Egerton and his clan will, following their chief, be clothed in purple and fine linen of the purplish and of the finest, and both parties will find it to their advantage to forward from first to last the aims and purposes of this Improvement Society. The tradesman of the community can count up his gains by himself. We can trust him to make them worth counting up. Will some one move to adjourn?"

There was a single vote in the negative and that came from the reluctant member.

R. M. Streeter.

### Had Become a Habit.

"I've been looking for my husband for the last two hours," said an agitated woman to a calm one.

"Don't be excited, madam," replied the latter. "I've been looking for a husband for the last twenty-five years."

Your Business Without

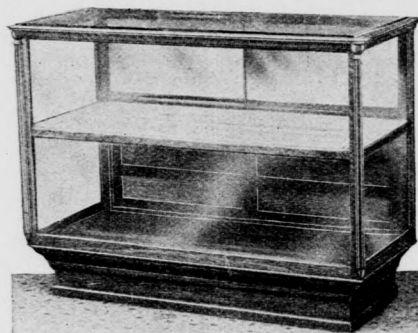
# Kennedy's Oysterettes

is like soup or oysters without Kennedy's Oysterettes

National Biscuit Company

## Grand Rapids Fixtures Co.

A new elegant design in a combination Cigar Case



Shipped knocked down. Takes first class freight rate.

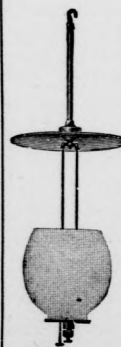
No. 36 Cigar Case.

This is the finest Cigar Case that we have ever made. It is an elegant piece of store furniture and would add greatly to the appearance of any store.

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.



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.



## Butter and Eggs

Observations by a Gotham Egg Man.

Notwithstanding the generally mixed character of the fresh gathered eggs arriving during the fall season there are occasional instances where very fine quality is shown. An example of this came to my attention a short time ago. F. F. Judd, a well-known builder of cold storage houses, living at Concord, N. H., amuses himself by raising chickens in incubators. On the fourth of November last he ordered five cases of eggs for hatching purposes from a New York receiver who filled the order with five cases from a shipment of Indiana eggs. The eggs were sent by express to Concord, put into the incubators on November 5 and on the 26, when Mr. Judd came to New York, he reported over half of the eggs hatched. Later he reported only about 2 1/2 per cent. of the eggs had proved fertile against about 7 1/2 per cent. average among the eggs brought in by the farmers around Concord. This result was so surprising as to be worthy of notice; it is particularly remarkable when the general quality of fresh gathered Western eggs at this season is considered.

\* \* \*

Among the mixtures of eggs now arriving in this market under the name of "fresh gathered" may be found many eggs preserved by liming or other processes. In some cases limed eggs had been found mixed with the fresh in such uniform proportion—each case containing practically the same number—as to indicate that they were put in with the intention and expectation of having them go through to consumers at the price of fresh. This is, however, entirely useless. Eggs are not bought and sold blindly and before dealers put them out they put them through an examination which always discloses their true character. Very often, or usually, however, the mixture occurs at the first point of collection and arises from the holding of eggs on the farms, sometimes without any special means of preservation, sometimes by packing in salt and sometimes by the use of various pickling processes. Our attention was recently called to a lot of Missouri goods in which a considerable part of the eggs had evidently been preserved in some sort of solution; they showed no lime on the shells, and yet they had every characteristic of a poor quality of limed egg. Such goods are of course salable only at very low prices in comparison with fine fresh stock and when they are accepted by collectors as fresh without any careful examination they lead to considerable loss.

\* \* \*

There is certainly a screw loose in our system of egg collecting when it leads to the holding of eggs in farmers' hands, and in country stores until they become stale. There ought to be no profit for anyone in holding eggs in this manner, and there would not be if the collectors would buy the stock over the candle, paying different prices for different qualities, according to value. Cold storing in modern houses and liming conducted on a large scale with proper facilities are the best means of egg preservation now known. Holding stock in small lots on the farms under unfavorable conditions, to be mixed up later in shipments of fresh gathered, ought to be discouraged in every way. And it would soon cease if such stale eggs were bought only at their true

value instead of being taken together with better qualities at an average, which price shows an apparent although unreal profit.—N. Y. Produce Review.

### Story of the Turkey Which Kept Growing.

"Talking about turkeys," observed the farmer to the produce man the other day, "we raised one a year ago that probably never had his equal in size or weight in the history of the world."

The produce man looked incredulous, but the farmer went on without noticing it:

"When that turkey was hatched he was no bigger than the rest of the brood, but two days later he weighed five pounds and was sprouting tail feathers. The end of the first week out of the shell saw him a full-fledged bird of a trifle more than ten pounds, and still he grew."

The produce man smiled indulgently, echoing the farmer's words:

"And still he grew."

"Yes sirre; I never saw anything like it. He was two weeks old, to a day, when he tipped the beam at thirty-five pounds, and he only seemed to have fairly started, for—"

"Yes, I know," slowly observed the produce man, "for still he grew."

"Grew? well, I should say so! A week later he had put up another fifteen pounds without impairing his activity or seemin' to mind it in the least. He picked up his corn as lively as ever, and still he grew."

There was a sickly smile on the face of the produce man, but he made no remark.

"We began to wonder when it was goin' to stop," went on the farmer, "for about this time, his appetite, which had always been extraordinary, began to pick up at an alarming rate, and we knew he'd just about got his second wind, which meant putting on weight more rapidly than ever. It took him just ten days to put up another twenty-five pounds."

"That makes seventy-five pounds," gasped the produce man.

"Kerrect, and still he grew."

"And still he grew," sighed the produce man.

"I suppose he was something like eight weeks old when he reached the hundred pound mark, and quit walking about," continued the farmer.

"But he still grew," anxiously put in the produce man.

"Never let up for a minute," was the assuring reply. "We became a little anxious about him at this time, on account of the hen house, which we could see would soon be too small for him to stand up in. Finally, we decided to transfer him to the barn, but we had been a little slow in comin' to a decision, for when we went to remove him he had grown too big to go through the hen house door and we had to take out the whole front of the building to accommodate his size."

"And still he grew," ventured the produce man in a weak voice, and with a very painful attempt at a smile.

"Yes, he had more room to spread out in the barn, and went on growing faster than ever. Very soon it became a question as to how long the barn would hold him, and then we decided to kill him. That, as you'll easily guess was no small task, but we did it, just felled him with a poleax as you would an ox, and we managed to give him his death-blow at the third stroke."

"And still he grew," absent-mindedly murmured the produce man.

"Grew, nothing," retorted the farmer, indignantly. "Did you expect him to keep on growin' forever?"

"Oh, I didn't know," answered the other, somewhat recovering his spirits; "stranger things than that happened to the turkey if I have not been dreamin'."

### Didn't Brag About It, Either.

The hypnotist smiled confidently.

"Yes," said he, "by making a few passes I can cause a man to go to any part of the city I choose."

"H'm," said the railway magnate, "I can do the same thing."

### Changing From Cash to Credit.

The following reasons are given as the basis of a letter that might be sent out by a merchant who has decided to adopt the cash system:

January 1 will see an important change at our store.

This is what the change will be:

On and after that date we shall pay spot cash for everything we buy.

Everybody who buys anything from us will be obliged to pay us spot cash for it.

These words "everybody" and "everything" mean exactly what they say—there will be no exceptions made. These are the reasons why:

If we sell on credit we must buy on credit.

If we buy on credit we must lose the discounts cash buyers get.

That means that we must sell the goods for a trifle more than we ought to.

If we buy and sell on credit it calls for a large amount of expensive book-keeping.

That means that we must sell our goods for another trifle more than we ought to.

If we sell on credit we are sure to lose a certain amount a year on bad debts.

That means that we must sell our goods for still another trifle more than we ought to.

Under a credit system those who pay for what they buy must help support a cumbersome and expensive business system and help pay the bills of those who do not pay.

Under a credit system we can not snap up the special bargain lots that are always on the market.

We can not buy the sacrifice stock of the man who must have the money.

We can not buy closely and turn our stock quickly.

We must buy regular lines of regular goods at regular seasons.

All these things will be different now—in our store.

The change for the better will be immediately seen on every counter, every shelf and every price tag.

We shall carry more goods, fresher goods, better goods, more stylish goods. We shall save a lot of money, and we shall divide the saving with you—with the lion's share for you.

Love may be blind, but the neighbors generally have their eyes open.

## 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.

## 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.

## 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  
1/2 gallon cans, one dozen in case.....80c a gallon  
1-5 gallon bottles, one dozen in case..\$2.40 a doz.  
1/2 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.

## WHOLESALE

# OYSTERS

CAN OR BULK.

F. J. DETTENTHALER, Grand Rapids, Mich.

## SHIP YOUR

# BUTTER AND EGGS

—TO—

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

and be sure of getting the Highest Market Price.

## "WANTED"

BEANS, POP CORN,

PEAS, CLOVER SEED

ALFRED J. BROWN SEED CO.,

GRAND RAPIDS, MICH.

# POTATOES

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

H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.

Long Distance Telephones—Citizens 2417  
Bell Main 66

304 & 305 Clark Building,  
Opposite Union Depot



# Poultry

## Peculiarities Pertaining to the Handling of Poultry.

The market for live geese has been rather unsatisfactory of late. The receipts have been heavy and the fattening farms near by have been so overstocked that the outlet has been small and prices low and unsatisfactory. These fattening farms take very large quantities of ducks and geese, often buying straight carloads, which are held for a few weeks or longer whereupon they are shipped back to the market to be sold. If it pays these speculators to buy them on the market, pay freight for twenty-five or fifty miles to get them out in the country, feed them freely for three or four weeks and ship back again, it would certainly pay the shipper to put them in good condition before sending to market.

\* \* \*

"Live poultry buyers all want choice heavy fowls," remarked a dealer. "Last week receivers obtained a high premium for the heavy fowls. This seems strange when throughout most of the year the fowls sell at so much per pound, and while the light fowls do not bring as much as the heavy fowls because of their size, they sell at same price per pound. At this time of year, however, the big fowls have the preference."

\* \* \*

"I wonder why so few turkeys arrive from nearby," said a dressed poultry receiver. "Just now there are hardly any coming and there are said to be a good many throughout some nearby sections. Guess they must be holding them for the coming holiday markets."

\* \* \*

Speculators have picked up a good many iced turkeys during the last few weeks and at low prices. As high as 9c has been paid, but 8@8½c the more general price, and only the fine stock, in good condition to put into freezers, has been purchased by these buyers. The situation on iced fowls and chickens has been very much the same as turkeys, although the speculative buyers have rarely paid over 8c.

\* \* \*

"Now that the season for shipping poultry dry-packed is here," said an advocate of parchment paper for most dry poultry, "I hope shippers will realize the benefit to be derived from using parchment paper instead of cheap wrapping paper. It is much easier to interest buyers when the package is neat and nothing sets off the package or poultry so much as parchment paper. Besides that, much of this cheap paper used is actually injurious to the poultry. This being particularly noticeable when the poultry comes out of cold storage."

\* \* \*

Another receiver said the soft wrapping paper had no sizing and absorbed the moisture from the poultry to such an extent that by the time it reached the market it often had a bad odor, sometimes smelling musty, and buyers could not be interested except at cut prices. The brown "butcher" paper and the soft drab "hardware" paper seem to be considered the most objectionable.

The proportion of live geese in the receipts of live poultry last week was unusually heavy, nearly twenty cars arriving. Naturally prices ruled low and poor stock was very hard to dispose of. Some Southern shippers send plucked geese at this season of year and as the quality is none too good, the stock looks very uninviting after having the feathers nearly all picked off.

\* \* \*

During severe wintry weather it is customary to protect cars of live poultry while in transit from the West with curtains, muslin or cheesecloth often being used. The season is getting so late now that the weather is likely to be severe at any time and shippers should prepare to cover the sides of the cars if weather turns very cold or a storm occurs. These small details are what keep the shrinkage down and should be watched by shippers in order to secure as large a profit as possible. Not only is money saved on the shrinkage but a car of poultry which has passed through a storm shows effects of it and buyers are always critical with live poultry owing to the shrinkage suffered by them under the most favorable circumstances. Consequently they do not want to speculate on a car which is not in first-class condition, fearing the poultry may die on their hands before it can be sold, and the least thing is used as a wedge to force prices down.

\* \* \*

"Putting stock under a limit is a nuisance" said a receiver the other day. "Just after this poultry came in I received a dispatch from the shipper not to sell under a certain figure and I can not get within 2c per pound of it. The shipper could not lose anything if I sold at the market price as current rates are high enough, but I suppose he expects the market will be higher. I do not think it will, but even if it should go up a fraction the poultry will not be worth as much to-morrow as the fresh stock just in, and it will be hard work getting top price for stale stock."—N. Y. Produce Review.

### The Useful Onion.

But few vegetables can be made use of in as many ways as the onion, and but few contain so many valuable properties. As food it is healthful. If your stomach is sour a piece of raw onion will settle it. A pickled onion will sharpen your appetite. Stewed with a little sugar and vinegar the onion will assist in loosening your cold. If you have a bruise which inclines to become feverish and inflamed apply an onion poultice. If you have the earache roast an onion and insert the hot core in the ear. If you have a tickling in the throat and a disagreeable hacking cough, eat a raw onion just before retiring. The same remedy will assist in securing sound slumber. If a bee stings you halve an onion and apply to the place and the onion will absorb the poison. If you have been drinking whisky and wish to disguise your breath eat an onion. There is but one thing that will answer the latter purpose better and that is limburger cheese.

A girl may forgive a man for kissing her, but never for apologizing afterward.

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.

If you give us your

## HOLIDAY ORDERS

For Oranges, Lemons, Cranberries, Grapes, Figs, Nuts, Dates, Etc.,  
you will get the best goods in the market at the right prices.

E. E. HEWITT

9 North Ionia Street

Grand Rapids, Michigan

## The Vinkemulder Company

Wholesale Fruits and Produce

Specialties: Onions and Potatoes

Write or telephone us if you have any stock to offer.

14-16 OTTAWA STREET,

GRAND RAPIDS, MICH.

## MOSELEY BROS.

BUY BEANS, CLOVER SEED, FIELD

PEAS, POTATOES, ONIONS,

Carloads or less. If any stock to offer write or telephone us.

28-30-32 OTTAWA ST., GRAND RAPIDS, MICH.

## ==Parchment Paper for Roll Butter==

Write for Prices to

C. D. CRITTENDEN, 98 South Division St., Grand Rapids

Successor to C. H. Libby,

Wholesale Butter, Eggs, Fruits, Produce

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

## 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

JACOB HOEHN, JR.

Established 1864

MAX MAYER

## HOEHN & MAYER

Produce Commission Merchants

295 Washington Street and 15 Bloomfield Street (op. West Washington Market), New York

SPECIALTIES:

DRESSED POULTRY, GAME AND EGGS

Stencils Furnished Upon Application

Correspondence Solicited

References—Irrving National Bank, New York County National Bank.

## 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.



## Woman's World

Dorothy Dix on the "Little Sisters of the Pen."

I am free to confess that when a newspaper woman gets an hour off and leisure to seriously consider the subject she is divided between surprise at finding herself a newspaper woman at all and amazement that she did not do it long ago.

Fifty years ago only the most advanced women were bold enough to communicate with a newspaper, even by the safe long-distance-telephone method of occasional correspondence. Twenty-five years ago they sent into the editor flowery and adjective-embroidered accounts of balls and parties.

To-day we have seen that it is not good for man to be alone—when he gets out a paper—and we are sharing the work, and dividing the salary, in every newspaper office in the land.

It was a great change to have come about in so short a time, and it is no wonder that now and then some Rip Van Winkle wakes up long enough to question woman's fitness for journalism and her right to occupy the position she holds.

It is an idle and a profitless discussion. This is an unsentimental age, and the daily paper is the most unsentimental thing in it. If a woman occupies a paying position as reporter, or editor, or paragraphist, the world may rest assured that it is the result of fitness and ability, and not because of some man's gallantry.

In reality it should cause no surprise that women have taken to journalism like a duck to water. In a church-fair and progressive-euchre kind of a way our sex has always been training for the career, since a newspaper is merely the aggregate gossip of the world. The first, the most important, the one indispensable requisite of a journalist is "a nose for news," and a talent for scenting out a story under the baldest happenings.

