

MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 17, 1902.

Number 1004

William Connor Co.

Wholesale Ready-Made Clothing

Men's, Boys', Children's

Sole agents for the State of Michigan for the

S. F. & A. F. Miller & Co.'s

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IF YOU HAVE MONEY

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EARN MORE MONEY,
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Will pay your money back
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Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere—for every trader.

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Bonds netting 3, 4, 5 and 6 per cent.

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Tradesman Coupons

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Law of General Average in Mining

Eight of the Twenty Companies of

Douglas, Lacey & Co.

pay an average of 22 per cent. on the total investment of the whole 20 companies, over and above all operating and development expenses or 34 per cent. on the total investment of the 8 companies paying dividends. This will be largely increased with further development. December 6 they struck a vein of very rich ore, 4 feet wide, carrying 1,000 per ton in the vizaaga of old workings. Later reports ledge widens to 7 feet, carrying \$5,000 in gold. This is the second very rich mine this firm has opened up in Old Mexico this year.

Currie & Forsyth,

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Grand Rapids, Mich.

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The price of Oro Hondo Stock has been advanced to \$1 a share. This is due to large subscriptions from Eastern capitalists and to the unusual favorable developments at the mine. The whole proposition could not be in better shape and the management feel justified in increasing the price. If you wish to investigate and visit the property, write me before Saturday 13th.

Charles E. Temple

623 Michigan Trust Bldg.

Grand Rapids, Mich.

THE DOMINATION OF THE SENATE.

The steady decline in force, energy and influence of the House of Representatives of the National Congress, in comparison with the Senate, is something which is obvious to every observer, and has been growing for a long time.

In the system of the Federal Government the House of Representatives stands for the people. Its members come every two years fresh from the tribunal of the great American people, theoretically, at least, the source of all power in this Republic, and having impressed upon them the popular seal, the body which they constitute should be the most influential in Government affairs, and so it was once.

In the early days of the Republic the House of Representatives was filled with young and able men, the ablest men from every state. Its members felt that they wielded the real power of the people, while the Senators only stood for the States. The House of Representatives was entrusted with the duty and power of originating all bills in reference to taxation, because taxation and popular representation in the affairs of Government had been expressly connected in our American system, and because excessive taxation had been the cause of more violent and bloody revolutions against governments than had all the other causes taken together. The people have to pay the taxes, and it was considered only just that the people through their direct representatives should have most to do with levying tribute.

For years all the great public measures which came before the people of the United States were first discussed in the popular House of Congress. The public reputations of all the great statesmen of the Union, before the Civil War, were made in the House before they ever got into the Senate, and not a few were never Senators at all. But after the war between the states the Senate began to be recognized as an aristocratic body. The Senate alone, in conjunction with the President, has any voice in foreign treaties. The titled ambassadors who represent at Washington the great foreign nations find it important, if not absolutely necessary, to court the society and favor of the Senators who may have to pronounce upon treaties with the empires and kingdoms they represent, while the Representatives have nothing to say.

Such is one of the reasons why the Senate is regarded as an aristocratic body. Another is, that it is the goal of many a rich man's ambition and, from the fact that they get there, it has been called a "Rich Man's Club," and in a country where the only influential aristocracy is made by wealth, the Senate is thus given another title to social superiority over the House.

As an evidence of greater influence and authority accorded to the Senate, a gentleman of ability and accomplishments, who presided for years over an important bureau in one of the Government departments at Washington, stated

to the writer that when a member of the House of Representatives other than the Speaker or the chairman of some prominent committee came into the department offices to gain information or to ask favors, he was treated with ordinary courtesy, but when a Senator appeared he received special and even obsequious attention.

Charles Emory Smith, who was Postmaster General under President McKinley, is, without doubt, well posted in these matters, and he offers some interesting observations. According to Mr. Smith, there is a degree of friction between the different branches of the Government. They look a little crosswise at each other. The Senate is out of sorts with the House; the House is impatient with the Senate and not altogether brotherly within itself, and both are a little angular at executive branches.

The House is restive under the assumptions of the Senate. It feels that its individuality and force as a part of the lawmaking power are gradually slipping away from it. The absorption of authority in the Senate goes steadily on, and the House seems unable to baffle the tendency, while the executive side protects itself, so far as it does so at all, not so much by its rightful assertion within its legitimate scope as by an exceptional superiority which is dominating in itself.

The trouble is, that the House has in it few great men, men who are able to lead such a body. There is no man like John G. Carlisle, of Kentucky, and Sam Randall, of Pennsylvania, both of whom were great Democratic leaders in the House, but neither of whom were ever Senators. But now there are no men whose clarion voices can rouse the House and the nation into enthusiasm and activity. Most of the clever men who enter the House only do so as a step to the Senate and they have no apparent concern to represent the real people who created them politically. They are in a hurry to get into the aristocratic body, and when they get there they are heard of no more.

There is no wonder that the Senate looks down upon the House, and there is a growing absence of surprise that the House accepts the slurs and slights as it does. The Lower House of the British Parliament, the House of Commons, is the theater wherein British statesmanship is displayed. There the people have their say through the voices of the greatest public men in the Empire. In this Great Republic the people count for little. It is the American House of Lords that exerts the paramount influence in the affairs of this mighty nation.

Jersey justice is famous for promptness and severity. It is always equal to every emergency. The other day a man who had attempted suicide was sentenced to six months' imprisonment. It is the first instance of the kind on record. The judgment will be contested, but it is believed it will be sustained on the theory that a man has no more right to try to kill himself than to try to kill others.

BACK IN WAYBACK.

Some Trials and Tribulations of Old Man Briggs.

Written for the Tradesman.

Mr. Briggs, of Wayback, bent over the counter and glared fiercely at the small girl.

"Ye say yer ma wants a hull new piece of caliker to make up fer that there flaw? Why, child, there hain't a quarter of a yard of it spoilt."

"Yes, ma knows that," piped the infant, "but she says you needn't to think you kin palm off any old thing onto us just cus we're poor. We hain't never been on the town, we hain't, and ma says you gotter give her a new piece of cloth or else the money back."

"You jest tell yer ma—" Mr. Briggs hesitated. He was on the point of telling her to go to thunder, but he restrained himself and said: "You jest ask yer ma if it won't be all right if I throw in an extra yard fer to make up fer the flaw. Tell her I didn't know nothin' about the goods bein' damaged or I'd a' fixed it with her in the first place."

"Well, then, gimme it now."

"Mebbe yer ma won't like it."

"Yes, she will. I know all right, all right. Come, hustle up! Say, won't you gimme a stick of gum? All right, you needn't if you don't want to. Don't have to if you don't want to, but if you don't I'll tell ma you said she lied. Kee-e-e-e! Stingy, ingy, wingy!" squeaked the child, now outside the door. She danced on the doorstep, and cackled and crowed and squealed until several other children and some men and boys gathered about to see what was going on, and then she executed another breakdown and ended with the following bit of alleged verse:

"Old man Briggs is a funny man
He pinches a cent as hard as he can."

The last sally was too much for the old gentleman, and he charged out into the deepening shadows of the night only to find that the culprit had retreated in headlong haste.

Mr. Briggs returned to the store, where he sat and wiped his spectacles for a long time in silence. Finally he observed:

"Some is all took up with the idea that storekeepin' ain't nothin' but a kind of condensed form of amusement, sufficient for three small or two large pies. But it hain't so. There's things coming up, here an' there, an' hither an' yon, an' all the time, that's enough to spile a saint. My char-acter was pretty middlin' well formed afore I went into business, but blamed if it hain't be'n jest nip and go with me sometimes whether I'd lose m' temper an' get mad an' go to cussin', or whether I'd endure them that do despitely abuse me and prosecute me an' remember my Christian bringin' up."

"Now, there was a little thing come up jest the other day. It wa'n't so much the amount of it as it was the blamed mean principle of the thing, but it made [me] jest whoopin' mad all the same. Ye see it was like this:

"Old man Hanscomb's big fat woman come in here with a crock of butter and about three dozen eggs. Wall, now, while I don't like to say nothin' ag'in my customers, I guess I'll have to explain that Mis' Hanscomb's butter has got a reputation of bein' so drefle bad that there can't no live man eat it. I reckon like enough you've heered of it afore now yerself, eh? Now eggs was most mighty scurse and I wanted them,

but how to git the eggs an' not the butter was a ticklish business.

"Say, I ses, 'Mis' Hanscomb, we're jest heaped an' jammed full of butter. Couldn't possibly use another ounce; but I wouldn't mind takin' of the eggs. I could give ye a good figger fer them."