With men the ability to collect and disseminate news is the triumph of education over nature. With women it is intuitive faculty.

Then, too, the newspaper woman is lineal descendant of the letter-writing women of the past. In those halcyon days, when people had time to write and read volumes, our grandmothers indited epistles that bristled with wit and scintillated with epigram and were the raciest possible records of the happenings of their little world. It was inevitable that their granddaughters should be the scribbling women whom Carlyle anathematized.

It is only within the last three or four years, however, that woman has been removed from the side show of journalistic freaks and let in on the main floor of legitimate newspaper work. She is no longer advertised as a strange creature of almost human intelligence, who can write almost like a man. She works side by side with her brother and stands or falls on her own merit.

Women still go up in balloons, and down in diving suits, and travel around the world, but if their work is featured it is because the story is worth it, not because it wears petticoats. The moment, in some far off prehistoric age, when the monkey shed his caudal appendage, and first stood upright in the likeness of man, did not mark a more momentous era in evolution, for it means the public recognition of sexless-

ness in work and sexlessness in pay, not only for the newspaper woman but ultimately for all the vast army of feminine breadwinners.

It has been my privilege to know personally many of the leading newspaper women of the country and I find that the newspaper woman of one section differs but little from the press woman of the other. Everywhere women are spanking babies and giving pink teas and holding club meetings and organizing charities, and it is along these lines of eternal feminine interest that newspaper women mostly work.

Let no man deride this, or under-rate the talent it takes to write up a wedding and use enough adjectives to satisfy the bride, and few enough not to call down the wrath of the managing editor, or to report a woman's meeting where forty ladies talked at once, and went into caucuses and quorums and did not know how they got in, or how in the world to get out again.

People who do not know her often speak of the newspaper woman as a kind of Frankenstein—a monster who can not be a man and is not satisfied to be a woman—but in reality nowhere do the essentially feminine virtues of patience, loyalty, fidelity and sympathy shine with a brighter lustre than among these little sisters of the pen.

Give her a clew to a story and she will follow it up hill and down dale with the scent of a sleuth hound, and when she has located it she will sit down upon the doorstep and camp there until somebody tells her what she wants to know. Every woman is by nature a partisan, as she believes in her paper with a passion of loyalty. Fond of talking as a woman is, she would choke on her own news before she would give a

story away that promised a scoop. Whether her paper be the metropolitan daily or the crossroads gazette, she believes it to be the greatest paper, with the biggest circulation on earth. What it advocates is her religion and she would esteem it nothing short of sacrilege to differ with it in politics.

To a wonderful degree she sinks her individuality in it and seldom uses it to avenge her wrongs or further her interests. If she has any clawing back to do, she does it outside of the paper, and the woman who snubs little Miss Reporter goes serenely on her way, conscious that she will get just as good a write-up of her ball or club paper as if she had been civil and obliging.

Somewhere in the great book where the recording angel keeps the debit and credit account of human deeds there must be a very bright page where he writes the name of the newspaper woman. She sees much of the great sorrows of the world—lives that have been wrecked on the cruel rocks of fate, and that float, as human flotsam and jetsam, up to the door of every newspaper office.

Such experiences seldom harden her heart. Rather it grows broad and tender with sympathy until it is great enough to take in all of God's weak and erring. She it is who oftenest writes up the story of the starving family, who sends charity to their door. She starts the subscription that buys the crippled newsboy a wooden leg. She listens with divine patience to those helpless creatures who have seen better days and who think they would like to write poetry for a living because it is nice, genteel employment they could carry on without anybody finding it out.

Just how many deserving charities she booms, just how many good causes owe

their success to her, nobody ever stops to consider. Her name never appears in the card of thanks the directors and "lady patronesses" publish, but none the less she is the humble little tug that tows many a stately philanthropic ship into harbor.

There is one eternal note of pathos in all newspaper work, for the woman as well as the man. Not for her the scroll of fame or the laurel crown of glory. She must be content to see the cherished children of her fancy die with the hour that gave them birth and be remembered of the world no more. Her reward is the inspiring and intoxicating thought that she is a part, however small and insignificant, in that immeasurable power that sways the destiny of nations and makes one hour the history that it writes the next—the press.

Dorothy Dix.

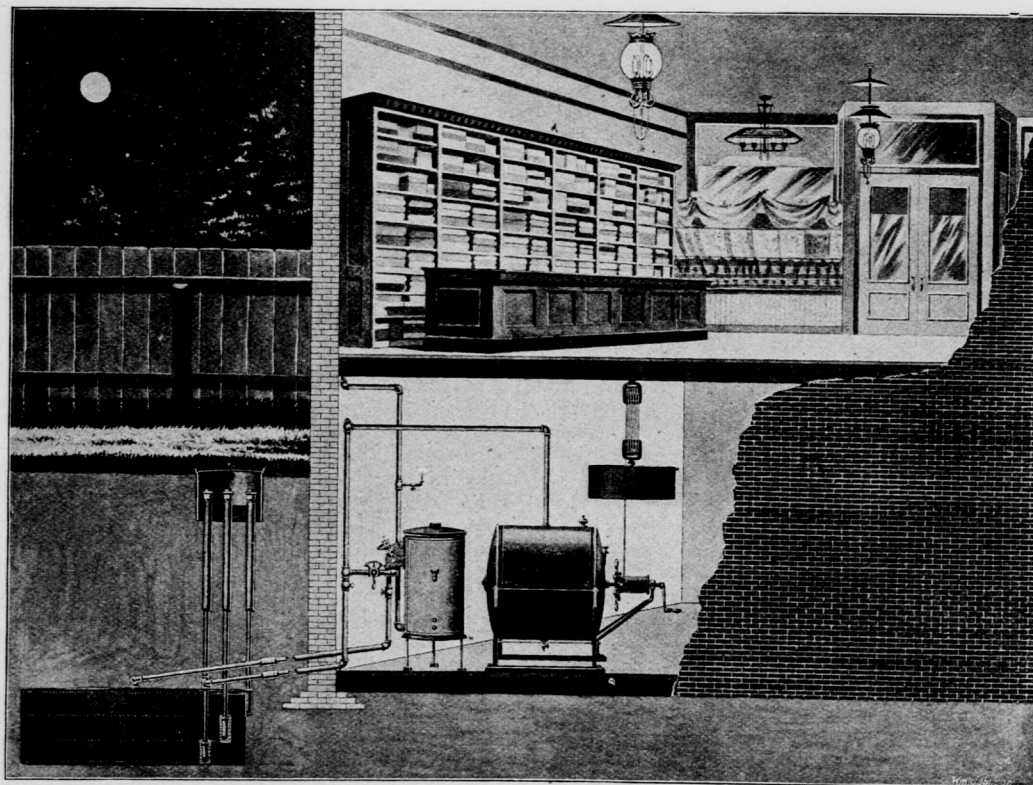
### No Trust Wanted.

Little girl—Mother wants a nice plump chicken, please.  
Marketman—Trussed, Miss?  
Little girl—Oh, dear, no! I'm going to pay for it now.

Trade Press List: Among the citizens of Michigan there is none more clearly identified with the interests of the State than E. A. Stowe, editor of the Michigan Tradesman. The position he holds to-day is the result of his industry and ability and his paper, which has just passed its nineteenth birthday, shows what one determined man can do, when working in and for the right.

St. Joseph Journal of Commerce: The annual number of the Michigan Tradesman is out, consisting of 84 pages, containing a symposium of articles on various important business subjects. The Tradesman, under the able direction of Editor E. A. Stowe, begins its nineteenth year with the best wishes of the trade press of the United States.

## 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.



**A Christmas Difficulty and the Best Way Out.**  
Written for the Tradesman.

Long before he is twenty-five a fellow begins to dread Christmas. After that time its coming is the meanest thing of all the speeding year. He does not know what Mary and Minerva and Martha are just dying to have and are certain that Tom will be sure to think of because they do. He can make a shrewd guess as to Joe's and Jim's and Josiah's strongest wish; but the whole thing is a weariness of the flesh and he's always "blamed glad" when the whole jamboree is over.

That was the running thought of Ferd Fanshaw and he couldn't get it out of his head. It finally simmered down to this: "This Christmas giving is a sort of clearing house of—friendship, I was going to say. It ought to be, but it isn't. I'm blamed if there is even any regard about it. Charity begins at home and this is last year's experience to a dot. I had fifteen presents and gave fifteen. I took up every one as it came and looked for the cost mark and, not finding it, judged its possible value. If it cost more than mine to the same person, I felt mean. If it cost less, I—it's a fact—I felt meaner! and vowed I'd get even next time. That's a mighty pretty Christmas feeling, now, isn't it? It would have been a great deal better to get my friends together Christmas eve and say: 'See here, fellows, I don't know what you want and you don't know what I want. We usually go a dollar and a half on each other. Now you give me that amount and I'll give you the same and it'll be an even thing all around. There won't be any gouge-game going on anywhere. We shall all think more of each other and sha'n't dread Christmas any more, and have more available cash for something else!' Gosh! How that sounds; and it isn't half as outrageous as the fact behind is!"

I'm kicked, if I do that any more. A gift that has any commercial value whatever in the eyes of 'him who gives and of him who takes' is no gift. It stands for commercial value received and there isn't any 'good will to men' in it! Why, good Lord! I'd give more for my dear, old-fashioned mother's kiss with her old-fashioned love in it than for all the money in the Indies! That isn't on the market. It isn't to be bought or sold and I'll be ding dang donged if I make a Christmas present this year to anybody that can give me one; so help me, Caesar!"

Caesar was safe enough and didn't bother. He used at first to turn over, but after awhile he found out that Ferd didn't need him and so stayed where he was. The fellow, as I said, didn't change "commercial" presents with anybody that year. He got "the fellows" together and told them what to expect, and then he went around with both eyes wide open and a sharpened lead pencil and saw and marked down until he covered two or three pages of his note book with just names. It took him about a week and then he went to buying things. The cash boys came first. He called them dreadful names sometimes, and when he was especially "warm under the collar, the words he used—well, the Tradesman wouldn't print them—so, of course, they didn't expect anything from that quarter. He had seen a good many things they never thought that he saw or cared anything about and so he paid up for his harshness. Then there was a little weak Susy somebody on the other side of the store who never had

on anything that she wanted to wear, and he looked over the good looking woollens—that was his specialty—and put in all the trimmings and so provided for her. He had a large back room the windows of which looked down into Tim Finikin's back yard and there were something less than seventy-five of those children that never knew from experience what Christmas meant. They knew that year, and don't you forget it.

How does this look? Christmas tree; candles; oranges; raisins; c-a-n-d-y!—how the young ones yelled when they saw that dolls—five-cent-ers, but never you mind about that; cakes, frosted; and then, stockings—seventy-five pairs! a lot of little white garments; and red ones; and gray ones; and—lots!—that last including a pretty fair Christmas dinner.

That's the way that fellow went on. He never told half the number of those he helped to a Merry Christmas; but while he spent considerably more than he usually had, he didn't make a single wry face over a single bill he paid, not one—a fact that had never before happened since he became of age.

He went to bed that Christmas Eve, tired as a dog; but that didn't keep him from waking up that Christmas morning. He didn't trust himself, however, and gave an extra turn to that alarm clock of his that would have called out the fire department when it went off if he had lowered his upper sash an inch more.

He didn't get up a minute too soon. He had hardly touched foot to the floor mat when the—well, I suppose this is a free country and I can call it music if I want to, can't I!—began. See? Of course he could see right down into the Finikin's kitchen—they didn't have any curtains or shades—and there the whole seventy-five of them were—I said seventy-five—hopping around on their toes and all talking and ohing at once. For half an hour they kept it up until Tim armed himself with a much-used strap and made them hustle into what few clothes they had. Then Nora went to getting breakfast, and the man in the back room whom we have been telling about got ready for his.

It wouldn't be the truth to say that Fanshaw didn't get any presents that Christmas, for he did. It is true that he gave no gift which was not loaded down with the Christmas idea. He had lots of presents and he gave all but three a toss into a common heap on the bed and sat down to have a good time with the others. One was a pair of woolen socks, knit by his dear old mother—he'll never wear them, but if

they were knit of yarn of gold he would not prize them more; the second was a pair of sleeve buttons that had gladdened his father's early manhood, for which he had begged vainly for years, and the other was a photograph. I'm not curious and you needn't be. He kissed it once—for each of the Finikin children! and put it on the bureau, and has not got tired of looking at it yet.

Christmas came Tuesday that year and Wednesday was the "getting even" time. Of course, when the store people came in with their presents on and were rejoicing over them, the clerks who had sold the goods "up 'n' told," and Fanshaw, with a face as red as a lobster was besieged with thanks until he almost "wished he hadn't." That wasn't anything, though, to what he had to go through at eight o'clock that night. He had got into his slippers and his easy chair, had just lighted the "bang up" cigar he treated himself to on occasions, and had hardly read the headlines of the evening paper when he called out, "Come in," to a hearty knock on the door. They did—Tim and Nora and—well, seventy-four, then, if that suits any better. Several somebodies had "gone 'n' told," and there they all were full of the gratitude they proceeded to unload. It took them fifteen minutes to do it and they worked like beavers every one of them.

When they had gone and the room was still, the young fellow went on with his cigar and forgot his paper. He looked into the grate-fire and got tired, and watched the floating blue of the cigar smoke until that tired him and then he sat and smoked and looked a long time at the photograph I told you about. He didn't get tired of that, but

when the cigar was gone he said, "Maybe we won't try that together next year!" Richard Malcolm Strong.

**Did You Know**

The cipher is an example of something for nothing.

Wise is the man who knows what not to say to a woman.

You can not be happy unless you try to make others happy.

Love and a good dinner are great workers in the field of charity.

In order to love, a man must have something to put his arms around.

A woman never tries to flirt with a married man who loves his wife.

The worst thing a mother can say of her bad boy is that he's mischievous.

With the exception of the reason itself, a woman has a reason for everything.

The tramp never looks for a job, yet he often steps into another man's shoes.

Some people who give skim milk to the poor expect the Lord to credit it as cream.

Unless his wife's relation are rich and distinguished the average man is never interested in them.

It matters not how graceful a girl may be, she simply can not enact the part while trying to climb out of a ham-mock.

A woman may be a friend to the man she has never loved, but she will always be an enemy of the man she has loved in vain.

Many a young man imagines that a girl takes an interest in his welfare, when in reality she is interested only in his farewell.

A woman's glory may be in her hair, but it is a good plan to keep it tied up when she is cooking.

A Squirrel will travel miles on a revolving cylinder, tire himself all out, grow dizzy and bring up just where he started; hasn't moved an inch.

Just the same with a dealer who "tears up the earth" pushing goods that are easy sellers, but pay no margin. He don't STOP TO THINK about that and, like the squirrel, ends the year just as poor as he began it. Don't be a squirrel. Sell profitable goods that please your trade.



for instance.

OLNEY & JUDSON GROCER CO.

Grand Rapids, Michigan

**Bigger Box.  
Same Price.**



**Enameline**  
THE MODERN STOVE POLISH  
IMPROVED QUALITY



**Liquid—=  
Best Yet!  
Fire Proof!**

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.

**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.

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.**



## MODEL HOTEL.

## How a Veteran Traveling Man Would Conduct One.

Sitting in the office of a certain hotel the other evening was a party of traveling men. Among them was one who had seen nearly thirty years' actual service on the road, and who had suffered immeasurably from miserably kept hotels, and appreciated a well-kept house. He took occasion to tell the boys how he would manage a hotel. Not having his permission to publish his name nor even to print his views on hotel management his name will be omitted, but he is well known to hundreds of the traveling men in Michigan. He said: "If I were going into the hotel business I would first select a good hotel town, where the railroad facilities are such that it would be a convenient place for the boys to run in and out of. I would try and secure as compact a house as possible. What I mean by a compact house is a hotel built for convenience; one where the rooms are so bunched that all are easy of access without the necessity of wandering through long intricate halls. Having secured the house I would furnish it in good comfortable style with durable furniture, good carpets, good beds, large feather pillows and such things as make life at a hotel a comfort if not a luxury. Once the house was furnished I would summon the help of each department and inform them that they should not do anything calculated to injure either its usefulness or beauty. Whenever I employed a servant for the office, whether he be a clerk, porter, bell boy or shiner I would inform him of just what I expected of him. Among these would be that he attend strictly to his work and when not busy that he need not meddle in the affairs of the guests. I would inform each of them that the affairs of government would probably be as well managed without their advice as with it and that talking politics was no part of their duty. I would also inform them that I had purposely selected this hotel because it was six blocks distance from the base ball park so that it would not be necessary for them to discuss the merits of the ball players, or express any opinion as to whether the home club or the visitors were the best players. I would then go to them individually and say to the clerk that it was his duty to welcome the guests, assign them rooms, be careful of their mail, inform them when requested so to do, of the arrival and departure of trains and to politely answer such questions as pertained to his business or was of use or benefit to the guests and to give to the extent of his ability such information as guests might desire. I would kindly, but impressively inform him that but few of the guests of a hotel cared whether he could whistle the latest opera or beat a tattoo with his finger ends on the desk, and in any event not to display his musical faculties until requested to do so.