"Him as gits my butter gits my eggs, says she.

"Wall, o' course I can't blame ye none fer that, I ses, 'but what's the difference, anyway? If ye sell me the eggs ye get yer money, don't ye?"

"Him as takes my eggs a-n-d butter gits my trade, and I'm goin' to git me a pair of fine shoes to-day if I have to travel clean to Central Lake to buy 'em!"

"Well, when Miss Hanscomb commenced speakin' of fine shoes, I chirked up quite a bit. Ye see, when toothpick shoes was all the rage to Big Rapids an' Cadillac an' Alpeny, I was fool enough to buy a few pair from a drummer with a di'mond shirt button and a gift of gab that would make a campaign orator feel like a spring pullet. I got them shoes at that time, an' it's been the study of my life ever sence then to git 'em out of the store at a good profit. So I allowed if I could sell a pair of the peaked chaps to Mis' Hanscomb, it might be a safe proposition to buy her butter."

"Talkin' about shoes, Mis' Hanscomb, I ses, 'course I don't want ye to have to go anywhere else fer yer foot-gear, an' if I've got what ye want, I wouldn't wonder a mite if we mightn't strike up a dicker fer the butter. Now if you was wantin' suthin' in shoes that hain't so dubby an' ornery as the gals is tryin' to call the style now, I could recommend ye to these here. These' ye see, has got some shape to 'em. The toes is put in slantin', as they orter be. The soles is sloped from the ball down to the toe in most beautiful an' graceful lines, an' the toes bein' narrer, as the Almighty intended toes to be, they don't make yer feet look like the jaws of a hippopotymus, as them overly big wide toed gents do what some says is the rage now."

"Oh, I gin it to her good. You bet I'm suthin' of a talker when I git a goin' an' the's a sale dependin'. She kinder wanted the wide toed kind, but I stuck an' hung, so finally we come together on a trade. She took the shoes an' I got the butter an' eggs. The deal amounted to three dollars but I reckoned I could git pretty nigh what the butter cost, an' even if I did lose a little on it, it wouldn't cut so much ice arter all, seein' I got red of the peaked toes."

"Well, I felt pretty good over that fer a couple of days. Then her an' her overly big lummock of a boy come to the store with their lumber wagon, an' done a quite a good bit of tradin'. They got flour an' pork an' sody an' sugar an' caliker an' a lot more stuff, an' it all come to three dollars an' seventy-eight cents, an' the woman had that great overly big lummock of a kid of her'n lug everything out an' chuck it into the wagon as fast as she bought it."

"I didn't think nothin' about it then, an' I was sorry when she said that was all she wanted, fer it hain't been so very often in the past that Hanscomb's folks would open up an' buy a big lot of stuff like that to once without wantin' to get trusted for the best part of it."

"So she was all through, an' the stuff was all loaded in, an' the boy was a settin' on the wagon seat flickin' flies offen the bosses with the whip, an' Mis' Hanscomb was countin' me out a lot of

fiddler's change that she had tied up in an old piece of rag.

"Sixty-five an' five is seventy," says she, 'an' five is seventy-five, an' three is seventy-eight. There, she says, 'that jest makes it to a cent.'

"C'rect, I says, 'all but the three dollars. Couldn't hardly get along without them,' I says, kinder laughin' like, fer I wa'n't aware what the old gal was a drivin' at."

"That's so," says she, a leetle surprised, I thought. 'I'll have to git that out in the wagon' and away she hustles, an' me a follerin' along after her out of politeness."

"She clim' right up into the rig an' commenced a pawnin' around in the bottom of the wagon box. 'Here, take this,' says she, straightenin' up all to oncet an' handin' out a brown paper package. 'Here's yer three dollars.'

"Jest then that blamed overly big lummock o' her'n hit the bosses a slash with the whip, an' they jumped an' started down the road lickety split, Mis' Hanscomb laughin' like all git out."

"What's this? I hollers after her, fer I knowed it was some drive or another, an' I wanted to find out what it was right away."

"Open it up an' see," she yelled back.

"So I did, an' blamed if it wa'n't them same dum pair o' peak-ed toed shoes!"

Geo. L. Thurston.

Apples in a Bad Way.

Chicago, Dec. 13.—The apple deal is generally looked upon as in a bad way. One of the best posted Chicago dealers on the situation says there is enough common stock outside of the coolers to keep the trade working until January or longer. There is so much poor stock stored in the coolers, which will be in worse condition than when it went in, that it will not be cleaned up in time to work on the good stock until it is so late in the season that the good stock can not all be moved at satisfactory prices. It will be low prices and a bad deal all the way through.

Exports from the country last week were 168,538 barrels. The total exports so far this season are 1,447,207 against 407,965 last year, an excess of over 1,000,000 barrels.

Exports of 168,000 barrels a week, if continued, will soon tell on stock, so there is more than one side to the situation.

Dealers who were asked \$3.50 per barrel by New York parties for stock early in the season are now offered the same stock for \$1.75. Early in the season one Chicago firm handled a number of cars of Duchess apples for a customer. The apples could have been sold for \$2.25 per barrel and the Chicago firm advised the customer to sell. He refused, but the firm sold one car unknown to him, and the rest were put into storage. The apples were since sold for \$1 per barrel and 50 cents a barrel storage had accrued against them.

What Happened to the Turkey.

"Where's that old turkey gobbler that used to strut around the barnyard?" a friend asked Uncle Bill. "Did ye kill him Thanksgiving?"

"Wall, yas an' no," replied Uncle Bill. "I did an' I didn't. It was this way:

"He was so durn tough that when I brought the axe down on his neck it only tickled. The more I chopped th' more it tickled, until finally th' old bird got t' laughin' so hard that he became hysterical an' died."

"Yas, I s'pose I was the cause of his death, indirectly."

Promise is not fulfillment. The advertiser who promises most is not always the man who fulfills most. Carefulness as to promises gives stronger assurance of living up to them.

Grand Rapids Retail Grocers' Association.

On account of the storm, the regular meeting of the Grand Rapids Retail Grocers' Association, Monday evening, was not largely attended. President Fuller, who was present in person, suggested that the regular order of business be dispensed with and an informal session held, which was adopted by those present—and some not present—in the following manner:

E. J. Herrick moved that his store be made accessible from the rear.

H. G. DeGraff moved that he be declared the next mayor of Grand Rapids.

Thos. Keating moved that a vote of thanks be recorded that the morning market is over for this season.

Ed. Winchester moved that the price of kerosene oil be increased 1 cent per gallon.

Peter Schuit moved that the grocers have a delivery wagon parade on the occasion of the next annual picnic.

Daniel Viergever moved that his subscription to the Tradesman be credited two years ahead.

Adrian Brink moved that the Standard Oil Co. be requested to move on to the next town.

Charles Petersch moved that the price of sauerkraut be increased to 10 cents per pound.

John Leff moved that his rating by Dun & Co. be increased to \$15,000.

Orra Chadwick moved that gambling games and the sale of beer without a Government license be discarded hereafter.

A. Buys moved that all members of the Association immediately purchase one of his patent portable barrel benches.

Homer Klap moved that being drawn on a jury be declared a public nuisance.

F. J. Detenthaler moved that it be the sense of the meeting that grocers should not handle meats.

B. S. Harris moved that the annual banquet be provided for by the sale of tickets to the retail trade.

John Witters moved that the adjoining stores in the Kendall block be vacated for the benefit of Daane & Witters.

M. H. Barber moved that competition be declared a good thing, even if it doesn't last long.

C. A. Brink moved that no grocer should exceed 150 pounds in weight.

John H. Goss moved that 250 pounds be established as the proper weight for a grocer.

Ed. Connolly moved that the Circuit Court judgment the Olney & Judson Grocer Co. is obtaining against him be declared null and void.

Edwin White moved the grocers pay more attention to window dressing and store decoration.

J. Geo. Lehman moved that he be declared the handsomest man in the grocery trade in Grand Rapids. Adopted, but not unanimously.

Cornelius Fox moved that the purchase of plenty of real estate in the vicinity of a grocery store be declared a good thing.

Ed. Killen moved that the retail grocery trade be declared good enough for any man.

Phillip Kusterer moved that the sale of Sweitzerkase and Smearkase be confined to German grocers.

Frank L. Merrill moved that Green Lake be declared the finest summer resort in the State.

Matthew Millard moved that it be considered a stroke of genius to compromise claims at less than par.

Norman Odell moved that his Sunday turnout be declared the sweetest one in town.

There being no more grocers to make motions or offer resolutions, the meeting adjourned.

Hate on Both Sides.

"And so Miss Passe and Mr. Gotcash really got married. Was it a love match?"

"On the contrary I should call it a hate match."

"Why? I don't understand you."

"Why, she hated to be an old maid, and he hated to be poor."

Self-laudation abounds among the unpolished and nothing can stamp a man more sharply as ill-bred.—Buxton.

Of Interest to You

When a grocer sells cheap baking powders he invites dissatisfaction. The cake being spoiled by the powder, all the ingredients will be classed as inferior, to the discredit of the grocer who sold them. The sale of lower-cost or inferior brands of powders as substitutes for the Royal Baking Powder, or at the price of the Royal, is not fair toward the consumer, and will react against the reputation of the store.

Royal is recognized everywhere and by every one as the very highest grade baking powder—superior to all other brands in purity, leavening strength, and keeping quality. It is this baking powder, therefore, that will always give the highest satisfaction to the customer; and a thoroughly satisfied customer is the most profitable customer that a dealer can have.

Ask your jobber for Royal Baking Powder. In the long run it yields more profit to the grocer than the low-priced alum brands.

Movements of Merchants.

GRAND RAPIDS SUPPLY CO.
20 PEARL ST.

Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market remains very firm, but with no change in price. Refiners are ready buyers at quoted prices, but holders are indifferent sellers and but very little sugar is offered for sale. Unlike the raw sugar market, the refined market shows some easiness and prices on all grades have declined ten points. Dealers are pretty well stocked up and, as this is usually a dull season in the sugar business, do not feel inclined to make any further purchases at present and sales are mostly of moderate size and only for immediate requirements.

Tea—The tea tangle has been straightened out satisfactorily by a bill passed through Congress last week, and the movement of teas will not be delayed in this part of the country from any cause. The customs authorities believe that most shipments can be promptly made after the first of the year.

Canned Goods—Throughout the canned goods list prices present very little change and general trade continues quiet. Business is up to the usual average at this time of the year, but not very much is expected in this line at this season. After the turn of the year more activity is looked for. Tomatoes continue in fair demand with no change in price. Dealers seem to be well stocked for present needs and are apparently not interested in this article. Corn is steady and meeting with fair demand. Stocks are moderate and are moving out fairly well. Peas are in moderate demand for the medium and better grades, which are in light supply. Prices show no change. There is some demand for small fruits, but stocks are very light and very little business is done in this line. Salmon is meeting with good demand at unchanged prices. Sardines show no change in price, but meet with fair demand. Stocks are light and no lower prices are looked for in the near future.

Dried Fruits—Trade in dried fruits of almost all varieties is good and it is expected will continue so for the next few weeks. There is an excellent demand for prunes at full prices with an advance of ¼c on all sizes below 50 60s, ½c on 50 60s and 1 ¼c on 40-50s; in fact, it is almost impossible to obtain 40-50s at any price. Coast advices continue to show a very limited quantity left in growers' hands. Raisins are in good demand and all stocks are very firmly held. Seeded are in particularly good demand with the tendency toward higher prices. Apricots are in fairly good demand and fancy fruit is in limited supply, and held very firm. Peaches are not active, but remain steady. Dates are in very good demand and prices show a slight advance, but this does not make any difference in the demand, which continues to be very active. Figs are moving out fairly well at unchanged prices. There is a slight improvement in the demand for evaporated apples, although prices show no change. More active movement in this line is looked for after the first of the year. Stocks are moderate, but not considered at all excessive.

Rice—Trade in rice is good and practically all grades are firmly held. Holders are very firm in their views and refuse to make any concessions, buyers being compelled to pay full values to obtain supplies. On account of the poor quality of the crop, only a small per-

centage of fancy grocery grades have been turned out by the mills and a good demand causes prices to be firmly maintained.

Molasses—The demand for molasses shows considerable improvement, largely on account of the more favorable weather. Offerings are reported light, however, as dealers' stocks are rather light. New Orleans advices report that receipts of new crop molasses and cane juice are only moderate, especially for the better grades, which were taken up at full values. The medium grades continue in fair supply, but even with a limited demand, quotations were steady.

Fish—The market for mackerel shows some advance, due to the scarcity of supplies. The trade is somewhat curtailed on account of the high price. Codfish is in good demand and shows no change in price.

Nuts—Trade in nuts of all varieties shows considerable activity, prices on almost everything being well maintained. Stocks at present are moderate, but are rapidly decreasing under the steady demand.

The Produce Market.

Apples—The market is looking up and stock is moving more freely. Fancy commands \$1.75@2.25 per bbl.

Bananas—Good shipping stock, \$1.25@2 per bunch.

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—40c per bu.

Butter—Creamery is firm and higher, commanding 29c for fancy and 28c for choice. Pound prints from fancy command 30c. Dairy grades are strong and in active demand, commanding 20@22c for fancy, 18@20c for choice and 16@18c for packing stock. Receipts of dairy are increasing in quantity and improving in quality.

Cabbage—40c per doz.

Carrots—35c per bu.

Celery—17c per doz.

Chestnuts—\$5@6 per bu. for Ohio.

Cocoanuts—\$3.50 per sack.

Cranberries—Howes from Cape Cod are strong and scarce at \$3.25 per bu. box and \$0.50 per bbl.

Dates—Hallowi, 5c; Sairs, 4 ¼c; 1 lb. package, 7c.

Eggs—Local dealers pay 20@22c for case count and 22@24c for candled. Receipts are small. Cold storage range from 19@21c.

Figs—\$1 per 10 lb. box of California; 5 crown Turkey, 17c; 3 crown, 14c.

Grapes—Malagas, \$5.25@5.75.

Honey—White stock is scarce and higher, readily commanding 17@18c. Amber is active at 14@15c and dark is moving freely on the basis of 12@13c.

Lemons—Californias, \$4; new Messinas, \$4.50.

Lettuce—12 ½c per lb. for hothouse.

Maple Sugar—10 ½c per lb.

Maple Syrup—\$1 per gal. for fancy.

Nuts—Butternuts, 65c; walnuts, 65c; hickory nuts, \$2.75 per bu.

Onions—In good supply and not much demand at 60c per bu.

Oranges—Floridas command \$3.50 per box. California Navels, \$3.50@3.75.

Parsley—30c per doz.

Pop Corn—50@60c per bu.

Potatoes—The market is looking up somewhat. Local dealers meet no difficulty in obtaining 50c.

Poultry—Live pigeons are in active demand at 60@70c. Nester squabs, either live or dressed, \$2 per doz.

Dressed stock commands the following: Spring chickens, 11@12 ½c; small hens, 10@11c; spring ducks, 12@14c; spring turkeys, 13@16c; small squab broilers 12 ½@15c; Belgian hares, 12 ½@15c.

Radishes—30c per doz. for hothouse.

Spanish Onions—\$1.40 per crate.

Spinach—90c per bu.

Squash—2c per lb. for Hubbard.

Sweet Potatoes—Jerseys, \$4 per bbl.; Illinois, \$3.50.

Turnips—40c per bu.

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

The Grain Market.

Wheat has been active and strong during the week, but not much gain can be recorded. Prices are the same as last week. Receipts are good, with exports only fair. The visible made a gain of 2,211,000 bushels, which is rather large. Still, we have 10,000,000 bushels less in sight than a year ago. The Government crop reports were very bearish, as the reports show 34,000,000 acres of winter wheat sown, against 32,000,000 acres last year. Crop conditions are 97.7, against 86.7 on Dec. 1 last year, which, barring accidents, would make a yield of 636,000,000 bushels of winter wheat, the largest we have ever had, if the harvest would be good. We might add, however, that while 32,000,000 were shown on Dec. 1, 1901, the real acreage harvested was 29,132,000 acres, but the growing crop at present is 11 points better than one year ago. With such conditions it is hard work to "bull" present prices. Argentine claims wet weather for its harvest and, should it continue, we will look for reduced harvest returns. May wheat in Chicago was at one time 78 ¾c, but closed at 77 ¾c. The fact is, there is no cereal to-day so cheap as wheat. It costs as much to purchase 2 ¼ dozen of eggs as one bushel of wheat.

Corn is not as strong as it looks. The visible increased 1,600,000 bushels. Had more contract corn come in, prices would have slumped. It is claimed there is still a large amount of December long options out. Should that be the case some one will probably have to settle at higher than present price, which is around 55c per bushel for December.

Oats decreased 500,000 bushels and prices keep strong. The demand does not decrease, but keeps right up. We may look for still higher prices than 35c per bushel.