"I would inform the shoe shiner, that people desiring his services would expect to find him at his chair and not leaning over the office desk, or in one of the chairs provided for guests. I would also inform him that all the time he had off duty was his and that he could go around the corner and express his opinion freely upon the respective merits of the champion of the ring, without objection on my part.

"I would inform the porter that his principal duty would be to look after the baggage of the guests, and that he

was not expected to know more of things than the average baggage man.

"I would inform the bell boy that it was his business to answer bell calls and that in doing this he should do it in such a manner that other guests would not be disturbed by him, and as one preventive against this he should not wear heavy shoes nor step as heavy as a 1,200 pound horse upon a brick pavement. I would also impress upon his mind that although the occupant of the room had summoned his presence, it was politeness as well as his duty to first lightly knock at the door and wait for the command, 'Come,' before entering the room. I would also impress upon his mind that in discharge of his duty to be literally blind and so far as relating what he may have seen or heard he must also be literally dumb.

"I would impress upon the minds of the dining room girls that their chief duty was to wait upon the guests at the table and perform their duty in a polite, pleasant and ladylike manner. That if some ill-bred or ill-mannered man made an ungentlemanly remark to them to not reply or notice him, and if he persisted in his insult to inform the head waiter who would be instructed to attend to his further wants during that meal.

"I would inform the cook that any act of uncleanness upon his part would be a hint to me that he desired his discharge, and I would accommodate him without delay.

"I would not set myself up as a public educator, nor would I attempt to remonstrate with that class of guests who have no respect for a cleanly-kept hotel, but I would insist that the clerk, porter and bell boy keep a watch upon men sitting at the writing desk and when one of them tore up an envelope, or other paper and then threw the scraps on the floor the employe observing the act should at once proceed to gather up the scraps and in sight of the careless guest, proceed to put them in the waste basket or cuspidor. I would insist that the custodian of the watercloset keep that department absolutely clean and by absolutely clean I mean that as well as caring for the furnishing he should, at sight wipe, wash or scrape from the walls, panels, woodwork or other places any and all evidences of artistic drawing or poetical effusion of vulgar-minded guests. I do not know but it would be a good idea for hotels to keep a poets' and artists' album for the special use of watercloset geniuses and post notices where it could be found.

"It might take months to fully regulate a hotel to my fancy and liking, but once accomplished I opine the traveling public would appreciate it."

## His Creditor Owned His Wife.

A well known Italian contractor, and and at one time a grocer, some time ago did some work in the State of New York. As the story goes he had a contract for the digging of a canal, but it seems Tony had a partner, and between them they got very deep in a financial hole of even larger proportions than the canal they were digging, and Tony was in danger of being literally wiped off the face of the earth.

But Tony remembered an old friend of his in Scranton, who, for the time being, we will call Muldoon.

Muldoon had an account against Tony for some five hundred dollars which Tony was very slow about paying, nor did Muldoon expect it for many moons. What, then, was Muldoon's surprise when Tony came in one day, all out of puff.

When he got his wind he said:

"Mr. Muldoon, me owe you much'a

mona'; me wanta give you everything, everything me got, so dam Yankee in York State canna get, and you taka care of Tony."

Muldoon tumbled and the thing was all fixed up. His attorney instructed him that to all questions as to what he owned he must say that Muldoon is the owner.

At the trial Tony plead that he owned nothing whatever. Being put on the witness stand and sworn and cross-questioned by the opposing attorney, the following dialogue passed between them:

"Tony, you say you own nothing?"

"No, sir; me owu notting."

"Who owns the shovels and picks at the canal?"

"Mr. Muldoon," said Tony.

"Who owns the machinery, etc.?"

"Mr. Muldoon," said Tony.

"Who owns the teams you work there?"

"Mr. Muldoon," said Tony, looking him straight in the eye.

"The carts and harness? Remem-

ber you are under oath."

"Mr. Muldoon."

"Who owns the house you live in down in Scranton?"

"Mr. Muldoon."

"And the barn in Scranton?"

"Mr. Muldoon."

"Are you married?"

"Yes, sir."

"Have you children?"

"Yes, sir."

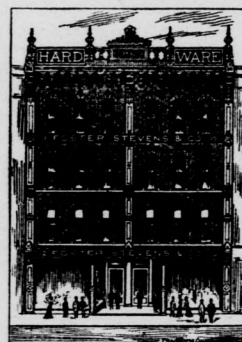
"How many?"

"Six."

"Who owns your wife and children?"

"Mr. Muldoon," came the answer almost before it was asked. Evidently Tony should have rehearsed. After the laughter in the court room had subsided the case was continued.

Of course after a tooth has been pulled it will not ache any more. The fact is that the tooth never did ache, it was the nerve and the pulling of the tooth destroys the nerve. That is why the ache ceases.



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.



## Mill Supplies

Oils, Waste, Packing,

Belt and Hose,

Paints, Oils and Varnishes,

Cordage

THE M. I. WILCOX CO., Toledo, Ohio

## Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.



#### Hotel Observations Which Are Based on Actual Experience.

It is not always the best hotel buildings that are kept the best nor do men always stop at best kept hotels even at the price charged at poorer ones.

There are men who have made a success at keeping an eating house who have but very little conception of what is required in good hotel management.

The hotel clerk who is a continual annoyance to the guests of the house will never make a success behind a hotel desk.

Some hotels advertise that the house is supplied with electric bells, but if there is no one to answer the bell calls the bells are of little use.

A hotel that is only kept warm when there are guests enough to afford the luxury will not long have need for steam heating apparatus.

The hotel man who cuts his table supply when trade is slack will soon gain the reputation of setting a rocky table and can then scrimp it to his heart's content.

It is not so much what a hotel keeper tells his guests about what he knows about the hotel business as it is how he treats them, that makes his house a desirable stopping place.

When the hotel writing room is in the same room with the office, a clerk of ordinary intelligence will make as little unnecessary noise as possible in order that those writing at the desk will not be annoyed by him.

A hotel man, whether he be proprietor or clerk, can be gentlemanly without being stiff and reserved. He can be social and genial without being either boisterous or obtrusive. He can do much to add to the comfort of his guests without making them feel under special obligations for the favor.

The prudent hotel man will not point out the faults of a competing house unless he is perfectly sure that his own house is without fault and above reproach, and if he is much of a gentleman he will not do it then.

It is not always the hotel with a large sign across the gable end of the house that is the best. The keeper of the best hotel may be a modest man and not feel like making a great display of the name of his house.

When, during the regular busy season, a hotel man finds his trade falling off, old customers going to another house and new men upon the road patronizing a rival, it is about time for the landlord to begin to enquire whether there is not something wrong with the management of the house. Men do not, as a rule, change hotels without a reason.

It is not the cheapest hotel help that is the most profitable. A "Jim Crow" clerk can drive away more trade in a month, than a good landlord can call back in a year. Carroll.

#### Bishop Whipple's Predicament.

An interesting story of the late Bishop Whipple is contributed by one of the clergymen of his diocese. The Bishop's first wife was a strong believer in dreams, and, singularly enough, many of her dreams came true. One Sunday morning in October, while they were in Faribault, she aroused her husband and told him that her son in New Mexico was dying. She described him as he lay on a hard bed in a miserable adobe hut, and declared that his serious condition was due to inattention. She urged the Bishop to go at once to New Mexico and rescue the boy.

Obedient to his wife's wishes, Bishop Whipple went southward as fast as steam could carry him. At St. Louis he found a telegram awaiting him which read:

"Proceed without delay to New Mexico. Do not waste any time. Every moment is precious."

He followed directions, and reached his step-son's side just in time. The scene was as Mrs. Whipple had described it. The boy was sick unto death on a pallet of straw in an adobe hut. What medical attention he had received was doing him more harm than good.

It was apparent that he could not survive another day in such surroundings. Bishop Whipple had left in such a hurry that he had neglected to bring any more money than he needed for his bare traveling expenses. In his dilemma he went to the bank and told the cashier—a manly young Mexican—his story. He needed money to get his son out of the country; would the bank honor a draft?

The cashier was impressed with the recital. "Any one can tell by looking at your face," said he, "that you are a bishop of the church of God, and that you speak the truth. I shall be glad to accommodate you. How much money do you want?" The Bishop drew on the bank for \$500, and he and the sick man were soon on their way North. The love to God and man, the years of self-sacrifice and unselfish service for others which had written their indelible history on the good man's face were the means of saving the boy's life.

#### The Tramp's See-Saw.

A tramp with a blase manner lackadaisically walked up to the rear entrance of a farm house and gently tapped the door with his finger tips. The door was opened by a sharp faced vision, who enquired what the gentleman of leisure desired.

"Madam," he said, with a very profound bow, "I have a request to prefer."

"Well, sir, be quick about it," was the not encouraging reply.

"Madam, I would fain eat."

"Do you see that wood, sir?" she replied, pointing to a large pile of timber which had not been shortened to the required stove length.

Slowly he turned his head and looked in the direction of the pointing finger, then with as much calmness as he could command he spoke thus:

"Madam, you saw me see the wood, but you won't see me saw the wood."

Before the woman had recovered from her surprise he had been wafted away with the parting breeze.

#### Advantage of a Trade.

"I have learned to typewrite," said a young woman to a group of her friends. "It's lots of fun, and it is the greatest convenience in the world."

"You can't write your social letters on a machine," suggested one of the group.

"Of course not," said the young woman. "The accomplishment is convenient in many ways, though. I volunteered to work for papa—copy papers, and so on. He was pleased, and, to give me practice, provides a lot of stuff for me to work on. When mamma asks me to do anything disagreeable I can say I have to typewrite for papa. It is business, you know, and I can go into the library, pound the machine awhile, and read if I want to. Then if there is an unwelcome caller, a disagreeable visitor or an engagement I want to break, I say I must help papa, and go to my machine. It is a great thing, I tell you, and I advise you all to learn how to typewrite!"

People should not be blamed for what they do not know. It is for not making an endeavor to become better informed upon the simplest affairs of every day life that they should be blamed. If no other means of acquiring that knowledge can be conveniently had, a constant rubbing up against well bred and well informed people ought to impart a little knowledge.

#### The Main Point.

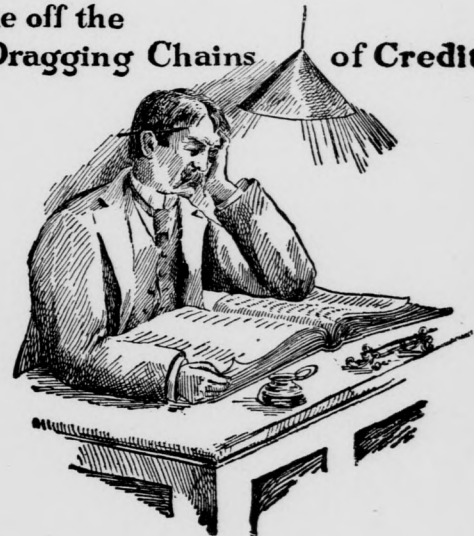
"What do you consider the first principles of success?"

"Well, sir, it's not altogether the ability to take money away from other people as it is to hold on to it."

# Begin the New Year Right

AND

## Shake off the Dragging Chains of Credit



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

## Coupon Book System

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

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

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

## Tradesman Company

### Grand Rapids, Mich.



## Clerks' Corner.

Some Peculiarities Which Resulted in a Resignation.  
Written for the Tradesman.

Bill Watts couldn't have been more than fifteen years old when he first went behind the counter. He was short and broad, with a round, rosy face and merry blue eyes, and he had a way of smiling at people that was good to see. His laugh was contagious and we thought at first that his smile was perennial, but found later that there were times when he went into the warehouse, butted his head against the wall and swore a blue streak.

No one but his mother thought of calling him anything but "Bill." She, poor woman, continued until the day of her death to nurse the delusion that he was only a little boy, and to her he was always "Willie."

Bill was of rather a musical turn of mind and he promptly improvised words and melodies to suit the condition of his feelings. He had a slight smattering of tongues and the way he mixed things in his verses was often funny and sometimes quite bewildering.

Marchons, enfants de la Patrie,  
La jour de Arbeit's here, by Gee!  
Ich feg' dis bloomin' Handlung aus,  
Den sklp ich gleich nach meinem Haus.  
Herr Je! Herr Je! Hurrah, Hurrah,  
Ich treff das Arbeit in die jaw!

he carolled one morning while sweeping out the store.

He was an assiduous worker, at times, and could get through with a lot of it, too, after a fashion. But one could never be quite sure that it was properly done without going over it carefully when he had finished.

He was interested in all that was going on and never was there a dog fight, a runaway team or an arrest on the street but it happened that Bill had been there, had seen it all and knew every particular.

As before stated, he was rather inclined to be corpulent when he entered the store, but as time went on he "swole up," so to speak, and before long the clothes that had held him could hold him no more. Another apparent fact was his appetite. Never was there such another at the candy case, the cracker barrel or the herring box. Huge pieces of the very finest Michigan full cream cheese found their way down his insatiable throat. Pecks of apples, pounds of figs and whole frails of dates went the same way. There was not an item in the grocery department that Bill did not, at one time or another, in one way or another, manage to "put his mouth into."

When these spells of hunger struck the boy he was like the toper thirsting for his dram, and on these occasions, when he could not speak distinctly and was asked what ailed him, he would manage to clear his throat sufficiently to say:

"Was just eatin' a bite."

Bill's bites became proverbial. Any time that he happened to be missing and was asked for, the answer was sure to be, "Oh, he's down cellar," or "He's out in the warehouse, eatin' a bite."

One night he got out with a crowd of boys, went through Deacon Jones' apple orchard and trimmed his melon patch. There was one particular vine, laden with especial melons, grown, nurtured and treasured for the county fair that was soon to be held. Bill knew the vine and suggested that it would be "a good one on the old man to swipe the beauties."

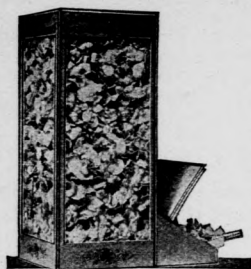
The crowd agreed to the proposition, provided Bill procured the fruit, which happened to be growing exactly under the Deacon's bedroom window. After he had agreed to the terms of the compact, the fact that the window was found to be raised did not in the least deter him from carrying out his part of the bargain. All went well until, just as Bill was leaving with the stolen fruit, he inadvertently kicked an empty tin can, which made sufficient noise to arouse the sleeping householder. The night was dark, but it was light enough to enable the Deacon's dog to procure a sample of the cloth from which Bill's everyday trousers had been manufactured.

Then there followed a time when it was easier for Bill to stand while eating his meals and when he limped slightly as he walked. And whenever anyone chanced to ask what was the trouble with Bill, one or the other of his friends was sure to reply:

"Oh, nothing much, only he's had another bite."

Bill had a bluff, free way that took very well with some customers and many people liked to trade with him. He was, however, no respecter of persons and had a way of nicknaming people that was very annoying. One of his acquaintances—a lady, by the way—he always spoke of as "toad barrel." Another, a man, he designated as "hedgehog," while a third was usually referred to as "Globby." And then if the mood was on, he was just as apt to address people in the German, French or Dutch language as in the one that the customer best understood.

Bill's peculiarities grew upon him to such an extent that it was at last thought best to allow him to resign and another and less voracious boy was taken in his place.  
Geo. L. Thurston.