Rye is off 1c and rather weak, the demand being hardly up to the offerings. However, Michigan rye is not up in quality this year, which has something to do with the price.

Beans are in statu quo, with no excitement in the market. As stated frequently, prices are high and will probably recede, at least most of the dealers look at it in this way.

Flour has advanced 20c per barrel and will go up another notch. The demand at the advance has been somewhat checked. The holiday season is also the cause of slow demand. Dealers do not want to carry a large stock into the new year and we look for a better demand after the holidays.

Mill feed remains very strong and steady, with no shading of prices, especially as corn and oats are so high.

Receipts of grain have been normal, being as follows: wheat, 60 cars; corn, 12 cars; oats, 5 cars; rye, 3 cars; flour, 1 car; beans, 1 car; malt, 1 car; hay, 1 car; potatoes, 20 cars.

Millers are paying 76c for wheat.

C. G. A. Voigt.

Hides, Pelts, Tallow and Wool.

The hide market seems to have slumped by continual hammering and keeps going down. It is not confined to countries alone. Packers' take-off goes with it to a smaller extent. Hides are lower and are likely to keep there for some time to come.

Pelts are not so plentiful, while the kill is still large. All pullers are well supplied. Prices hold firm, but there is no advance.

Furs are in good demand, with much strife among buyers to make large col-

lection in time for London sales in January.

Tallow is weak, with large offerings for soapers' stock. Prime and edible are readily taken and do not accumulate.

Wool is dormant. Sales are small. Dealers are clearing up on previous sales and finding where they stand on the year's dealings. Stocks are not large for this time of the year. Prices are held strong, as the cost has been well up. Mills are still running and consuming much wool. What is in sight is likely to be wanted in the next sixty or ninety days.

Wm. T. Hess.

Order Christmas Oysters Early.

Those who have not yet arranged for a supply of the Perfection brand oysters for Christmas trade would do well to communicate with F. J. Dettenthaler, Grand Rapids, without further delay. Present indications are that higher prices will rule, on account of the freeze-up on Chesapeake Bay. Those who purchase their supplies of Mr. Dettenthaler may rest assured that he will bill them at the lowest possible prices.

It is likely that the bars in the capitol at Washington will be closed and that thirsty legislators will be compelled to stock their private lockers in the cloak rooms. The House adopted an amendment to the immigration bill providing that no liquor of any sort should be sold within the limits of the capitol grounds. The amendment had nothing to do with immigration and it was expected that it would be struck out by the Senate, but that body thought the House was trying to play a joke and promptly decided to "stand pat," thus making the amendment a veritable boomerang.

The factory of the M. B. Martin Co., Ltd., which is located at the corner of First avenue and the G. R. & I., will be started with a full complement of help. Manager Martin estimates that the factory will have an output of five tons of vegetable foods per day.

Claude Scoville and Anthony Van Houtum have formed a copartnership under the style of L. A. Scoville & Co. and engaged in the grocery business at Clarksville. The Judson Grocer Company furnished the stock.

A. M. Barron, the long distance real estate and business broker of South Bend, Ind., has sold the Wm. Standerford stock of high grade groceries at Tipton, Ind., to T. E. Mays.

The U. S. Packing Co., Grand Rapids, can sell you butterine from 11 ½ to 15 ½ cents and solicits an opportunity to send you a sample package, to be returned if not O. K.

Wm. Judson and A. O. Ball are spending the week in New York, calling on the manufacturers of food products in the metropolis.

Piles Cured

By New Painless Dissolvent treatment; no chloroform or knife. Send for book.

Dr. Willard M. Burleson

Rectal Specialist

103 Monroe St., Grand Rapids, Mich.

The Fate Which Overtook Mr. Honestein's Dummies.

A cold, bleak wind swept down in front of the bargain signs that line the cobblestones of the city's Hebrew mecca and crawled up under the shabby seams and whistled through the scarecrow sleeves of Mr. Honestein's clothing lieutenant. He shivered in a wooden sort of manner and blinked at the arrogant-looking fellow next to him, a stiff dude with celluloid collar and cuffs and a shredded codfish shirt.

"Gracious," said the Lieutenant between his invisibly chattering teeth, "we're having rather a breezy time of it out here ain't we, Chauncey? Wonder if old Hones thinks we're particularly attractive with these old rags twisting around us like the dress folds of a serpentine dancer. I, for one, am not so self-conceited as to believe that some of these Saturday night prowlers, even the coons, will stop and inspect me. If they did, Chauncey, old Hones would be apt to kick me out, 'cause he'd be selling goods under false pretenses. Ha! ha! ha!"

Mr. Depew, of the painted mutton chops, almost revolved on his lofty iron pedestal as the nor'wester whirled around him. When he had finished laughing in a monotonous, mechanical fashion, he spoke through his plugged mouth with a sorry lack of that grandiloquence which the silver tongue of his animate twin brother has made famous throughout the land.

"Jove, I should say it was breezy," he replied, his coat the while fluttering, "and it's beastly chilly, doncherknow. Why, if this keeps up, Hobson, all the starch'll blow out of my shirt front and I'll catch my death of cold—I know I shall. Ugh! Oh, I say, fellows, caught some dust in my eye. Now I can't wear my monocle to-night. Weally, if there wasn't anybody around and old Hones couldn't heab me, I would actually say damn it, doncherknow. Awfully embarrassing, by Jove."

General Alger and Billie Shafter on the left tittered. The nor'wester awakened them from their wooden passiveness by shooting out of the Merrimac hero's left sleeve and impudently slapping the after-dinner speaker and themselves in the face. The Secretary gave a backing cough and sneezed violently several times. The long-suffering army officer of the Santiago expedition wondered if the investigating commission had affected his chief so seriously. Hobson muttered something about the heavy black clouds overhead and Mr. Depew said that the electric light on the corner was, perhaps, too strong. Billie Shafter remarked that Alger's wooden cough might carry him to a wooden coffin, but the others only suggested that the Michigan general should be less ungenerous in speaking of the man who had made him what he was.

"What's that you say?" cried Billie furiously, and he mopped his ample forehead, upon which stood globules of cold perspiration.

"Only the truth, General," said the Lieutenant and the orator in chorus. Then they burst out laughing. The Secretary was sympathetic but Billie couldn't see it just that way.

"I just won't have it gentlemen," he thundered and was about to gesticulate when the elements forestalled him and made his arms as limp as a rag.

The Lieutenant scowled at him over the Secretary's shoulder. Hobson was a college-bred man having indeed been artistically carved for the trade by a youth

at the manual training school and sold to Mr. Honestein for 98 cents just before the war. College-bred men of course deprecate such a vulgar display of temper as Michigan Billie exhibited. The Lieutenant might have punched him to bring him to his military sense of dignity but it was physically impossible, considering that the forearm bones were not included in the purchase price. The best he could do was to wait for a flutter of wind and shake his empty sleeve at him. Mr. Honestein always contended with his friends, Pullinberg and Beathimsky, across the street, that "Hobson was vorth er great deal, now dot der var was over, and was er perfect jewel," but Pullinberg and Beathimsky would shake their heads and say, "Dat hero schmoose was all er refterfuge; Hobson was no better dan Jobson or Kobson." Now Mr. Honestein's prediction was verified—his Lieutenant was a man of character and a real hero, even if he was made of pine.

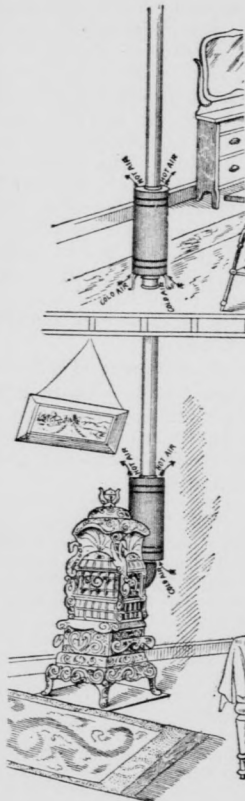
The night wore on through its windy, howling existence, and the dirty sidewalks, that offered no pleasing invitation into the less inviting bargain shops, were all but deserted. It was almost closing time for the thrifty sons of Balaam. Mr. Pullinberg looked up from his corn-cob and glanced at his watch, lifting his ebony eyebrows. His spouse was taking down some suspenders from under the doorway. Mr. Beathimsky gave a sleepy stretch and yawned, showing several unsightly gold teeth, as he bolted the green doors of his shop farther up the street. Mr. Von Cohen and his ample wife were about to take some brass collar buttons from their showcase outside and put them indoors on a shelf-tray, and Mrs. Closefstein was standing, with bare arms akimbo, calling to several little Closefsteins to come home to roost. Mr. Honestein put down his cheap cigar on the mantel in his dimly-lighted back parlor and suggested to his better half that as it was 11 o'clock they had better "shstep out to der front and bring in der clodings." Just then the baby cried and the "closing-up" had to be deferred a few minutes until Mrs. Honestein refreshed the little kinky-headed youngster, while the devoted father stood by, paternally guarding the two precious occupants of the rickety old rocking-chair and watching the interesting maternal process.

Hobson, shivering on the outside would occasionally throw a withering glance at Michigan Billie and a half-sympathetic one at the much-investigated Secretary of War. The Lieutenant had already inoculated into himself the knowledge of his bravery and his greatness—and, incidentally, the kiss-germs

Common Sense Heat Circulator and Radiator

A Fuel Saver

(PATENT APPLIED FOR.)



This Heater is so simple that its superiority over others is plain. Being open at each end the cold air is taken in at the bottom, passing out at the top heated, producing a circulation unequaled by any radiator. Is easily cleaned or repaired, takes the place of a joint of pipe. Diameter of castings, 10½ and 12½ in.

You can not afford to be without one of these Heaters. Your customers want it—soon as they see it. Easiest selling Heaters on the market. Big discounts to dealers. Requires no oration to sell it. Look at it! Speaks for itself. Send for sample 6 in. Wood's refined iron. Price \$4.00 crated. Order now.

A. C. Selleck

757 W. Madison Street, Chicago, Ill.

Facts in a Nutshell

BOUR'S COFFEES

MAKE BUSINESS

WHY?

They Are Scientifically PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

\$30.00



will buy a ROYAL GEM Lighting Plant complete. It will produce 1,500 candle power light at the cost of 1c per hour.

Can be installed in two hours. No more trouble than gas. Will last a lifetime. A child can operate it. 3 single fixtures of 500 candle power each will light a store 20x70 as bright as day. Complete Piping, Fixtures, Glassware, Mantles, ready to put up only

\$30.00.

Agents wanted.

Royal Gas Co.,

199 West Monroe Street, Chicago, Ill.

which some over-enthusiastic maidens, old and young, had sought to impress upon his blushing lips and cheeks. But he shivered, none the less—any other hero, whether made of pine or flesh and blood, would have done the same. Mr. Depew could not be so easily slighted or lost to the public eye, and he shivered, too.

Then it all happened—how or when these dummy heroes never learned, nor was it ever intended that they should. The Lieutenant had just sneezed, and was followed in succession by a spirited sneezing contest on the part of Chauncey M. and the venerable Secretary of War. Michigan Billie laughed uproariously until a swift sputter shook him under his balloon waistcoat and bulged him out until he became ashamed of himself, and the pinkish paint on his fat cheeks grew scarlet under the arc light. Then the others laughed last and laughed best.

"Shafter, you look like you're ready to bust," said General Alger, with a sneer.

"Ya-as, so he does, by jove," acquiesced the after-dinner speaker.

"Very unsoldierly," remarked the Lieutenant, simply.

And then it all happened. Tommy Jones and his gang came out of an alley and, being decided exponents of the impressionistic school of art, plastered the bombastic Billie and his fellow innocents in short order. Tommy gave utterance to this brief Spartan address:

"Aw, git out, yer fat dummy! Come on, fellers, and make dem idiots' rags stop blowin'. Say, Mike, dat was a great one, dat was. Smacked der old bloke wid hay on his chin squar' on der nose. Golly! dere comes der boss uv der shop. Let's git." And they got.

Mr. Honestein uttered a heart-rending scream when he beheld his Merrimac hero and the three statesmen decorated with artistic mud cakes. Hobson had a black eye; Mr. Depew's beardless mouth was wrought into a fantastic shape; the Secretary of War had his right ear punctured and his nose resembled a mud glacier in Algiers; Billie Shafter looked as if the Investigating Committee had been preparing him for a national minstrel show. Oh, it was Black Friday with Mr. Honestein.

Mr. Honestein and the seven little Honesteins, who had tumbled out of bed, ran out of the bargain store, leaving the baby in his crib yelling bloody murder. The devoted father and husband fell prostrate on the sidewalk, and all the lynx eyed, shivering proprietors of the shops opposite threw up their big red hands in horror.

Mrs. Honestein screamed, too, when she turned and discovered the black, dastardly deed. "Oh, my Jakey, my Jakey!" she cried, in despair. The seven little Honesteins cried in chorus, "Vat vas der madder mit papa?"

And then the wicked, cold, bleak nor'wester, becoming convinced at last that he had played enough havoc in the Hebrew mecca for one afternoon, and wishing to give a finishing touch to the scene whistled a mighty tune down in front of Mr. Honestein's bargain shop and piled the hero and the great statesmen on their faces with a loud cracking thump like splitting wood.

Not one of the four, strange as it may seem, uttered a word, and their fall, like Cardinal Wolsey's, went down into history—the history of the Honestein family in the Hebrew mecca.

Adolph A. Eiseman.

Some Queer Mechanical Words.

Whoever has had occasion to use machinery or tool catalogues without himself being a machinist or hardware man can not fail to have been impressed with the many curious words that are used in the various trades. In nearly every line of invention men have chosen almost at random some name for a new article—usually suggested by a fancied resemblance to something else—and in many cases the name has stuck long after its original significance has been forgotten. The very word "manufactured" originally meant the exact opposite of what it means to-day. The two Latin words of which it was formed meant "made by hand," nowadays we usually mean by manufactured products those that are not made by hand. The word "pig," in the expression "pig-iron," is a reminiscence of the time when the iron was molded in short fat bars attached to a main stem, called the "sow," from which they derived their supply of metal until all were complete. In this position they looked like a litter of sucking pigs—hence the queer name. Pig-iron is no longer molded in this way, but the name has now become one of such universal commercial use as to be a permanent addition to the English language. The words "spider," "ram," "alligator," "wrench," "butterfly," etc., were all suggested originally by a fancied likeness to articles very different from the mechanical objects to which they are applied. The word "nut" itself belongs to the same class and there are hundreds of others. In some new industries like electricity and automobile making new terms of this kind appear almost daily.

Minuteness of American Watch Screws.

The minuteness of some of the screws made in an American watch factory may be measured by the statement that it takes nearly 130,000 of a certain kind to weigh a pound. Under a microscope they appear in their true character—perfectly finished bolts. The pivot of the balance wheel is only one two-hundredth of an inch in diameter, and the gauge with which pivots are classified measures to the ten-thousandth part of an inch. Each pivot hole in which a pivot fits is about one five-thousandth of an inch larger than the pivot to permit sufficient play. The finest screw for a small-sized watch has a thread of 260 to the inch, and weighs one one-hundred-and-thirty-thousandth of a pound. Jewel slabs of sapphire, ruby or garnet are first sawed into slabs one-fiftieth of an inch thick, and are shellacked to plates so that they may be surfaced. Then the individual jewels are sawed and broken off, drill-side for an oil cup. A pallet jewel weighs one one-hundred-and-fifty-thousandth of a pound; a roller jewel a little more than one two-hundred-and-fifty-six-thousandth. The largest round hair spring stud is four-hundredths of an inch in diameter and about nine-hundredths of an inch in length.

A Puzzled Housewife.

"Hello," called Mrs. Cookem, over the 'phone, "is this Mr. Sellem's grocery?"

"Yes, ma'am."

"Well, you folks sent me a cake of patent plum pudding and a cake of imitation coal this morning, for me to try."

"Yes, ma'am. And did you wish to order some more?"

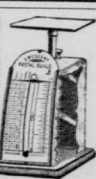
"I don't know. You'll have to send some one down to explain matters. I've put one cake on the fire and the other in the oven and I can't tell whether the plum pudding smell comes from the firebox or the pudding pan."

When you have learned to be a true saint in your home, heaven will take care of itself.

Postal Scale \$1.00

Tells at a glance postage in CENTS on all mail matter. Capacity, 1 pound by half ounces. 3 inches high. Cuts down the stamp bill. Useful and attractive present. We make several styles from \$1.00 in nickel, as shown, up to \$5.00 in sterling. If dealer doesn't sell it, we prepay on receipt of price. Catalogue P. free.

Pelouze Scale & Mfg. Co.
132 W. JACKSON BOUL. CHICAGO.



New Departure in Foods

Delicious Substitutes for

Meat, Fish and Fowl in Every Form

The M. B. Martin Co., Ltd.

Organized under the laws of Michigan.

Capital, \$1,200,000

Divided into 120,000 shares. Par value, \$10 each.