## My "Pile"

When I began this business 8 years ago consisted of thirty-two dollars in money and several years' hard knocks and an experience in my line which has enabled me to build up a large business by giving to my trade just what they ought to have at the price they ought to pay. I have the largest factory of the kind in America. I try to treat my trade right. My business has my personal attention and as a result my customers are pleased. If I can get one order from you I am sure of more. My

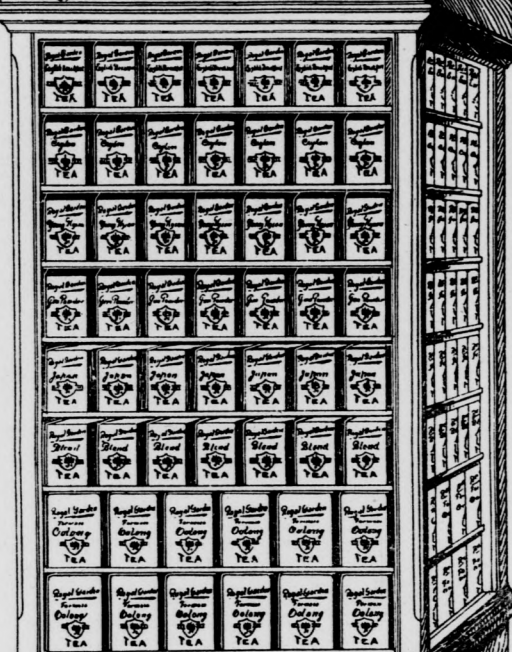
### Red Seal Brand Saratoga Chips

are put up in 10-pound boxes, 20-pound kegs, 30-pound barrels, bulk, or in cartons, 1/4-pound, 1-pound, or assorted 24-pounds to the case, to be had from me direct or through jobbers. The above show case and 10 pounds of my best chips for \$3.00 is a proposition it will pay you to investigate.

J. W. MEYER

127 East Indiana Street, Chicago, Ill.

## Royal Garden Teas.



**BOUR'S**  
Celebrated Brands.

TRADE MARK

## 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 proposition ever offered the grocer. Absolutely the choicest teas grown.

Write for particulars.

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

# SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

### FINE CUT

UNCLE DANIEL.  
OJIBWA.  
FOREST GIANT.  
SWEET SPRAY.

### SMOKING

HAND PRESSED. Flake Cut.  
DOUBLE CROSS. Long Cut.  
SWEET CORE. Plug Cut.  
FLAT CAR. Granulated.

### 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.



## 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.

### Gripsack Brigade.

The word "drummer" is out of date. Custom did it.

Carry a fire escape in your grip if you wish, but still advocate the idea of having every hotel provided with them.

Hastings Banner: D. C. Bronson and Bert Fairchild intend to take to the road after January 1. They will travel for the Mishawaka Woolen Co.

Lansing Republican: John A. Raymond, of Detroit, is in Lansing to-day on his initial trip for Standart Bros. He will take the place of J. W. Temmink, of this city, who has been traveling for that firm.

Willis B. Dudley (Hazeltime & Perkins Drug Co.) and bride have returned from their wedding trip and entered upon the joys and trials of housekeeping at 115 Trowbridge street, where they will be at home to their friends after Jan. 1.

A popular house not long ago wanted to joke with one of their excellent men on the road and so sent the following letter: "We received your favor of the 10th in regard to paying \$2 for the minstrel show. We have credited your account for the amount, but will request you not to engage any more theatrical people in the future."

Charles W. Hurd will retire from the service of the Hazeltime & Perkins Drug Co. at the end of the year. The trade he has visited will be covered hereafter by M. S. Brown, L. M. Mills and M. B. Wiseman, who will re-arrange their former routes so as to provide for the expansion.

Hudson Gazette: Will F. Dwyer, who has been for the past year and a half employed by G. J. Dunn, the dry goods merchant, has taken a position with Crowley Bros., of Detroit, as traveling salesman. Mr. Dwyer will begin his duties with this house Jan. 1, when he will be assigned principally to Michigan territory and, of course, will have Hudson on his route.

There is a whole lot of hotel clerks who act as though they thought men were traveling around from town to town on purpose to learn what team beat in the last game of ball. Some hotel keepers act as though they thought every man upon the road was interested in knowing what their politics is. Those clerks and hotel keepers can rest assured that a great large majority of the men who travel have wit enough to ask for any information they desire. If some of the over-officious and obtrusive hotel people could stand behind a thin curtain and hear the expressions some traveling men make about them they would conclude the average traveling man does not care a tinker's twopence about their voluntary information. When the hotel keeper has signified that he is pleased to have the traveling man's patronage, and has seen to it that he is comfortable and well cared for and that his sojourn is made as pleasant as possible, he has nearly performed all of the duties of a hotel keeper. When the clerk has assigned the guest a good

room and seen to it that the porter has properly cared for his baggage, that he has whatever mail, if any, is in waiting for him and properly and unostentatiously answered such questions as have been asked, he is ready to devote his official attention to the next guest or rest quiet until some one signifies a desire for his further service. There are hotel clerks, and lots of them who fully realize what is expected of them and cheerfully comply with all demands made upon their time or knowledge. There is another whole lot of hotel clerks who will never know their proper sphere and one reason of this is they were never brought up to attend to their own business and leave other people to attend to theirs. If there is a place in the whole business world where good breeding and a knowledge of business etiquette is needed it is behind a first-class hotel desk. Those two accomplishments are highly appreciated when found. So is any other rare gem.

### Grand Rapids Council to Open a New Hall.

Grand Rapids, Dec. 23—The first meeting for 1902 of Grand Rapids Council, No. 131, will be held in the new place of meeting, the A. O. U. W. hall on Pearl street, which will be much better quarters than were obtainable at the old place of meeting on Lyon street. The regular meeting will be called at 7:30 o'clock, and all business expeditiously gotten through with and at a few minutes after 9 o'clock the doors will be thrown open into the parlors and the house warming and greetings for the New Year from the Council to their members and friends will begin. There will be dancing for those who wish to dance and card tables for those who play cards. The committee in charge, Messrs. Carlyle, Wormnest and Dryden, being all very "wealthy men," have unlimited means at their command to

bring to a successful issue this first party and they desire every member of our Council to come and bring some friends and join with us in our social gathering and accept of our hospitality and good wishes for the New Year. JaDee.

### Fifteen Additions to Post C.

Detroit, Dec. 23—Post C, Michigan Knights of the Grip, held another meeting at the Griswold House Saturday evening, Dec. 21, with a large attendance.

All of the old members and many new ones are taking an active interest in the Post, which bids fair to bring prosperity for both Post and Association.

Fifteen new members joined the Post. The matter of attending the fourteenth annual convention at Lansing on December 26 and 27 was brought up and many members decided to go.

The Secretary was instructed to ask for a special car on the Pere Marquette road.

At present there seems a possibility of a large crowd going to Lansing.

It was decided to hold Post meetings on the last Saturday of each month. The next meeting will be held on the evening of Jan. 25, at Hotel Cadillac, which all traveling men are invited to attend, whether members of the Michigan Knights of the Grip or not.

The old traveler is always kind and considerate, it is the young man on his first trip who is selfish.

The traveler who sells the most goods is not the one who talks the most about it.

## The Warwick

Strictly first class.

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

A. B. GARDNER, Manager.

# WILE BROS. & WEILL, Buffalo

M. J. ROGAN, representing

the above house will pay the expenses of any merchant who will come and look over their line of MEN'S, BOYS' and CHILDREN'S SUITS at the

## WARWICK HOTEL, GRAND RAPIDS

Mr. Rogan will have his samples on view

Thursday, Jan. 2, Friday, Jan. 3, Saturday, Jan. 4, 1902

Men's Suits from \$3.75 to 12. Boys' Suits from \$3.50 to 8.50. Children's Suits in all styles from 75 cents to \$6.

Remember the Date and the Warwick Hotel

Warwick Hotel is right across the street from the Livingston Hotel.



## Drugs--Chemicals

### Michigan State Board of Pharmacy

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

### 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.

### The Sundry Trade and How to Hold It.

The writer contends that the large profit asked by many druggists makes it an inducement for other merchants to enter into competition with them in the sale of sundries. All other merchants have been forced to accept less profit on the wares they have to offer; not entirely on account of competition, but partially because the public of to-day is better qualified to determine the value of the goods they have to offer. If to-day the metropolitan store advertises its fabrics at extraordinarily low prices, and the out-of-town customer makes a purchase, the continuance of such purchases depends upon the real merit of the goods sold. When the housewife can see for herself whether she has secured a bargain, then and there she takes kindly or unkindly to the phenomenal claims made by this large firm concerning their ability to excel all others engaged in supplying the needs of the public. The success of these large enterprises results first from their extensive advertising, and the continuance of their business, like that of all others, depends upon whether or not they give value received.

The pharmacist, therefore, like all other merchants, must advertise his goods, induce people to come to his place of business, and then have something nice to show them; and for fear they do not ask to see this or that, he should have it so tastily arranged that they are more than likely to see it. Sundries and notions should be given a prominent place if they sell well. The dealer who succeeds well in selling them should learn as much as possible about them, how they are made, of what they are composed, etc. He should communicate this knowledge to the prospective buyer, as this tends to satisfy him that the pharmacist is really informed about the goods, and that he is willing to disseminate his knowledge. It is policy to enlighten your customer whenever the opportunity presents itself. If it is done in a gentlemanly way it will surely please.

All people know that goods must be sold at a profit and should be sold at a profit that is equitable both to buyer and seller. It is unwise to advise your customer of the exact cost of what you are trying to sell him, because he is not likely to take it seriously, and in all probability he will think you are not speaking truthfully, and you will not be adding anything to your reputation for integrity. It is far better to insist that you are offering values that are worth what you claim for them, for your customer knows that you are asking a profit, and if it is not excessive you are more than likely to sell to him. Otherwise, you may not retain him as a customer.

It is imperative that druggists should advertise, and that it be done prudently. It is necessary that he display his goods as artistically as possible. He should always ask and sell at a profit that is consistent, fair, and equitable. He should be uniform in the per cent. of profit that he endeavors to obtain. He might secure the exclusive sale of something, and thereby obtain an unusual profit, but this would only be temporary, and some one would soon ascertain the fact and freely advertise the dealer's inconsistency.

The writer would recommend that a druggist keep the highest grade of sundries that he can induce the people of his community to purchase. It will increase the volume of his business in this line of goods, enhance his profits, and satisfy his customers. They will more readily believe that he keeps the purest and best drugs. If necessary keep a few low-priced, or possibly inferior, sundries. If not necessary avoid it altogether, as it increases your stock of goods that deteriorate rapidly, adds more to your losses, reduces the volume of your business, diminishes your profits, and induces the public to make out-of-town purchases. It adds nothing to the reputation of your store. In fact, there is little to gain at the most, and much to risk. It is usually unprofitable, and should be resorted to only when absolutely necessary. If inferior sundries are sold to some extent in your community there is no occasion for much anxiety about the matter, especially if you always have on hand something better, and take a little pains to make it known.

N. T. Hendrix.

### What His Prescription Counter Looked Like.

I at one time had occasion to visit a brother pharmacist in a thriving little city. My friend was enjoying a good prescription trade, there being an average of thirty or more prescriptions a day. He had a very pretentious store, with costly sale counters, show cases, and shelves. He was conducting his business on a very ostentatious plan, all of which was very commendable; and no doubt his efforts and endeavors in this direction were well rewarded—for his business flourished. However, there was in this pretentious place of business a very grievous fault, and that was the very evident neglect of his prescription counter. In the first place, I found a small boxlike fixture, altogether inadequate for the compounding and dispensing done behind it. It stood hidden behind a large amount of stock food, condition powders, and the like, which were most conspicuously piled up in front of it. But if there was evident a decided lack of attention on the part of the proprietor for the outward appearance of the prescription counter, this was even more noticeable on the inside or practical side.

There seemed to be no attempt made at order and systematizing of duplicate stock; bottles of all sizes and shapes were indiscriminately placed around wherever it might have happened to suit the direction of the hand. They were dusty and betrayed unmistakably the absence of care. On the prescription desk I noticed some mortars and graduates which were being used altogether regardless of kind and capacity called for; as, for instance, two ounces of magnesium sulphate were being dissolved in a pill mortar of two ounces capacity; and there were many other minor incidents too numerous to mention. Spatulas, pellet knives, horn

spoons, etc., were all kept in one drawer, wherein, upon occasion, the clerk or proprietor would delve or dig up the required utensil in about the same manner as a kitchen girl looks for her last paring knife in her table cutlery drawer! In another drawer which was open, and which looked as though it was always open, I noticed a confusion of round and square pill and powder boxes and, if I am not mistaken, in the same drawer were also kept the labels. I became aware that prescriptions were not put up with the promptness and despatch that they might have been due largely to the fact that time was lost in looking for the required appurtenances. Customers, becoming weary of waiting for their medicine, would curiously look back of this dispensing place, and there would behold a sight rivaling that of a French peasant's kitchen the day before his best daughter's wedding!

Thus to treat and conduct a prescription counter is shameful, to state it mildly. It is putting down the profession from its high and lofty plane, which by reason of its moral and practical worth it rightfully occupies, to the common and ordinary; making it appear unduly cheap and insignificant to the public. It is a false, and unjustifiable misrepresentation of the art of compounding; for this profession, if any in the world, stands synonymous with accuracy and absolute correctness. It is throwing the results and achievements of years of study to the winds.

I can not but urge the fraternity to realize the importance of this department, and to ever strive to accord it the conspicuous place which it deserves and which it must occupy if it shall redound profitably to those who pursue it. Constantly assert the idea, boldly as well as unobtrusively, that you conduct a prescription counter with a drug store built conveniently around it. To parade this idea can not fail to result in the public paying this profession the proper regard and respect. It is not my purpose to lay down a detailed set of absolute rules for conducting your prescription counter. Let each pharmacist suit his own fancy, if he will but carry out the idea and the purpose which I have striven to make plain.

W. C. Alwin.

### Keeping Poisons.

Various methods have been proposed for the storing of poisons, some recommending keeping them in their original containers and others the use of poison lockers or a checking system. No matter how they are stored a rigid system of checking should be adhered to either individually or if possible by some one else.

The safest way to store poisons is in a closet, set apart for the purpose, in which should be kept only those of a powerful nature. This should be kept locked and the key hung at the side. The act of going to the closet, taking the key off the nail and unlocking the door all remind you to be cautious. In weighing or measuring any drug the scales should be tested before using to see if they balance, then the weights carefully examined, and after weighing, again test and look at weight to see if correct. The container should be looked at before removing from the shelf before weighing or measuring therefrom and again before replacing. Many dispensers make a practice of leaving bottles on counter as used until prescription is finished, and checking off each one from the prescription.

The prescription should be read before dispensing and again after finish-

ing, and lastly before giving to the customer and the directions carefully compared.

Mistakes happen not so much from carelessness as from the unconscious lapse of memory which comes to all of us at times. It is only momentarily, and often we do not realize it, but in that short time many a fatal error has been made. By using these precautions it is practically impossible for an error to pass even when working alone.

J. Becker.

### Unightly Window Displays.

I notice an increased tendency among druggists to fill their windows with syringes and other sick room necessities and articles for use in diseases of a private nature. While these are every-day necessities, we do not like to have them staring us in the face at every turn. To ladies especially they are objectionable, and it does not tend to elevate the moral nature of the youthful mind to see these things, particularly as their information as to their use is obtained from sources likely to excite morbid desires. It is questionable if the display of these goods increases their sale to any extent, as people are not buying them for ornaments, and they are better kept in the background. What is all right for the mature mind both to read and to see is often poison to the young idea and creates thoughts and desires which are a permanent injury to them.

James Morley.

### The Drug Market.

Opium—Is firmer, both in the primary markets and in this country. The price is unchanged.

Morphine—Is firm. There is no prospect of a change before the first of the year.

Cocaine—Is selling very cheap, owing to competition among manufacturers. It is understood that the present price is below cost of manufacture.

Menthol—Is very firm. Higher prices are looked for.

Wild Cherry Bark—Is scarce and has advanced.

Gum Camphor—Has been advanced by refiners 1c per lb.