Sale of Stock.

A most safe, promising and profitable investment. Enough capital having already been subscribed to equip factory ready for operations, the Board of Managers have decided to place on the market a second block of stock, consisting of 10,000 shares at 25c on the dollar, or **\$2.50 per share**. An exceptional opportunity with unlimited possibilities. The sober, candid and thoughtful opinion of shrewd investors is that this stock will be worth three or four times its present value within a year. Small investors have equal chance with others.

The Vegetable Frankfort

is a winner. A food novelty never before equaled. A revelation in modern foods, with a nutritive value three times greater than the best beefsteak. Many other meat substitutes. No competition whatever. The world our market. Stock prospectus mailed free on request. If you would have your capital earn money don't delay, but send in your subscription for stock.

117-119 Monroe Street, Grand Rapids, Michigan

BOARD OF MANAGERS

Milford B. Martin, Grand Rapids, Mich., Chairman.
Frank J. Dettenthaler, Grand Rapids, Mich., Treasurer.
Dr. Samuel L. Caldbick, Cadillac, Mich., Secretary.

A Complete Stock Low Prices Quick Shipments

These are our reasons for guaranteeing satisfaction.

We solicit your orders through our salesmen or by mail.

WORDEN GROCER COMPANY
Grand Rapids, Michigan

DEALERS

Now is the time to consider what roofing to handle another year. We would be pleased to send you samples and prices which we know will be of interest to you.

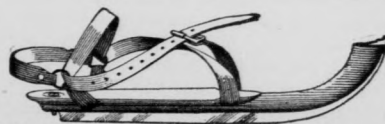
H. M. Reynolds Roofing Co.
Grand Rapids, Mich.

Manufacturers

\$3.00

Buy a pair of Genuine Imported Dutch Skates complete with straps, ready to ride, sent prepaid upon receipt of price. Order them now so as to have them for Christmas.

J. Vander Stel, Importer and Manufacturer, 33 Kent St., Grand Rapids, Mich.





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Sample copies, 5 cents apiece.

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

E. A. STOWE, EDITOR.

WEDNESDAY - DECEMBER 17, 1902.

STATE OF MICHIGAN } ss.
County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of December 10, 1902, 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 thirteenth day of December, 1902.
Henry B. Fairchild,
Notary Public in and for Kent county, Mich.

BARBAROUS FUNERALS.

It is a well-known fact that customs and habits persist for a long time after the reasons and conditions which gave rise to them and justified them have ceased to exist. That is the reason why so many of our funeral customs in these enlightened times are seen to be exceedingly incongruous when we stop a moment and think about them. They either have no meaning at all or else they are in flat contradiction to common sense, to good taste and to our professed religious beliefs.

In the first place, when a death occurs in a household, and a provisional time has been set for the funeral service, the clergyman is often notified over the telephone, and if he is unwilling to administer a rebuke at such a time, it is probable that all the arrangements for the religious service will be negotiated over the telephone wires. It is frequently so late when the clergyman is notified that his services are required that he has no time to go to the house and see the family before the funeral, and so, if the people are strangers to him, he is conscious of laboring under an immense disadvantage in his attempt to enter sympathetically into the life of the family. Of course, it is in dreadfully bad taste to call upon a clergyman for a funeral service of a dear friend as one would call over the telephone for a man to lay a carpet or mend the kitchen stove, and it is surprising how many people will do it.

If the service is to be held in a home, the house is generally darkened by drawing the window shades or closing the shutters. This may be well enough, provided it is not overdone; but frequently it is overdone, and the house is made as dark and as gloomy as possible. All the blessed sunlight is shut out, every ray of light is excluded so that sometimes it is necessary to light a few gas jets in order to find one's way to a seat. Now, of course, it could not be expected that the home would pres-

ent a festive appearance, but neither ought one to expect that people living in this age of the world, with all their religious ideas regarding the future so much brighter and more hopeful than they used to be in the dark ages—one ought not to expect that there should be such evidence on every hand of gloom, despair, tragedy. Certainly if the people have any religion at all—and they must have some if they feel the need of a religious service over the dead—then it must be worth something for encouragement and for hope, for dispelling the gloom and the despair, for brightening even the grave, or else the religion is of no use at all. A stranger coming from another planet would note as one of the most remarkable of incongruities the difference between our religious professions—our statements of belief—and our funeral customs. Indeed, the stranger need not come from another planet, but only from another part of our own, and that part one which we consider inferior to ours in civilization and culture; let him come from China or the isles of the sea, and he will be struck at once by the curious custom of making our homes as gloomy as possible for a funeral, draping with heavy black, shutting out the sunshine, and then bringing in bright flowers, gay roses and reading beautiful words of promise and hope.

A lady in this city lost a devoted husband and father of a family. Never was one more full of sadness of heart, but she was one of those people whose religion was real to her, and now had come a time to put it to the test. Although she was sad and lonely, she was not full of gloom and despair. She remembered that her husband was very fond of the bright sunlight streaming in at the windows, so she rolled up all the shades and let in the sunshine, and brought in the most beautiful flowers; and the service was especially planned to be full of comfort and cheer, with nothing harrowing, but all uplifting and helpful. But to some of the neighbors all this seemed very strange, so out of the ordinary—the house not gloomy, no crape in evidence, but sunshine and bright flowers everywhere. Marvelous as it must seem to thinking people, these neighbors really thought she had not sufficiently observed the proprieties, that she did not sufficiently parade her grief, and that it seemed evident she had not much religion! What a pity it is that religion, which is certainly meant to be a help in daily life as well as a comfort in time of death, has been so long identified in the minds of many people with things that are uninteresting and stupid, and also with thoughts dark and gloomy and that smell of the tomb! A religion that is not for everyday use and that is not an everyday help, giving comfort and cheer, is of no earthly or heavenly use.

Then there is another thing connected with our funeral customs that needs to be considered—this is the habit of certain clergymen to pronounce a long and wordy eulogy over the dead. Where a man or woman has led a very remarkable life of usefulness, or has occupied some very prominent position, a few words of eulogy may not be amiss. But most of us are just plain people, who have never done anything very remarkable, and have not been especially good or especially bad, and a eulogy in such cases is certainly in poor taste. When a notoriously bad man or a mean or selfish man or woman dies, and the minister pronounces a eulogy, every one

feels instinctively that something is wrong and, indeed, much harm is done and the offices of religion are brought into disrespect. No man living can tell the story of a good man's life in a few minutes, and after everything is said the greater part always remains unsaid. And then the friends knew it all before, and, in some cases, much better than the minister. Most men during their lives here with us have a certain amount of modesty, and it is, to say the least, somewhat unfair to take advantage of them after they have gone. It is curious to observe, also, how people who generally show good taste and fine feeling will form in line and, marching past the coffin, stare curiously into the face of a dead man whom some of them knew only slightly and would never have dared to gaze at thus during his life.

There is an opportunity for reform, also, in the length of some funeral services. After a long and sometimes most harrowing service at the home, there are often two or three other services, which only serve to prolong the time of final parting and use up still further the slight strength of some members of the family. When, as sometimes happens, the music rendered and the remarks of the officiating clergyman have both been chosen for their harrowing qualities, being considered by some more appropriate on that account, then the strength of the weaker members of the family is often unequal to the strain, with hysterics or fainting resulting. Such services when prolonged, are nothing less than barbarous.

We are getting over these things little by little, but there is great need for still further reformation. And while on this subject, it may not be amiss to refer to the fact that most city ministers are sadly overworked and greatly hampered in their regular duties by being called upon very frequently to conduct funeral services for families entirely unknown to them, who have never made the acquaintance of minister or church, who have done nothing to help support the institutions of religion, but who call in the minister at a time of death, expecting him to know all about the family and to give a day of his time, no matter what else he may have on hand to do, and go down to the cemetery after the services. Of course, no clergyman worthy of the name would refuse such a request or decline to give his services to these strangers, although it is doubly hard because they are strangers. But it is sometimes a very pressing question with the busy pastor of a large city church how far he should neglect his own church work to minister to the unchurched who through life have had no use for him. It might not be a bad plan for the city to appoint and pay two or three men, to be known as city missionaries, who should take charge of the funerals and weddings of those persons having no church home. And, as for those who have never shown any interest in the things of religion or the work of the churches, or done anything to help support them during life, it would by some seem consistent and quite the proper thing that they should do without them after death and, in the language of the street, play a lone hand all through.

The advantage of beginning to advertise in a small way lies in the fact that one's experience will cost less. The experience gained through the use of the wrong methods when one spends but ten dollars would be just as valuable to the advertiser as would the same mistake when one spends one thousand dollars.