Buchu Leaves—Are in better supply and have declined.

Linseed Oil—Has advanced three times in the last few days and is tending higher.

White and Red Lead—Has declined ½c.

A woman can talk as sweet as peaches and cream to another woman she hates, while two men would be punching each other's heads before they had exchanged a dozen words.

## SEE OUR WALL PAPERS

before you buy. We show the best patterns that the fifteen leading factories make. Our showing is not equaled. 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—

<b>Acidum</b>			<b>Conium Mac.</b>			<b>Scilla Co.</b>			<b>Seidlitz Mixture</b>			<b>Linseed, pure raw</b>		
Aceticum	80¢	8	Copaba	150¢	80	Tolutan	50	50	20¢	22	22	56	59	
Benzoleum, German	70¢	75	Cubeba	130¢	125	Prunus virg.	50	50	25¢	25	25	57	60	
Boric acid	24¢	31	Erigeron	100¢	110				25¢	25	25	60	70	
Carbolicum	43¢	45	Gaultheria	200¢	210				25¢	25	25	43	48	
Chloroform	30¢	5	Geranium, ounce	50¢	60									
Nitrosum	80¢	10	Gossypii, Sem. gal.	150¢	200									
Oxalicum	12¢	14	Hedera	100¢	110									
Phosphoricum, dil.	15¢	15	Juniper	150¢	200									
Salicylicum	52¢	55	Lavendula	90¢	200									
Sulphuricum	13¢	5	Limons	115¢	125									
Tannicum	110¢	120	Mentha Piper.	210¢	220									
Tartaricum	38¢	40	Mentha Verid.	150¢	160									
<b>Ammonia</b>			Morrhua, gal.	110¢	120									
Aqua, 16 deg.	40¢	6	Myrcia	400¢	450									
Aqua, 20 deg.	60¢	8	Olive	75¢	300									
Carbonas	130¢	15	Piscl Liquida	100¢	12									
Chloridum	120¢	14	Piscl Liquida, gal.	100¢	35									
<b>Aniline</b>			Ricina	100¢	106									
Black	200¢	25	Rosmarin	600¢	650									
Brown	80¢	100	Rosa, ounce	400¢	450									
Red	450¢	50	Succin	900¢	950									
Yellow	250¢	300	Sabina	900¢	100									
<b>Baccæ</b>			Santal	275¢	700									
Cubebæ, po. 25	22¢	24	Sassafras	50¢	60									
Juniperus	60¢	8	Sinapis, ess., ounce	150¢	160									
Xanthoxylum	170¢	175	Thyme	400¢	50									
<b>Balsamum</b>			Thyme, opt.	100¢	160									
Copaba	50¢	55	Theobromas	150¢	20									
Perr	200¢	200	<b>Potassium</b>											
Terrabin, Canada	60¢	65	Bi-Carb.	150¢	18									
Tolutan	45¢	50	Blephoramate	130¢	15									
<b>Cortex</b>			Bromide	52¢	57									
Abies, Canadian	18¢	18	Carb.	120¢	15									
Cassia	12¢	12	Chlorate, po. 17@19	160¢	18									
Cinchona Flava	18¢	18	Cyanide	340¢	38									
Euonymus atropurp.	30¢	30	Iodide	290¢	240									
Myrica Cerifera, po.	20¢	20	Potassa, Bitart. pure	280¢	30									
Prunus Virgin.	14¢	14	Potassa, Bitart. com.	70¢	10									
Quillaja, gr'd	12¢	12	Potass Nitras, opt.	60¢	8									
Sassafras, po. 20	15¢	15	Potass Nitras	230¢	26									
Ulmus, po. 15, gr'd	15¢	15	Prussiate	150¢	18									
<b>Extractum</b>			Sulphate po.	150¢	18									
Glycerhiza Glabra	24¢	25	<b>Radix</b>											
Glycerhiza, po.	28¢	30	Aconitum	200¢	25									
Hæmatox, 15 lb. box	110¢	12	Althea	300¢	33									
Hæmatox, 15	130¢	14	Anchusa	100¢	12									
Hæmatox, 1/4s.	140¢	15	Arum po.	200¢	25									
Hæmatox, 1/4s.	160¢	17	Calamus	200¢	40									
<b>Ferru</b>			Gentiana, po. 15	120¢	15									
Carbonate Precip.	15¢	15	Glycerhiza, pv. 15	160¢	18									
Citrate and Quinla	25¢	25	Hydrastis Canad.	80¢	80									
Citrate Soluble	75¢	75	Hydrastis Can.	120¢	15									
Ferrocyanidum Sol.	40¢	40	Heliolebo, Alba, po.	120¢	15									
Solut. Chloride	15¢	15	Inula, po.	180¢	22									
Sulphate, com'l.	2¢	2	Ipecac, po.	360¢	375									
Sulphate, com'l, by	80¢	80	Iris plox, po. 35@38	350¢	40									
Sulphate, pure	7¢	7	Jalapa, pr.	250¢	30									
<b>Flora</b>			Maranta, 1/4s.	220¢	25									
Arnica	150¢	18	Podophyllum, po.	750¢	100									
Anthemis	220¢	25	Rhel, cut.	750¢	125									
Matricaria	300¢	35	Rhel, pv.	750¢	135									
<b>Folia</b>			Spigelia	350¢	38									
Barosma	360¢	38	Sanguinaria, po. 15	500¢	55									
Cassia Acutifol, Tin-	200¢	25	Serpentaria	600¢	65									
nevelly	250¢	30	Senega	100¢	12									
Cassia, Acutifol, Aiz.	250¢	30	Smlax, officinalis H.	100¢	12									
Salvia officinalis, 1/4s	120¢	20	Smlax, M.	100¢	12									
and 1/4s	80¢	10	Sellæ	100¢	12									
Uva Ursi	80¢	10	Symlocarpus, Fœti-	100¢	12									
<b>Gummi</b>			cus, po.	100¢	12									
Acacia, 1st picked	60¢	65	Valeriana, Eng. po. 30	150¢	20									
Acacia, 2d picked	40¢	45	Zingiber a	140¢	16									
Acacia, 3d picked	20¢	25	Zingiber j.	250¢	27									
Acacia, sifted sorts	45¢	65	<b>Semen</b>											
Acacia, po.	120¢	14	Anisum, po. 18	130¢	15									
Aloe, Barb. po. 18@20	120¢	14	Apium (graveleons)	40¢	6									
Aloe, Cape, po. 15	120¢	14	Bird, 1s.	100¢	11									
Aloe, Socotri, po. 40	120¢	14	Carul, po. 15	100¢	11									
Ammoniac	550¢	60	Cardamon	125¢	175									
Assafoetida, po. 40	550¢	60	Coriandrum	80¢	10									
Benzoinum	500¢	55	Cannabis Sativa	45¢	5									
Catechu, 1s.	140¢	15	Cydonium	750¢	100									
Catechu, 1/4s.	140¢	15	Chenopodium	150¢	18									
Catechu, 1/4s.	140¢	15	Dipterix Odorata	1000¢	110									
Camphore	640¢	69	Foeniculum	70¢	9									
Euphorbium, po. 35	650¢	70	Foenugreek, po.	70¢	9									
Galbanum	650¢	70	Lini, gr'd	35¢	5									
Gamboge	650¢	70	Lini, gr'd, bbl. 4	45¢	5									
Gualacum, po. 25	650¢	70	Lobelia	1500¢	155									
Kino, po. 30.75	650¢	70	Pharlaris Canarian.	45¢	5									
Mastic	60¢	60	Rapa	45¢	5									
Myrrh, po. 45	60¢	60	Sinapis Alba	90¢	10									
Opil, po. 4.50@4.70	350¢	350	Sinapis Nigra	110¢	12									
Shellac	350¢	350	<b>Spiritus</b>											
Shellac, bleached	400¢	450	Fruentil, W. D. Co.	2000¢	250									
Tragacanth	700¢	1000	Fruentil, D. F. R.	2000¢	250									
<b>Herba</b>			Fruentil	1250¢	150									
Absinthium, oz. pkg	25¢	25	Juniperis Co. O. T.	165¢	350									
Eupatorium, oz. pkg	20¢	20	Sascharum N. E.	190¢	210									
Lobelia, oz. pkg	25¢	25	Spt. Vini Galli	175¢	650									
Majorum, oz. pkg	25¢	25	Vini Oport.	125¢	200									
Mentha Pip. oz. pkg	25¢	25	Vini Alba	125¢	200									
Mentha Vir. oz. pkg	25¢	25	<b>Sponges</b>											
Rue, oz. pkg	25¢	25	Florida sheeps' wool	250¢	275									
Tanacetum V. oz. pkg	25¢	25	carriage	250¢	275									
Thymus, V. oz. pkg	25¢	25	Nassau sheeps' wool	250¢	275									
<b>Magnesia</b>			carriage	250¢	275									
Calcined, Pat.	550¢	60	Velvet extra sheeps'	100¢	150									
Carbonate, Pat.	180¢	20	wool, carriage	100¢	150									
Carbonate, K. & M.	180¢	20	Extra yellow sheeps'	100¢	150									
Carbonate, Jennings	180¢	20	wool, carriage	100¢	150									
<b>Oleum</b>			Grass sheeps' wool	100¢	150									
Absinthium	700¢	720	carriage	100¢	150									
Amygdale, Dulc.	380¢	65	Hard, for slate use	100¢	150									
Amygdale, Amarae	800¢	825	Yellow Reef, for	100¢	150									
Anisi	1850¢	200	slate use	100¢	150									
Aurant Cortex	2100¢	220	<b>Syrups</b>											
Bergamit	2800¢	275	Acacia	50¢	50									
Caliputi	800¢	85	Aurant Cortex	50¢	50									
Caryophylli	750¢	80	Ipecac.	50¢	50									
Cedar	800¢	85	Ferri Iod.	50¢	50									
Chenopadi	275¢	275	Rhel Arom.	50¢	50									
Cinnamoni	1150¢	125	Smlax Officinalis	50¢	50									
Citronella	850¢	40	Senega	50¢	50									
			Scilla	50¢	50									

## Drugs

We are Importers and Job



## 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

California Hams  
Evaporated Apples




## DECLINED


Picnic Boiled Hams  
Sugar  
Pure Lard

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1	2
<b>AXLE GREASE</b>	
Amora..... doz. gross	6 00
Castor Oil..... doz. gross	6 00
Diamond..... doz. gross	4 25
Frazer's..... doz. gross	9 00
IXL Golden, tin boxes 75	9 00
	
Mica, tin boxes..... doz. gross	9 00
Paragon..... doz. gross	6 00
<b>BAKING POWDER</b>	
Egg	
	
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 doz. case.....	8 00
<b>QUEEN FLAKE</b>	
3 oz., 6 doz. case.....	2 70
8 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
<b>ROYAL</b>	
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	
<b>BATH BRICK</b>	
American.....	70
English.....	80
<b>BLUING</b>	
Aretic, 4 oz. ovals, per gross 4 00	
Aretic, 8 oz. ovals, per gross 6 00	
Aretic 16 oz. round per gross 9 00	
	
Small size, per doz.....	40
Large size, per doz.....	75
<b>BROOMS</b>	
No. 1 Carpet.....	2 85
No. 2 Carpet.....	2 25
No. 3 Carpet.....	2 15
No. 4 Carpet.....	1 75
Parlor Gem.....	2 40
Common Whisk.....	85
Fancy Whisk.....	1 10
Warehouse.....	3 25
<b>BRUSHES</b>	
Scrub	
Solid Back, 8 in.....	45
Solid Back, 11 in.....	95
Pointed Ends.....	85
<b>SHOE</b>	
No. 8.....	1 00
No. 7.....	1 30
No. 4.....	1 70
No. 3.....	1 90

3	4
<b>TOMATOES</b>	
Fair.....	1 15
Good.....	1 20
Fancy.....	1 25
Gallons.....	3 20
<b>CATSUP</b>	
Columbia, pints.....	2 00
Columbia, 1/4 pints.....	1 25
<b>CARBON OILS</b>	
Barrels	
Eocene.....	@10%
Perfection.....	@ 9%
Diamond White.....	@ 8%
D. S. Gasoline.....	@12%
Deodorized Naphtha.....	@10%
Cylinder.....	@29
Engine.....	@22
Black, winter.....	@ 9%
<b>CHEESE</b>	
Acme.....	@11%
Amboy.....	@12
Carson City.....	@12
Elise.....	@13
Emblem.....	@14
Gem.....	@13
Gold Medal.....	@12
Ideal.....	@12
Jersey.....	@12
Riverside.....	@12%
Brick.....	@14
Edam.....	@20
Leiden.....	@17
Limburger.....	@13
Parma.....	@14
Sap Sago.....	@20
<b>CHEWING GUM</b>	
American Flag Spruce.....	55
Beeman's Peppin.....	60
Black Jack.....	55
Largest Gum Made.....	60
Sen Sen.....	55
Sen Sen Breath Perfume.....	1 00
Sugar Loaf.....	55
Yucatan.....	55
<b>CHICORY</b>	
Bulk.....	5
Red.....	7
Eagle.....	4
Frank's.....	6%
Schener's.....	6
<b>CHOCOLATE</b>	
Walter Baker & Co.'s.....	21
German Sweet.....	23
Premium.....	46
Breakfast Cocoa.....	21
Runkel Bros.....	21
Vienna Sweet.....	21
Vanilla.....	28
Premium.....	31
<b>CLOTHES LINES</b>	
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
<b>COCOA</b>	
Cleveland.....	41
Colonial, 1/4s.....	35
Colonial, 1/2s.....	42
Epps.....	42
Huyler.....	42
Van Houten, 1/4s.....	12
Van Houten, 1/2s.....	20
Van Houten, 1s.....	38
Webb.....	30
Wilbur, 1/4s.....	41
Wilbur, 1/2s.....	42
<b>COCOANUT</b>	
Dunham's 1/4s.....	26%
Dunham's 1/2s and 1s.....	26%
Dunham's 1/4s.....	28
Dunham's 1/2s.....	28
Bulk.....	13
<b>COCOA SHELLS</b>	
20 lb. bags.....	2 1/2
Less quantity.....	3
Pound packages.....	4
<b>COFFEE</b>	
Roasted	
	
Special Combination.....	15
French Breakfast.....	17 1/2
Lenox, Mocha & Java.....	21
Old Gov't Java and Mocha.....	24
Private Estate, Java & Mocha.....	26
Supreme, Java and Mocha.....	27
Dwinnell-Wright Co.'s Brands.....	
White House, 60-1s.....	29
White House, 30-2s.....	28
Excelsior M. & J., 60-1s.....	21 1/2
Excelsior M. & J., 30-2s.....	20 1/2
Royal Java.....	26 1/2
Royal Java & Mocha.....	26 1/2
Arabian Mocha.....	28 1/2
Aden Moch.....	22 1/2
Freeman Merc. Co. Brands.....	
Marex.....	11
Porto Rican.....	14
Honolulu.....	16 1/2
Parker House J. & M.....	25
Monogram J. & M.....	28
Mandehling.....	31 1/2
<b>Rio</b>	
Common.....	10%
Fair.....	11
Choice.....	13
Fancy.....	13
<b>Santos</b>	
Common.....	11
Fair.....	14
Choice.....	15
Fancy.....	17
Peaberry.....	13
<b>Maraalbo</b>	
Fair.....	12
Choice.....	16