THE EQUITABLE BASIS OF WAGES.

The divine declaration that "the laborer is worthy of his hire," means that everyone who works for wages should be paid in proportion to his worth. It is not to be expected that all workers will possess equal skill and capacity, nor that the output of each will be the same, but that every worker who is faithful and industrious must be valued according to output.

This is the natural basis upon which a perfect labor system should be founded, in contradistinction to the idea that all workers of the same class, but not of the same ability, should be paid the same wages. When the man who possesses superior skill and energy is put in a class with others who for some reason are incapable of giving as good results as to quality and amount of work, and is paid the same wages as the inferiors, he is wronged and his employees suffer accordingly.

In the Engineering Magazine for December, Percy Longmuir argues the economy of paying labor according to the results produced by each worker, and he holds that high wages for the best workers is true economy. He says:

High rates have a very marked effect on the workers themselves. In the first place, the increased payment has an educational effect in that it broadens the outlook by widening the worker's horizon. Thus a certain amount of travel becomes possible and holidays can be spent away from home—an educational factor of no small import, for nothing better can be found to rub off the corners than contact with unaccustomed conditions. The increased income gives an assurance which increases self-respect and fires the ambitions, giving a desire to know more and achieve more; thus an interest is aroused in some form of technical or general literature. Increased home comforts are possible—and, the taste they awaken once acquired, the owner usually strives to gratify further. Congenial surroundings give a balance of mind which will effectually minimize industrial troubles.

This is the true democratic idea of giving every individual an opportunity to do his best and get the benefit of his exertions and talents, in contradistinction to the idea that all must be leveled down to the same plane, so that equality, which does not and never did exist, may be forced on all. Quite apart from a lessened cost of production, high rates are economical in that they tend to produce alert and shrewd workers, men who can "see" as well as "do." The better influences at work on the character, due to the possibilities opened out by the higher rate, tend to develop inventive faculties and the power of concentration—two items of great import to the employer.

There never will be any just and friendly settlement between capital and labor until relations of perfect justice and equity shall be established, so that each worker will be paid for his services according to his worth, and that the wealth earned shall be divided between labor and capital, according to the equities of the share and risks of each in its production.

The keynote to success in business is push, which is but another word for energy. One may have sterling honesty, good taste and excellent judgment, but if he be not instant in season and out of season, he will not make a success of his life. Competition in trade has become so active that it is the live, pushing men only who succeed. It is significant that it is the most energetic who advertise most. They regard advertising as a prime necessity to success, and they consider every dollar so spent as a sure investment.

JAMO

Coffee, the world's best, is blended and dry roasted by experts. Contains the finest aroma and richest flavor of any coffee in this market. Sold in pound packages.

Telfer Coffee Co.
Detroit, Mich.

Lansing Pure Co., Limited



Health, Strength and Vigor are yours
by using

Malt-Ola

the most palatable
malted cereal food
on the market.

Order a

Sample

Case from

your jobber

or direct from us.

Have you
tried it
?

A pos-
tal card

will bring

a sample

package and

full particulars.

Malt-Ola is the food.

Lansing Pure Food Co., Ltd., Lansing, Mich.

The Merchant Who Followed Our Tip



Has proven by the number of repeat orders he is receiving every day that the public want and demand

Tryabita Food The Pepsin Celery Wheat Flake

because those who have weak stomachs and aching nerves feel at once its great strength-building powers. Tryabita is certainly a delicious ready-to-eat Cereal Food. We make TRYABITA HULLED CORN, too, both union made. Send for free samples and advertising matter.

Tryabita Food Company, Ltd.; Battle Creek, Mich.

The Good Food

Cera Nut Flakes

Is not recommended to CURE consumption, rheumatism, toothache, etc., but the people who use it soon recover from all their ailments. Made from nuts and wheat—Nature's true food.

National Pure Food Co., Ltd.
Grand Rapids, Mich.

Our Trade Winners

The Famous Favorite Chocolate Chips,

Violetta, Bitter Sweets,

Full Cream Caramels,

Marshmallows.

MADE ONLY BY

Straub Bros. & Amiotte, Traverse City, Mich.

Putnam's Menthol Cough Drops

"They Stop That Tickle"

Certificate in every carton. Ten certificates entitle dealer to one carton free. Manufactured only by

Putnam Factory National Candy Co.
Grand Rapids, Mich.

Every Cake



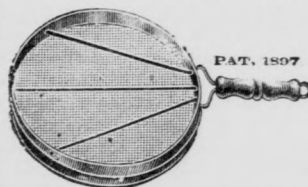
of FLEISCHMANN & CO'S
YELLOW LABEL COMPRESSED
YEAST you sell not only increases
your profits, but also gives com-
plete satisfaction to your patrons.

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

For Delicious Toast



**The Fairgrieve Patent
Gas Toaster**
Retail at 25c

It is not new to the trade as it has been on the market several years, but it may be a new article to you and it deserves your attention.

It saves time by toasting evenly and quickly on gas, gasoline or blue flame oil stoves directly over the flame and is ready for use as soon as placed on the flame. It saves fuel by confining the heat in such a manner that all the heat developed is used. It is the only toaster designed for use over flame which leaves the toast free from objectionable taste or odor. Made of the best material, riveted joints. No solder; will wear longer than the old fashioned wire toaster with much better results. Ask the jobbers.

Fairgrieve Toaster Mfg. Co.

289 Jefferson Ave.,

Detroit, Michigan

Clothing

Some Historical Facts Concerning the Woollen Industry.

Delving into history so far back that the memory runneth not to the contrary, the fleece or wool of the sheep had been used for clothing in the earliest times, either in the form of the sheepskin or in a manufactured condition. Then, again, all down the pages of history do we find mention of its use. The book of Job is probably the most ancient of writings in existence, and from it we learn that textile fabrics were in use at the time it was written, for, lamenting his sad estate, Job mentions the weaver's shuttle, and says: "Let me be condemned if I have ever seen any perish for want of clothing or any poor without covering if his loins have not blessed me, and if he were not warmed with the fleece of my sheep."

Many of the nations claim the honor of having invented the art of spinning and weaving, but it is not known who was the first to invent it. The manufacture of woollen is of such ancient date that its early progress is veiled in much obscurity, and it is difficult to fix the precise time when it reached the shores of England, which country, of course, manufactured woollen cloth long before we did. Some authorities say that the knowledge of textile manufactures was brought to England by the Greeks. Sharon Turner affords us a glimpse into the interior of Alfred the Great of England's household. He says the Saxon ladies were so accustomed to "spinning" that just as we in legal phrases and by reference to former habits now almost obsolete, term unmarried ladies "spinners," so Alfred, in his will, with true application, called the female side of his family "the spindle side" of his household, and down to the present day, unmarried ladies are called spinsters. Spinning with the distaff and spindle formed the employment, nay, even the recreation of noble females, and we read that the daughters of King Edwin the Elder employed themselves in spinning, weaving and embroidery. Another account says the king sent his sons to school and his daughters to wool work.

For centuries the distaff and spindle and the spinning wheel were used throughout the European continent by peasant and nobles alike, and were brought to this country by the Pilgrim Fathers and established in the colonial homes of New England, where the various processes, from the shearing of the sheep to the weaving of woollens in hand looms, were the occupations of various members of the household.

After this spinning wheel came the hand jenny. This was invented in 1767 by James Hargreaves. Before this period one person could only attend one spindle and spin one thread at a time. By means of the jenny, one person could work twenty or thirty threads at once, and before long the inventor got the number to eighty spindles. This increase of spinning caused a riot and Hargreaves had his spinning machine destroyed by a mob, and the poor inventor had to flee for his life. He sold his machine to another family who made their fortune by it. The inventor survived this cruel treatment and died in want and distress.

The fibres used in worsted and woollen manufacture are divisible into three great classes.

1. The animal class of which wool,

silk, alpaca and mohair are standard representatives.

2. The vegetable class in which cotton is the principal fibre, jute and china grass having only been applied to the woollen industries to very limited degree, while flax and hemp as yet have found no place in wool fabrics, being used mainly in the production of carpets and bagging.

3. The artificial or remanufactured class, which includes nolls and shoddy. The latter class of materials forms a prominent feature of so-called worsted and woollen fabrics.

Animal fibres, which in woollen cloth production are the most valuable, may readily be distinguished from vegetable fibres as follows: When a flame is applied to wool fibres they curl up, carbonize, and emit a disagreeable smell, whereas the vegetable fibres burn with a flash. A chemical test consists in applying strong nitric acid to the respective fibres; thus, if the acid is applied to wool it turns to a bright yellow, but effects no change in the color of the cotton.