5	6
<b>Mexican</b>	
Choice.....	16
Fancy.....	17
<b>Guatemala</b>	
Choice.....	16
<b>Java</b>	
African.....	12 1/2
Fancy African.....	17
O. G.....	25
P. G.....	29
<b>Mocha</b>	
Arabian.....	21
<b>Package</b>	
New York Basis.....	
Arbuckle.....	11 1/2
Dillworth.....	11 1/2
Jersey.....	11 1/2
Lion.....	11
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
<b>Extract</b>	
Valley City 1/4 gross.....	75
Fair 1/4 gross.....	15
Hummel's full 1/4 gross.....	85
Hummel's tin 1/4 gross.....	1 43
<b>CONDENSED MILK</b>	
4 doz in case.....	
Gall Borden Eagle.....	6 40
Crown.....	6 25
Daisy.....	6 75
Champion.....	4 50
Magnolia.....	4 25
Challenge.....	4 10
Dime.....	3 35
Leader.....	4 00
<b>COUPON BOOKS</b>	
50 books, any denom.....	1 50
100 books, any denom.....	2 50
500 books, any denom.....	11 50
1,000 books, any denom.....	20 00
<b>Coupon Pass Books</b>	
Can be made to represent any denomination from \$10 down.	
50 books.....	1 50
100 books.....	2 50
500 books.....	11 50
1,000 books.....	20 00
<b>Credit Checks</b>	
500, any one denom.....	2 00
1,000, any one denom.....	3 00
2,000, any one denom.....	5 00
Steel punch.....	75
<b>CRACKERS</b>	
National Biscuit Co.'s brands	
Butter	
Seymour.....	6%
New York.....	6%
Family.....	6%
Salted.....	6%
Wolverine.....	6%
<b>Soda</b>	
Soda XXX.....	6%
Soda, City.....	8
Long Island Wafers.....	13
Zephyrette.....	13
<b>Oyster</b>	
Faust.....	7 1/2
Farina.....	6 1/2
Extra Farina.....	6 1/2
Saltine Oyster.....	6 1/2
<b>Sweet Goods-Boxes</b>	
Animals.....	10
Assorted Cake.....	10
Belle Rose.....	8
Bent's Water.....	16
Cinnamon Bar.....	9
Coffee Cake, Iced.....	10
Coffee Cake, Java.....	10
Cocoanut Macaroons.....	18
Cocoanut Taffy.....	10
Cracknells.....	16
Creams, Iced.....	8
Cream Crisp.....	10 1/2
Cubans.....	11 1/2
Current Fruit.....	12
Frosted Honey.....	12
Frosted Cream.....	9
Ginger Gems, 1/2 doz or sm'l.....	6 1/2
Ginger Snaps, N. B. C.....	6 1/2
Gladiator.....	10 1/2
Grandma Cakes.....	9
Graham Crackers.....	8
Graham Wafers.....	12
Grand Rapids Tea.....	16
Honey Fingers.....	10
Iced Honey Crumpets.....	12
Imperial.....	8
Jumbles, Honey.....	12
Lady Fingers.....	12
Lemon Snaps.....	12
Lemon Wafers.....	16
Marshmallow.....	16
Marshmallow Creams.....	16
Marshmallow Walnuts.....	16
Mary Ann.....	8
Mixed Picnic.....	11 1/2
Milk Biscuit.....	7 1/2
Molasses Cake.....	8
Molasses Bar.....	9
Moss Jelly Bar.....	12
Newton.....	12
Oatmeal Crackers.....	8
Oatmeal Wafers.....	12
Orange Crisp.....	9
Orange Gem.....	9
Penny Cake.....	8
Pilot Bread, XXX.....	7 1/2
Pretzettes, hand made.....	8 1/2
Pretzels, hand made.....	8 1/2
Scotch Cookies.....	9
Sears' Lunch.....	7 1/2
Sugar Cake.....	8
Sugar Cream, XXX.....	8

McLaughlin's XXXX sold to		11
retailers only. Mail all orders		
direct to W. F. McLaughlin &		
Co., Chicago.		
Extract		
Valley City ¼ gross.....	75	
Felix ¼ gross.....	75	
Hummel's toll ¼ gross.....	85	
Hummel's tin ¼ gross.....	143	
CONDENSED MILK		
4 doz in case.		
Gall Borden Eagle.....	640	
Crown.....	625	
Daisy.....	575	
Champion.....	450	
Magnolia.....	425	
Challenge.....	410	
Dime.....	335	
Leader.....	400	
COUPON BOOKS		
50 books, any denom.....	150	
100 books, any denom.....	250	
500 books, any denom.....	1150	
1,000 books, any denom.....	2000	
Above quotations are for either		
Tradesman, Superior, Economic		
or Universal grades. Where		
customer receives a specially		
printed cover without extra		
charge.		
Coupon Pass Books		
Can be made to represent any		
denomination from \$10 down.		
50 books.....	150	
100 books.....	250	
500 books.....	1150	
1,000 books.....	2000	
Credit Checks		
500, any one denom.....	2000	
1,000, any one denom.....	3000	
2,000, any one denom.....	5000	
Steel punch.....	75	
CRACKERS		
National Biscuit Co.'s brands		
Butter		
Seymour.....	63½	
New York.....	63½	
Farm.....	63½	
Salted.....	63½	
Wolverine.....	63½	
Soda		
Soda XXX.....	63½	
Soda, City.....	8	
Long Island Wafers.....	13	
Zephyr.....	13	
Oyster		
Faust.....	7½	
Farina.....	6½	
Extra Farina.....	6½	
Salatine Oyster.....	6½	
Sweet Goods—Boxes		
Animals.....	10	
Assorted Cake.....	10	
Belle Rose.....	8	
Bent's Water.....	16	
Cinnamon Bar.....	10	
Coffee Cake, Iced.....	10	
Coffee Cake, Java.....	10	
Cocoanut Macaroons.....	18	
Cocoanut Taffy.....	10	
Cracknells.....	16	
Creams, Iced.....	10	
Cream Crisp.....	8	
Cubans.....	11½	
Curant Fruit.....	12	
Frosted Honey.....	12	
Frosted Cream.....	9	
Ginger Gems, 1½ or sm'll.....	8	
Ginger Snaps, N. B. C.....	10½	
Gladiator.....	6	
Grandma Cakes.....	9	
Graham Crackers.....	8	
Graham Wafers.....	12	
Grand Rapids Tea.....	16	
Honey Fingers.....	12	
Iced Honey Crumpets.....	10	
Lime Snaps.....	12	
Jumbles, Honey.....	12	
Lady Fingers.....	12	
Lemon Snaps.....	12	
Lemon Wafers.....	16	
Marshmallow.....	16	
Marshmallow Creams.....	16	
Marshmallow Walnuts.....	16	
Mary Ann.....	8	
Mixed Biscuits.....	11½	
Mixed Picnic.....	7½	
Molasses Cake.....	9	
Molasses Bar.....	9	
Moss Jelly Bar.....	12½	
Newton.....	12	
Oatmeal Crackers.....	8	
Oatmeal Wafers.....	12	
Orange Crisp.....	9	
Orange Gem.....	9	
Penny Cake.....	9	
Pilot Bread, XXX.....	7½	
Pretzettes, hand made.....	8½	
Pretzels, hand made.....	8½	
Scotch Cookies.....	9	
Sears' Lunch.....	7½	
Sugar Cake.....	8	
Sugar Cream, XXX.....	8	



6



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



D. C. Lemon D. C. Vanilla  
2 oz. 75 2 oz. 1 24  
3 oz. 1 00 3 oz. 1 60  
4 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. 80  
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**  
Carcase 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 7 @ 7  
Loins 9 @ 9 1/2  
Boston Butts 8 @ 8 1/2  
Shoulders 8 @ 8  
Leaf Lard 9 @ 9

## Mutton

Carcase 5 @ 7  
Lamb 7 @ 8

## Veal

Carcase 6 @ 7

## GRAINS AND FLOUR

## Wheat

Wheat 87

## Winter Wheat Flour

Local Brands  
Patents 4 90  
Second Patent 4 40  
Straight 4 20  
Second Straight 3 60  
Clear 3 60  
Graham 4 00  
Buckwheat 4 60  
Rye 3 30  
Subject to usual cash discount.

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

Ball-Barnhart-Putman's Brand  
Diamond 1/2 4 00  
Diamond 1/4 4 00  
Diamond 1/8 4 00  
Worden Grocer Co.'s Brand  
Quaker 1/2 4 10  
Quaker 1/4 4 10  
Quaker 1/8 4 10

## Spring Wheat Flour

Clark-Jewell-Wells Co.'s Brand  
Pillsbury's Best 1/2 4 60  
Pillsbury's Best 1/4 4 50  
Pillsbury's Best 1/8 4 40  
Pillsbury's Best 1/2 paper 4 40  
Pillsbury's Best 1/4 paper 4 40  
Pillsbury's Best 1/8 paper 4 40  
Ball-Barnhart-Putman's Brand  
Duluth Imperial 1/2 4 50  
Duluth Imperial 1/4 4 40  
Duluth Imperial 1/8 4 30  
Lemon & Wheeler Co.'s Brand  
Wingold 1/2 4 45  
Wingold 1/4 4 35  
Wingold 1/8 4 25  
Olney & Judson's Brand  
Ceresota 1/2 4 50  
Ceresota 1/4 4 40  
Ceresota 1/8 4 30  
Worden Grocer Co.'s Brand  
Laurel 1/2 4 50  
Laurel 1/4 4 40  
Laurel 1/8 4 30  
Laurel 1/2 and 1/4 paper 4 30

## 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 22 00  
Winter Wheat Middlings 23 00  
Screenings 20 00

## Oats

Car lots. 50  
Car lots, clipped. 52  
Less than car lots.

## Corn

Corn, car lots. 68  
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

## INDIGO

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

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## JELLY

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

## KRAUT

Barrel. 4 75  
1/4 Barrel. 3 25

## LICORICE

Pure 30  
Calabria. 23  
Sicily. 14  
Root. 10

## LYE

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

## MATCHES

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

## Modern Match Co.'s brands.

Modern. 1 40 @ 1 35  
Uwanta. 1 25 @ 1 20  
Sunshine. 4 00 @ 3 75  
Defender. 3 10 @ 2 90  
Hawatha. 4 50 @ 4 00  
Conqueror. 6 25 @ 5 00  
Tourist. 5 00 @ 4 75

## First figures are for one case.

Second figures are for ten case lots. One case free and freight allowed on ten case order.

## 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

## MUSTARD

Half-barrels 2c extra  
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. 80  
Queen, pints. 2 35  
Queen, 18 oz. 4 50  
Queen, 28 oz. 7 00  
Stuffed, 5 oz. 1 45  
Stuffed, 8 oz. 1 90  
Stuffed, 10 oz. 2 30

## PAPER BAGS

Continental Paper Bag Co.  
Ask your Jobber for them.

## Glory Mayflower

Satchel & Pacific  
Bottom Square

## Sugar

Red 4 1/2  
Gray 4 3/4

## PICKLES

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. 65  
Cob, No. 3. 85

## FOTASH

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

## PROVISIONS

Barreled Pork  
Mess. 16 75  
Back 18 25  
Clear back 18 50  
Short cut. 17 50

## Pig

Bean. 16 00  
Family Mess. 15 00  
Wallace Clear. 15 00

## Dry Salt Meats

Bellies. 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, 18 lb. average. 11 1/2  
Ham dried beef. 12 1/2  
Shoulders (N. Y. cut). 8 3/4  
Bacon, clear. 10 1/2 @ 11 1/2  
California hams. 7 1/2 @ 8  
Bolted Hams. 16  
Picnic Bolted Hams. 12  
Berlin Ham pr's'd. 9 1/2 @ 9 1/2  
Mince Hams. 9 1/2 @ 9 1/2

## Lards-In Tierces

Compound. 8 1/2  
Pure. 10 1/2  
Vegetable. 8 1/2

## 60 lb. Tubs. advance

80 lb. Tubs. advance. 1/2  
50 lb. Tins. advance. 1/2  
20 lb. Pails. advance. 1/2  
10 lb. Pails. advance. 1/2  
5 lb. Pails. advance. 1/2  
3 lb. Pails. advance. 1/2

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 50  
1/4 bbls., 80 lbs. 3 20

## Tripe

Kits, 15 lbs. 70  
1/4 bbls., 40 lbs. 1 25  
1/4 bbls., 80 lbs. 2 40

## Casings

Pork. 21  
Beef rounds. 25  
Beef middles. 15  
Sheep. 65

## Butterline

Solid, dairy. @ 13  
Rolls, dairy. @ 14  
Rolls, creamery. 17 1/2  
Solid, creamery. 17

## Canned Meats

Corned beef, 2 lb. 2 50  
Corned beef, 14 lb. 17 50  
Roast beef, 2 lb. 2 50  
Potted ham, 1/2 s. 50  
Potted ham, 1/4 s. 50  
Deviled ham, 1/2 s. 50  
Deviled ham, 1/4 s. 50  
Potted tongue, 1/2 s. 50  
Potted tongue, 1/4 s. 50

## RICE

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. @  
Java, No. 1. @  
Table. @

## SALERATUS

Packed 60 lbs. in box.  
Church's Arm and Hammer. 3 15  
Deland's. 3 00  
Dwight's Cow. 3 15  
Emblem. 10  
J. P. 3 00  
Wyandotte. 100 1/2 s. 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, 280 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

## Warsaw

56 lb. dairy in drill bags. 40  
28 lb. dairy in drill bags. 20

## Ashton

56 lb. dairy in linen sacks. 60  
Higgins. 60  
56 lb. dairy in linen sacks. 60  
Solar Rock. 25  
56 lb. sacks. 25

## Common

Granulated Fine. 85  
Medium Fine. 90

## SALT FISH

Cod  
Georges cured. @ 6  
Georges genuine. @ 6 1/2  
Georges selected. @ 7  
Grand Bank. @ 7 1/2  
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 mechs. 85  
Norwegian. 35  
Round 40 lbs. 1 65  
Sealed. 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. 75  
No. 2 8 lbs. 79

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, Russian. 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. Babbitt brand—  
Babbitt's Best. 4 00  
Beaver Soap Co. brands

## GRAND'S 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 35  
German Family. 2 65  
Dingman Soap Co. brand—  
Dingman. 3 85  
N. K. Fairbanks brands—  
Santa Claus. 3 40  
Brown. 2 22  
Fairy. 4 00  
Fels brand—  
Naphtha. 4 00  
Gowans & Sons brands—  
Oak Leaf. 3 25  
Oak Leaf, big 5. 4 25

## JAXON

Single box. 3 20  
5 box lots, delivered. 3 15  
10 box lots, delivered. 3 10  
Johnson Soap Co. brands—  
Silver King. 3 40  
Calumet Family. 2 40  
Scotch Family. 2 55  
Cuba. 2 40  
60 cakes. 1 95  
Ricker's Magnetic. 3 90  
Lautz Bros. brands—  
Big Acme. 4 25  
Acme 5c. 3 65  
Marselles. 4 00  
Master. 3 70  
Proctor & Gamble brands—  
Lenox. 3 20  
Ivory, 6 oz. 4 15  
Ivory, 10 oz. 6 75  
Schultz & Co. brand—  
Star. 3 25  
Search-Light Soap Co. brand—  
Search-Light, 100 twin bars. 3 60  
A. B. Wrisley brands—  
Good Cheer. 3 80  
Old Country. 3 25

## Scouring

Sapello, kitchen, 1 doz. 2 40  
Sapello, hand, doz. 2 40

## SODA

Boxes. 5 1/2  
Kegs, English. 4 1/2

## SPICES

Whole Spices  
Allspice. 12  
Cassia, China in mats. 12  
Cassia, Batavia, in bund. 28  
Cassia, Saigon, broken. 38  
Cassia, Saigon, in rolls. 55  
Cloves, Amboy. 17  
Cloves, Zanzibar. 14  
Mace. 55  
Nutmegs, 75-80. 50  
Nutmegs, 105-10. 40  
Nutmegs, 115-20. 35  
Pepper, Singapore, black. 18  
Pepper, Singapore, white. 28  
Pepper, shot. 20

## Pure Ground in Bulk

Allspice. 16  
Cassia, Batavia. 28  
Cassia, Saigon. 48  
Cloves, Zanzibar. 17  
Ginger, African. 15  
Ginger, Cochon. 18  
Ginger, Jamaica. 25  
Mace. 65  
Mustard. 18  
Pepper, Singapore, black. 17  
Pepper, Singapore, white. 25  
Pepper, Cayenne. 20  
Sage. 20

## SYRUPS

Corn  
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 90

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. 3 1/2  
40 and 50-lb. boxes. 6  
Barrels. 8 1/2

## 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

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Barrels. 8 1/2

## Kingsford's Corn

40 1-lb. packages. 6 1/2  
20 1-lb. packages. 7  
6 lb. packages. 7 1/2



12	13	14	15
Protection.....38 Sweet Burley.....40 Sweet Loma.....38 Tiger.....39	Mop Sticks Trojan spring.....90 Eclipse patent spring.....85 No 1 common.....75 No. 2 patent brush holder.....85 12 lb. cotton mop heads.....1 25 Ideal No. 7.....90	Mixed Candy Grocers.....@ 6 1/4 Competition.....@ 7 Special.....@ 7 1/4 Conserve.....@ 7 1/4 Royal.....@ 8 1/4 Ribbons.....@ 9 Broken.....@ 8 Cut Leaf.....@ 3 1/4 English Rock.....@ 9 Kindergarten.....@ 9 Bon Ton Cream.....@ 9 French Cream.....@ 10 Dandy Fan.....@ 10 Hand Made Cream mixed.....@ 14 1/4 Crystal Cream mix.....@ 13	STONEWARE Butters 1/2 gal., per doz.....48 1 to 6 gal., per gal.....48 8 gal. each.....60 10 gal. each.....72 12 gal. each.....1 12 15 gal. meat-tubs, each.....1 50 20 gal. meat-tubs, each.....2 12 25 gal. meat-tubs, each.....2 55 30 gal. meat-tubs, each.....2 55
Plug Flat Iron.....33 Crepe de Menthe.....60 Stronghold.....39 Elmo.....33 Sweet Chunk.....37 Forge.....33 Red Cross.....32 Palo.....36 Kyo.....36 Hlawatha.....41 Battle Axe.....37 American Eagle.....54 Standard Navy.....37 Spear Head, 16 oz.....42 Spear Head, 8 oz.....44 Nobby Twist.....48 Jolly Tar.....38 Old Honesty.....44 Tody.....34 J. T.....34 Piper Heldsick.....63 Boot Jack.....81 Jelly Cake.....36 Plumb Bob.....32 Honey Dip Twist.....39	Pails 2-hoop Standard.....1 40 3-hoop Standard.....1 60 2-wire, Cable.....1 60 3-wire, Cable.....1 70 Cedar, all red, brass bound.....1 25 Paper, Eureka.....2 25 Fibre.....2 40	Fancy-In Pails Champ. Crys. Gums.....8 1/4 Pony Hearts.....15 Fairly Sea Squares.....12 Fudge Squares.....12 Peanut Squares.....9 Sugared Peanuts.....11 Salted Peanuts.....12 Starlight Kisses.....10 San Blas Goodies.....@ 12 Lozenges, plain.....@ 9 1/4 Lozenges, printed.....@ 10 Choc. Drops.....@ 11 1/4 Eclipse Chocolates.....@ 13 1/4 Choc. Monumentals.....@ 14 Victoria Chocolate.....@ 15 Gum Drops.....@ 5 1/4 Moss Drops.....@ 9 1/4 Lemon Sours.....@ 9 1/4 Imperials.....@ 9 1/4 Ital. Cream Opera.....@ 12 Ital. Cream Bonbons.....@ 12 20 lb. palls.....@ 12 Molasses Chews, 15 lb. palls.....@ 13 Golden Waffles.....@ 12	Churns 2 to 6 gal., per gal.....6 Churn Dashers, per doz.....84
Smoking Hand Pressed.....40 Ibex.....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 palls.....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 1/2 oz.....40 Yum Yum, 1 lb. palls.....38 Cream.....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. palls.....31 Col. Choice, 2 1/2 oz.....21 Col. Choice, 8 oz.....21	Tubs 20-inch, Standard, No. 1.....6 00 18-inch, Standard, No. 2.....5 00 16-inch, Standard, No. 3.....4 00 20-inch, Cable, No. 1.....6 50 18-inch, Cable, No. 2.....6 00 16-inch, Cable, No. 3.....5 00 No. 1 Fibre.....9 45 No. 2 Fibre.....7 95 No. 3 Fibre.....7 20	Fancy-In 5 lb. Boxes Lemon Sours.....@ 25 Peppermint Drops.....@ 25 Chocolate Drops.....@ 25 H. M. Choc. Drops.....@ 25 H. M. Choc. Lt. and Dk. No. 12.....@ 21 00 Gum Drops.....@ 25 Licorice Drops.....@ 27 Lozenges, plain.....@ 25 Lozenges, printed.....@ 25 Imperials.....@ 25 Molasses Bar.....@ 25 Hand Made Creams.....80 @ 25 Cream Buttons, Pep. and Wint.....@ 25 String Rock.....@ 25 Wintergreen Berries.....@ 25	Milkpans 1/2 gal. fat or rd. bot., per doz.....48 1 gal. fat or rd. bot., each.....5 1/4
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	Wood Bowls 11 in. Butter.....75 13 in. Butter.....1 00 15 in. Butter.....1 75 17 in. Butter.....2 50 19 in. Butter.....3 00 Assorted 13-15-17.....1 75 Assorted 15-17-19.....2 50	WRAPPING PAPER Common Straw.....1 1/4 Fiber Manila, white.....3 1/4 Fiber Manila, colored.....4 1/4 No. 1 Manila.....3 Cream Manila.....3 Butcher's Manila.....2 3/4 Wax Butter, short count.....13 Wax Butter, full count.....20 Wax Butter, rolls.....15	Stewpans 1/2 gal. fireproof, ball, per doz.....85 1 gal. fireproof, ball, per doz.....1 10
Yeast Cake Maglo, 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	Wood Bowls 11 in. Butter.....75 13 in. Butter.....1 00 15 in. Butter.....1 75 17 in. Butter.....2 50 19 in. Butter.....3 00 Assorted 13-15-17.....1 75 Assorted 15-17-19.....2 50	WRAPPING PAPER Common Straw.....1 1/4 Fiber Manila, white.....3 1/4 Fiber Manila, colored.....4 1/4 No. 1 Manila.....3 Cream Manila.....3 Butcher's Manila.....2 3/4 Wax Butter, short count.....13 Wax Butter, full count.....20 Wax Butter, rolls.....15	Jugs 1/2 gal. per doz.....56 1/4 gal. per doz.....42 1 to 5 gal., per gal.....7
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	WRAPPING PAPER Common Straw.....1 1/4 Fiber Manila, white.....3 1/4 Fiber Manila, colored.....4 1/4 No. 1 Manila.....3 Cream Manila.....3 Butcher's Manila.....2 3/4 Wax Butter, short count.....13 Wax Butter, full count.....20 Wax Butter, rolls.....15	WRAPPING PAPER Common Straw.....1 1/4 Fiber Manila, white.....3 1/4 Fiber Manila, colored.....4 1/4 No. 1 Manila.....3 Cream Manila.....3 Butcher's Manila.....2 3/4 Wax Butter, short count.....13 Wax Butter, full count.....20 Wax Butter, rolls.....15	Sealing Wax 5 lbs. in package, per lb.....2
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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	WRAPPING PAPER Common Straw.....1 1/4 Fiber Manila, white.....3 1/4 Fiber Manila, colored.....4 1/4 No. 1 Manila.....3 Cream Manila.....3 Butcher's Manila.....2 3/4 Wax Butter, short count.....13 Wax Butter, full count.....20 Wax Butter, rolls.....15	WRAPPING PAPER Common Straw.....1 1/4 Fiber Manila, white.....3 1/4 Fiber Manila, colored.....4 1/4 No. 1 Manila.....3 Cream Manila.....3 Butcher's Manila.....2 3/4 Wax Butter, short count.....13 Wax Butter, full count.....20 Wax Butter, rolls.....15	LAMP CHIMNEYS—Seconds Per box of 6 doz. No. 0 Sun.....1 38 No. 1 Sun.....1 54 No. 2 Sun.....2 24
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	WRAPPING PAPER Common Straw.....1 1/4 Fiber Manila, white.....3 1/4 Fiber Manila, colored.....4 1/4 No. 1 Manila.....3 Cream Manila.....3 Butcher's Manila.....2 3/4 Wax Butter, short count.....13 Wax Butter, full count.....20 Wax Butter, rolls.....15	WRAPPING PAPER Common Straw.....1 1/4 Fiber Manila, white.....3 1/4 Fiber Manila, colored.....4 1/4 No. 1 Manila.....3 Cream Manila.....3 Butcher's Manila.....2 3/4 Wax Butter, short count.....13 Wax Butter, full count.....20 Wax Butter, rolls.....15	Anchor Carton Chimneys Each chimney in corrugated carton. No. 0 Crimp.....1 50 No. 1 Crimp.....1 78 No. 2 Crimp.....2 48
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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	WRAPPING PAPER Common Straw.....1 1/4 Fiber Manila, white.....3 1/4 Fiber Manila, colored.....4 1/4 No. 1 Manila.....3 Cream Manila.....3 Butcher's Manila.....2 3/4 Wax Butter, short count.....13 Wax Butter, full count.....20 Wax Butter, rolls.....15	WRAPPING PAPER Common Straw.....1 1/4 Fiber Manila, white.....3 1/4 Fiber Manila, colored.....4 1/4 No. 1 Manila.....3 Cream Manila.....3 Butcher's Manila.....2 3/4 Wax Butter, short count.....13 Wax Butter, full count.....20 Wax Butter, rolls.....15	Rochester No. 1 Lime (65c doz).....3 50 No. 2 Lime (70c doz).....4 00 No. 2 Flint (80c doz).....4 60
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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	WRAPPING PAPER Common Straw.....1 1/4 Fiber Manila, white.....3 1/4 Fiber Manila, colored.....4 1/4 No. 1 Manila.....3 Cream Manila.....3 Butcher's Manila.....2 3/4 Wax Butter, short count.....13 Wax Butter, full count.....20 Wax Butter, rolls.....15	WRAPPING PAPER Common Straw.....1 1/4 Fiber Manila, white.....3 1/4 Fiber Manila, colored.....4 1/4 No. 1 Manila.....3 Cream Manila.....3 Butcher's Manila.....2 3/4 Wax Butter, short count.....13 Wax Butter, full count.....20 Wax Butter, rolls.....15	ATTRACTIVE CATALOGUE "SAVE TIME AND STAMPS" PELOUZE POSTAL SCALES THE HANDSOMEST AND BEST MADE THEY TELL AT A GLANCE THE COST OF POSTAGE IN CENTS AND ALSO GIVE THE EXACT WEIGHT IN OZS. NATIONAL 4 LB. \$3.00 UNION E. LBS \$2.50 THEY SOON PAY FOR THEMSELVES IN STAMPS SAVED PELOUZE SCALE & MFG. CO., CHICAGO.

## Blankets that Bring Business

Almost every one of the blankets in our large stock is the kind that will bring business to your store because they look so well, and can be sold for such a reasonable price. Everything from the cheapest kind to fleece down plaids, etc.

**Brown & Sehler**  
Grand Rapids, Mich.

## WE ARE HEADQUARTERS FOR AUTOMOBILES AND MOTOR CYCLES.



Oldsmobile, \$600.00

This handsome little gasoline carriage is made by one of the oldest and most successful makers of gasoline engines in the world. It is simple, safe, compact, reliable, always ready to go any distance. It is the best Auto on the market for the money.

We also sell the famous "White" steam carriage and the "Thomas" line of Motor Bicycles and Tricycles. Catalogues on application. Correspondence solicited.

**ADAMS & HART**, 12 W. Bridge St. Grand Rapids, Mich.

## Simple Account File

**Simplest and Most Economical Method of Keeping Petit Accounts**

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

**Tradesman Company,**  
Grand Rapids.

## LILY WHITE

"The flour the best cooks use"

**VALLEY CITY MILLING CO.,**  
GRAND RAPIDS, MICH.

**PELOUZE POSTAL SCALES**  
THE HANDSOMEST AND BEST MADE  
THEY TELL AT A GLANCE THE COST OF POSTAGE IN CENTS AND ALSO GIVE THE EXACT WEIGHT IN OZS. NATIONAL 4 LBS \$3.00 UNION 2 LBS \$2.50 THEY SOON PAY FOR THEMSELVES IN STAMPS SAVED  
PELOUZE SCALE & MFG. CO., CHICAGO.



### Charming Custom of the Swedish Peasantry.

There is a charming custom, so they say, never forgotten at Christmas time by the Swedish peasantry. At the door of every farmer's house, so the story runs, is erected a pole, to the top of which is bound a large, full sheaf of grain. This is for the birds and it is their Christmas breakfast, lunch and dinner all in one, thoughtfully provided by a thoughtful people. It is said that no peasant in all Sweden sits down with his family to his Christmas dinner until he has first provided bountifully for the birds. This is an attractive phase of the real Christmas spirit. It is the giving of gifts for their own sake, giving without hope of return, the spirit which most blesses the giver. With all humanity the Christmas sentiment is peace on earth and good will to men. There is and certainly ought to be more happiness to-day than in any other of the calendar year.

Christmas is the chief of holidays celebrated the world over, wherever the story of the Christ-child is known, respected and revered. That was God's great gift. This is the season of festivity and rejoicing. There are a few gradgrinds who mournfully lament the large expenditure involved in preparations for this day's celebration. Especially prone are they to say that the American Christmas partakes of the American characteristics of extravagance. They insist that our people are irresistibly impelled to carry even good things to extremes. Those of a calculating turn of mind are given to speculating about the millions of money invested in presents and calculating how much land or stocks the aggregate would buy or what would be its annual return if invested in safe securities at 5 per cent. This is a very pessimistic view to take at an optimistic time. No harm can possibly come, and indeed much good annually results from the generosity and the friendly feeling expressed by Christmas gifts. It comes but once a year, the coon song says, and away with a mercenary spirit which seeks to throw a wet blanket on its enthusiasm.

Frank Stowell.

### Who Pays for the Advertising?

Washburn, Wis., Dec. 20.—We are often asked by our customers to recommend or indorse patent medicines. Such a request places us in a peculiar position. To recommend some patent nostrum brought to the notice of our customers by extensive advertising in the newspapers often effects a sale of the remedy (so called), and thus "puts money in our purse." But, preferring to act conscientiously regarding these nostrums, many of which have little or no merit whatever, we will be guided in our advice solely by our experience and observation, aided by our knowledge of their contents. Millions spent in advertising add nothing to the quality of an article, indeed it destroys its quality, for unless there is a wide difference between its cost of manufacture and its selling price, the immense advertising could not be afforded. Hence, the more a remedy is advertised the cheaper it must be made. One prominent patent medicine firm boasts in a recent circular to the trade that they have spent in the last five years over \$1,500,000 in advertising a single preparation. It would be interesting to know in this connection how much they have spent in the same time for the medicine. A recent analysis of this article, by a prominent chemist, throws some light upon the subject, and shows that to get one-half of a medium dose of the only medicinal ingredient it contains the patient would be required to take an entire bottle at one gulp (price one

dollar), and that the article would be dear at a quarter the price charged.

These immense advertising bills must come out of the pocket of the consumer and no one else. Reliable preparations are made, but they are not made by advertising. When our advice is sought it will be given in favor of such remedies as actual experience has proved to be worthy of confidence, and whose merit we are able to vouch for from a knowledge of their formula.

Owen, Frost & Co.

### Beware of a Man Selling Thermometers.

From the Lansing Republican.

Another swindle has been worked over nearly all the city and many victims are reported. A man is going from door to door selling cheap thermometers, spring balances, and other articles of little value. In order to make sale for them he gives an order which, he says, can be taken to any grocery store in town and the holder will receive either a package of Hoosier Pancake; Health Food or a sack of Hoosier self-rising flour. He charges 25 cents for the article.

Among the first to find it a fake was Mrs. Thomas Redhed, Cedar street, who sent one of the coupons to the Pearl grocery. She was surprised to find that the coupon was worthless and that she had to pay for the health food.

The man who is doing the job is about five feet six inches in height, rather thick set, has a light complexion and wears glasses. He signs the orders J. Bradt. The first that was heard of him was a week ago last Wednesday, when he was in the neighborhood of Kalamazoo street.

The Cream of Wheat people had a plan for selling their goods somewhat like this swindler's scheme, but that was done through the grocery men. This fraud says he was the man who had charge of the Cream of Wheat sale and that it did not work well so he decided that he would do better by going to the houses. He says he comes around every two years and that this is the second time around.

### Why the "Little Fellow" Flourishes.

It is often a matter for wonder that, in the shadow of some great industrial amalgamation, so many small companies spring up, prosper, and even grow to be giants themselves. As a matter of fact, the reason is patent, and not far to seek. The big companies are forced by the volume of their business to employ men who soon lose their individuality and become such small factors in the whole business that they stop thinking. Not one of them individually is responsible for the solution of vital problems—they go before a board of directors, who often are handicapped by political and financial facts, besides being burdened by an ever increasing amount of detail. The "little fellow," however, is "up against" necessity, the fruitful mother of invention, and his existence depends upon cheaper methods, shorter cuts, and revolutionary processes. He thinks night and day, and the chances are that the dwarf will outwit the giant in the long run. The great companies stand ready to pay the highest prices for brains, but genius works for itself better than for others. Hence it is a matter of history that the best thought and the most brilliant records are likely to come from the struggling outsiders. Anything that stimulates progress is to be respected, and not in the least should the so-called "trusts" fail to receive their due meed of appreciation for the success they have won for others.

### A Protected Industry.

"There is one advantage I enjoy," observed the manufacturer of limburger cheese. "Nobody comes around here poking his nose in my business."

Training will do much for a man, but it will never teach him to look for a towel before his eyes are full of soap.

Somehow the author of a love story never sees the warts on the face of the heroine.

### 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.....	50	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, Clatern.....	
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. Drs. of Powder oz. of Shot Size Gauge Per		"A" Wood's patent planished, Nos. 24 to 27	
120 4 1 1/2 10 10 \$2 90		"B" Wood's patent planished, Nos. 25 to 27	
129 4 1 1/2 9 10 2 90		Broken packages 1/4 per pound extra.	
128 4 1 1/2 8 10 2 90		Planes	
126 4 1 1/2 6 10 2 90		Ohio Tool Co.'s, fancy.....	
135 4 1/2 1 1/2 5 10 2 95		Scotch Bench.....	
154 4 1/2 1 1/2 4 10 3 00		Sandusky Tool Co.'s, fancy.....	
200 3 1 10 12 2 50		Bench, first quality.....	
208 3 1 8 12 2 50		Nails	
236 3 1/2 1 1/2 6 12 2 65		Advance over base, on both Steel and Wire.	
265 3 1/2 1 1/2 5 12 2 70		Steel nails, base.....	
264 3 1/2 1 1/2 4 12 2 70		Wire nails, base.....	
Discount 40 per cent.		20 to 60 advance.....	
Paper Shells—Not Loaded		10 to 16 advance.....	
No. 10, pasteboard boxes 100, per 100..	72	8 advance.....	
No. 12, pasteboard boxes 100, per 100..	64	6 advance.....	
Gunpowder		4 advance.....	
Kegs, 25 lbs., per keg.....	4 00	3 advance.....	
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....	2 25	2 advance.....	
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....	1 25	Fine 3 advance.....	
Shot		Casing 10 advance.....	
In sacks containing 25 lbs.		Casing 8 advance.....	
Drop, all sizes smaller than B.....	1 65	Casing 6 advance.....	
Angurs and Bits		Finish 10 advance.....	
Snell's.....	60	Finish 8 advance.....	
Jennings genuine.....	25	Finish 6 advance.....	
Jennings' imitation.....	50	Barrel 1/2 advance.....	
Axes		Rivets	
First Quality, S. B. Bronze.....	6 00	Iron and Tinned.....	
First Quality, D. B. Bronze.....	9 00	Copper Rivets and Burs.....	
First Quality, S. B. S. Steel.....	6 50	Roofing Plates	
First Quality, D. B. Steel.....	10 50	14x20 IC, Charcoal, Dean.....	
Barrows		14x20 IX, Charcoal, Dean.....	
Railroad.....	12 00	20x28 IC, Charcoal, Dean.....	
Garden.....	29 00	14x20 IC, Charcoal, Alloway Grade.....	
Bolts		14x20 IX, Charcoal, Alloway Grade.....	
Stove.....	70	20x28 IC, Charcoal, Alloway Grade.....	
Carriage, new list.....	60	20x28 IX, Charcoal, Alloway Grade.....	
Plow.....	50	Ropes	
Buckets		Sisal, 1/4 inch and larger.....	
Well, plain.....	\$4 00	Manilla.....	
Butts, Cast		Sand Paper	
Cast Loose Pin, figured.....	70	List acct. 19, '88.....dis	
Wrought Narrow.....	60	Sash Weights	
Chain		Solid Eyes, per ton.....	
Com..... 7 c..... 6 c..... 5 c..... 4 1/2 c.		Sheet Iron	
BB..... 8 1/2..... 7 1/2..... 6 1/2..... 6 1/4		Nos. 10 to 14..... com. smooth. com.	
BBB..... 8 1/2..... 7 1/2..... 6 1/2..... 6 1/4		Nos. 15 to 17.....	
Crowbars		Nos. 18 to 21.....	
Cast Steel, per lb.....	6	Nos. 22 to 24..... 4 10	
Chisels		Nos. 25 to 28..... 4 20	
Socket Firmer.....	65	Nos. 27..... 4 30	
Socket Framing.....	65	All Sheets No. 18 and lighter, over 30 inches	
Socket Corner.....	65	wide, not less than 2-10 extra.	
Socket Sicks.....	65	Shovels and Spades	
Elbows		First Grade, Doz.....	
Com. 4 piece, 6 in., per doz.....net	75	Second Grade, Doz.....	
Corrugated, per doz.....	1 25	Solder	
Adjustable.....dis	40&10	1/4@1/2..... 19	
Expansive Bits		The prices of the many other qualities of solder	
Clark's small, \$18; large, \$26.....	40	in the market indicated by private brands vary	
Ives' 1, \$18; 2, \$24; 3, \$30.....	25	according to composition.	
Files—New List		Squares	
New American.....	70&10	Steel and Iron..... 60—10—5	
Nicholson's.....	70	Tin—Melyn Grade	
Heller's Horse Rasps.....	70	10x14 IC, Charcoal.....	
Galvanized Iron		14x20 IC, Charcoal.....	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.	28	20x14 IX, Charcoal.....	
List 12 13 14 15 16.	17	Each additional X on this grade, \$1.25.	
Discount, 65		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 & Nor-	
Hollow Ware		ton's.....	
Pots.....	50&10	Mouse, choker per doz.....	
Kettles.....	50&10	Mouse, delusion, per doz.....	
Spiders.....	50&10	Wire	
Horse Nails		Bright Market.....	
An Sable.....dis	40&10	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 6 Tubular, Doz.....	5 00	Wrenches	
Warren, Galvanized Found.....	6 00	Baxter's Adjustable, Nickeled.....	
		Coe's Genuine.....	
		Coe's Patent Agricultural, Wrought.....	



## The Grain Market.

Wheat has been very strong during the week. Small receipts at initial points in the Northwest and the feeding of wheat to stock in the Southwest were causes for the strength, especially in winter wheat, as cash wheat advanced in the leading winter wheat markets from 82½¢@89¼¢—fully 7c per bushel. Spring wheat for May options advanced from 79½¢@82¾¢. The decrease was 551,000 bushels, when a good increase was expected. Further, the trade began to see that there was value in wheat, as it is the cheapest thing in the cereal line. The short sellers did their best by using every argument to reduce the price below 79c, but it would not go down, as there was a place for all that was offered. The amount on passage likewise was smaller than it has been heretofore. Considerable was exported for Germany and the continent, all of which tended to a higher level of prices, and especially winter wheat is scarce and wanted. Again, where is the wheat to come from before another harvest? Time only will solve that question.

Corn has remained in statu quo. The arrivals were counted on to increase, but up to the present time there has been no increase in the receipts. The amount in sight showed a small decrease of 56,000 bushels, which steadied the market at 66½¢ for May corn.

Oats, like corn, held its own. It also showed a decrease of 85,000 bushels, which, although small, indicated that the deliveries were cut short. May oats were 45¾¢.

Rye, contrary to all expectations, gained 2c since last writing. It seems to be wanted around present prices.

Beans sagged off about 4c per bushel. As stated, they are high and lower prices may prevail.

Flour has advanced fully 25c per barrel. Millers are not tumbling over each other to cut prices, as wheat is strong and scarce and they expect better prices in the near future.

Mill feed is as scarce as ever. Bran is held at \$23 and middlings at \$24. How long these prices on mill feed will remain at the present pinnacle is hard to say, but as pasture is out of the question and corn and oats are high, mill feed will remain up for the present.

Receipts of grain have been as follows: wheat, 51 cars; corn, 1 car; oats, 3 cars; flour, 4 cars; beans, 2 cars; hay, 2 cars; straw, 1 car; potatoes, 5 cars.

Millers are paying 85c for wheat.

I gladly improve this opportunity to extend the compliments of the season to the seven thousand subscribers of the Michigan Tradesman and trust that we may all be spared to see another year as satisfactory and prosperous as 1901 has been. I have endeavored to persuade Editor Stowe that he ought to secure a younger man to undertake the preparation of the weekly review of the grain and flour market, so as to give me a rest, but he declines to do so on the ground that he believes in wearing out the old men first. I have, therefore, reluctantly yielded to his importunities and consented to remain on the staff of the Tradesman another year, but give you all fair notice that you must look forward to a change in this department at the beginning of 1903.

C. G. A. Voigt.

## The Profitable Hen.

At what age is the hen the most profitable for egg production? This question, often asked and frequently answered in some indecisive manner, indicating

a want of experimental knowledge on the subject, has recently received the attention of the Utah Agricultural College.

That hens in third and fourth years have been prize layers has been believed by many, and this seems to be an error that can no longer be supported by practical tests. On the contrary, experiments recently concluded at the Utah Experiment Station show that the hen has a mania for egg laying the second year of her life which subsides with each succeeding year. After her fourth year she no longer pays for her feed. Hens at four years old were put in competition with yearlings under similar rations and environment. The old hens made an average for the year of eighty-five eggs per head. During the same time the young hens averaged one hundred seventy eggs per head. The flock of young hens were continued on record the next year and their average dropped to one hundred thirty-two eggs. At one of the Southern experiment stations a record was kept of a flock of Plymouth Rock hens, beginning when they were one year old. During the first year's record they averaged one hundred seventy-six eggs per head; the second year, one hundred fifty-one, and the third year, ninety-two eggs. These results show conclusively that the farms should be stocked with young poultry. The old hens can make their owners but one more profit and that by selling them to the poultry dressers.—Egg Reporter.

## Hides, Pelts, Tallow and Wool.

The hide market is in a strong position, with stocks well sold up and but few cars ready for prompt delivery. Prices are high and stocks are held above tanners' views, which make sales slow. The trade is in good position, as receipts are light.

Tallow is firm and high in value. Edible and prime are in good demand, with orders for all offerings. Soapers' stock is selling freely.

Pelts are in good demand, with stocks light. Values are full and high.

Furs are low, except for some specials. Prices are not up with other goods, nor what was expected by the trade. The catch is large and the foreign demand is light.

Wool remains strong at late advance. The mills are working it out day and night. This indicates a strong market for futures, as the large surplus gradually diminishes, and it now looks as though it will all be wanted. Michigan has sent out large lots of wool in November and December, and the States still hold large lots, while the world's supply is equal to all the demand likely to come for some time.

Wm. T. Hess.

## The Frozen Egg.

The frozen egg business has come to be recognized as a permanent feature in the evolution of the egg industry. Bakers are beginning to realize that they can use eggs in the frozen form to their financial benefit when eggs in their natural form are high. The outlet for eggs in this form is gradually extending and will be met by an increased supply in future years. There are times when there is an oversupply of cracked eggs in the flush of the season. It is no longer necessary to make serious sacrifices on this stock when it can be broken and frozen to supply bakers' trade the following winter.

Chas. Lander has engaged in the grocery business at Ludington. The Mus-selman Grocer Co. furnished the stock.

## Belgium Egg Imports.

Belgium imports annually large quantities of eggs. Prior to the past two or three years, Italy enjoyed almost a monopoly in furnishing these eggs. Since 1899, Bulgaria has been Italy's most important competitor in this exportation, and in that year shipped 3,100,000 kilograms (6,820,000 pounds)—in Bulgaria eggs are sold by weight—representing a value of \$328,100; and last year the quantity exported amounted to 4,500,000 kilograms (9,900,000 pounds), valued at \$43,200. Since January, 1901, the exportation of eggs from Bulgaria has tripled.

## 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.

GOOD COUNTRY STORE BUILDING FOR sale or rent; best of location. John W. Curtis, Whittemore, Mich. 191

SAW MILL, PORTABLE (NO ENGINE OR boiler), perfect order; latest improvements. C. Kabrich, Sturgis, Mich. 190

MAKE MONEY COLLECTING BAD DEBTS by our unflinching method. Convert your poor accounts into cash. Trial set 25 cents. Send to-day. Davis & Co., Mansfield, Ohio. 189

FOR RENT—STORE 14x80 FEET, ON MAIN business street of a thrifty Southern Michigan city; excellent location for drug or bazaar stock. Rent \$350 per year. Address No. 188, care Michigan Tradesman. 188

FOR SALE—DRUG STOCK, FIXTURES and building; only drug store in one of the best locations in Northern Michigan; doing fine business. Reason for selling, other business. For particulars address No. 187, care Michigan Tradesman. 187

FOR SALE—\$20,000 FURNITURE FACTORY, fully equipped with machinery, saw mill and roller feed mill and village lighting contract for five years, in connection with plant, will be sold or rented cheap. Present owner has no experience in manufacturing furniture. For particulars and photograph address J. R. Blackwood, South Lyon, Mich. 192

DRUG STOCK FOR SALE—BEST LOCATION in city of Benton Harbor, Mich. Money maker for some one. Ill health of owner cause for selling. J. C. Cole, V. S., Benton Harbor, Mich. 193

I HAVE A GOOD PAYING SMALL CLOTHING and men's furnishing goods stock; will inventory about \$4,000; in manufacturing town of 5,000. As I have other business, will sell whole or half interest to a good man. Address Suite 1, Hoffman Flats, Twentieth and Baker Sts., Detroit, Mich. 184

FOR SALE—DRUG STORE IN BEST TOWN in Copper country. Stock invoices about \$2,000. Address No. 183, care Michigan Tradesman. 183

WANTED—GROCERY STOCK, STATE size of stock and amount of business. A. F. Morgan, Pinckney, Mich. 181

FOR SALE OR EXCHANGE—STORE PROPERTY in Central Michigan city. Address No. 179, care Michigan Tradesman. 179

ONE OF THE BEST MEAT MARKETS IN Central Michigan for sale cheap. No opposition. Address Lock Box 301, Clarkston, Mich. 178

FOR SALE—DRUG STOCK IN SMALL town. Has been established fifteen years. Telephone exchange pays rent of store. Will invoice about \$900 or \$1,000. Ill health necessitates sale. Address U. S. P., Michigan Tradesman. 186

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

STORE TO RENT—SITUATED ON MAIN street, Belding, Mich., directly opposite Hotel Belding; considered the best location in the city for a store; size, 18x80 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—BEST GROCERY IN NORTHERN 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 F. 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 24x82 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

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

MEAT MARKET FOR SALE—in SOUTHERN 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 Bazaar 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—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. 162

WANTED—TO SELL STOCK AND BUILDING 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

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, Agent, 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 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, \$235. 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 BUSINESS. Now occupied by small stock, for sale cheap. Address No. 97, care Michigan Tradesman. 97

I WILL SELL WHOLE OR ONE-HALF interest 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—RELIABLE SALESMAN, Michigan or Indiana. Correspondence solicited. Enclose stamp for reply. Address Oscire Chemical Co., Cassopolis, Mich. 194

POSITION WANTED BY REGISTERED pharmacist; twelve years' practical experience; references furnished. Address No. 182, care Michigan Tradesman. 182

SITUATION WANTED IN GENERAL store by experienced buyer and manager. References promptly furnished. Address No. 180, care Michigan Tradesman. 180

WANTED—REGISTERED PHARMACIST to work in country store; state wages and references. Address X. Y., care Michigan Tradesman. 134

## For Sale Cheap

- 2 Boilers 44 inches by 17 feet.
- 1 Engine 16x22.
- 1 Heavy Benjamin Planer will dress 2 sides 28 inches,
- 1 Houser 8 inch Sticker or Moulder.
- 1 Cornell & Dayler Box Printer.
- 1 Nichols Segment Resaw.
- Several small Cut-off and Rip Saws.

F. C. Miller.

223 Widdicombs Building, Grand Rapids