Wool has been defined as a very fine hair. This definition may be said to be theoretically correct. Practically, however, hair and wool are two different fibres. Thus while hair (that of the rabbit and beaver or cow's hair, which is sometimes used in the making of imitation sealskins) is stiff and straight, wool is curly, flexible and wavy. When a lock of wool (i. e., a number of fibres) is drawn between the forefinger and thumb in a reverse direction to the order of growth, or from tip to root, serrations are more or less evident to a sensitive touch, according to the class of wool examined. This peculiarity in the mechanical structure of the fibre comprises the essential difference between wool and all other materials employed in textile manufacture. It is, in short, the factor to which the milling or fulling (?) power is primarily due, or the quality which causes a woollen fabric, when submitted to moisture and pressure, to mat, felt, or in other words, to decrease in length and breadth, and increase in thickness and bulk.

The fibres of wool are extremely fine, varying in the superfine qualities from a fifteen hundredth to an eighteen hundredth part of an inch in diameter. The finest wool grown by any breed of sheep, both in respect to smallness of fibre and quality of staple, is called "lamb's," so termed on account of its being clipped when the animal is about six months old. The second clip is somewhat thicker in fibre and both longer and stronger in staple, and is styled "yearlings," while all subsequent growths are indiscriminately called "fleece," which is generally rather coarser in hair than the two first yields. Nevertheless, there are some very fine fibre wools in this class.

When the manufacturers or designers have decided upon a class of goods and their needs in various grades of wool to produce the goods, the buyers visit the marts in search of suitable grades of wool. This is a most important and delicate task, as upon the skill of the buyers very largely rests the success of all the other workers. The wool purchased, it is turned over to the sorters, who sort it into grades and varieties. The wool from the legs is coarsest, the back next, the neck is another grade, and the sides the finest. The sorting is not carried to the fine limit in grades, that it was years ago. After the sorters are through with it, it is scoured or

cleaned to remove the grease, dirt and impurities. The process is so far developed now that an important by-product of oil is made from the grease. The next step is dyeing or coloring, and then carding. In this branch of the business great improvements have been made in recent years. From the carding room the wool goes to the spinning room, where it is spun into threads. The actual manufacture of clothmaking now commences, as the various threads are made into warps for the looms. This is called warp dressing. John Shirreffs.

To Prevent Windows "Freezing."

The "frost-coated" window is one of the difficult problems for the window trimmer. As the winter season approaches the question becomes a serious one. For the benefit of those who must contend against the frosted glass in the show window, the experience of decorators in the large establishments may be of service.

"Freezing" windows result from unequal temperatures on the outside and inside of the glass. The glass cold from its contact with the outer air, condenses and eventually freezes the moisture of the warmer air within, forming the frost coating. So the secret of treating with the frost question is one of maintaining equable temperatures.

This is more easily said than done, however. It is safe to say that no system is wholly successful in the coldest weather. The best window trimmers differ on methods. Some insist that a system of ventilation between the outside and inside is the proper method of preventing frosting, while others advocate the airtight window as the most successful.

The former method, that of ventilation, has one serious drawback. It gives an entrance for dirt and dust that is eliminated in the airtight window. As a general rule, the latter system is in favor in the largest and newest windows.

The airtight method requires a window built as carefully as a separate room. In fact, in the large stores each window really is a small room. It is sealed carefully and entrance is a small door padded and sealed to prevent any circulation of air through it. All heating apparatus is removed as far as possible from the window to prevent the air inside from becoming heated. By this means some of the largest stores have been highly successful in preventing the formation of frost.

The ventilation method is more available in small windows and in windows already constructed. Every trimmer has his own system of ventilation, but in general it consists of a number of small holes through the casing in which the glass is set, both at top and bottom. This allows the cold air to enter at the bottom and the warm air to escape at the top, creating a current of cold air over the window. The air holes need not be large, and should be covered with fine gauze to prevent dust from entering. As has been said, the dirt proposition is the serious drawback to this system, but it is in very general use.

For the shopkeeper who has no back-ground to his show window no cure can be offered. His case is hopeless unless he goes without heat in his store.

Just a few general propositions about treating the window in winter time may be of use. It is essential to keep heat from the window. In washing the window water should not be used. Invariably it will steam the window. Dry, cold

air is necessary to prevent freezing. Moisture and heat are causes of window freezing.

Alcohol is the best liquid with which to wash windows in winter. A very weak solution cleanses the window and will not add to the humidity of the air.

Old-Fashioned Fobs Reappear.

Authorities on men's dress say there is a growing tendency in New York to revive the old-fashioned fob studded with precious jewels and intricately woven monograms in gold with gems attached as pendants. A few of these were seen at the Horse Show. The monogram was cut out of gold, with precious stones pendant from the monogram the whole design not being over an inch and a half in length, and attached by a few heavy links of gold to the watch swivel. The monogram and jewel hung just outside the vest pocket.

You can measure a man's title to heaven by his deeds on earth.

Ellsworth & Thayer M'n'f'g Co.

Milwaukee, Wis.



Manufacturers of

Great Western Fur and Fur Lined Cloth Coats

The Good-Fit, Don't-Rip Kind.

We want agent in every town. Catalogue and full particulars on application.

B. B. DOWNARD, General Salesman.

Many a Suit of Clothing

has gone on the back of a dead-beat; when the amount could have been saved if the merchant had been a subscriber to the COMMERCIAL CREDIT CO.



PAN-AMERICAN GUARANTEED CLOTHING

will fill the requirements of every retailer who's looking for a "steady" trade in popular price clothing.

It's iron-clad clothing—and the buyer gets an iron-clad guarantee—"a new suit for every unsatisfactory one."

Found we could make better clothing for the same money with Union labor than without it, so we've added the Union Label, too.



Men's, Boys' and Children's Suits and Overcoats. NO CHANGE IN PRICE—\$3.75 to \$13.50.

Better enquire about our Retailers' Help Department—we're giving 14 different kinds of advertising this season. We'll tell you about it and send you samples.

Salesmen have them, too—and we have an office at 19 Kanter Building, Detroit.

WILE BROS. & WEILL
BUFFALO
N.Y.

FIELD ASS'N OF ADV. N.Y.

"Lest Ye Forget"

JOSEPH SHRIER

Cleveland, Ohio



Hats

Caps

Straw Goods

Spring 1903

Our Mr. Clark is now in the northern part of Michigan. If he does not call in time advise us and allow us to send him to you. Our line will be a revelation to you and prove profitable. Only twenty minutes of your time to see our line and it is somewhat different.

WILLIAM CONNOR
President

WILLIAM ALDEN SMITH
Vice-President

M. C. HUGGETT
Sec'y-Treas.

The William Connor Co.

Incorporated

WHOLESALE CLOTHING

28 and 30 S. Ionia St., Grand Rapids, Mich.

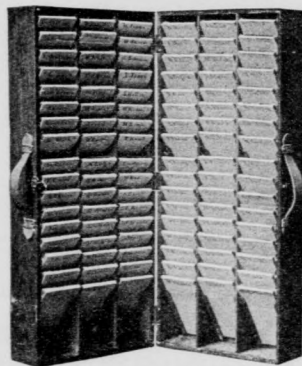
SPRING and SUMMER

line of samples of every kind in ready-made clothing—for Children, Youths and Men. The largest line ever shown by one firm, representing sixty trunks and ten different factories' goods to select from and cheapest to highest grades.

WINTER OVERCOATS and SUITS

We have these on hand for immediate delivery and are closing out same at reduced prices, being balance of KOLB & SONS' line, who have now retired from business. Mail orders promptly attended to. Customers' expenses allowed.

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 book-keeping. 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 St., Grand Rapids, Mich.

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

All Kinds
of
Solid

PAPER BOXES

All Kinds
of
Folding

Do you wish to put your goods up in neat, attractive packages? Then write us for estimates and samples.

GRAND RAPIDS PAPER BOX CO.

GRAND RAPIDS, MICHIGAN

Box Makers

Die Cutters

Printers



Lot 125 Apron Overall
\$7.50 per doz.

Lot 275 Overall Coat
\$7.75 per doz.

Made from 240 woven stripe, double cable, indigo blue cotton cheviot, stitched in white with ring buttons.

Lot 124 Apron Overall
\$5.00 per doz.

Lot 274 Overall Coat
\$5.50 per doz.

Made from 250 Otis woven stripe, indigo blue suitings, stitched in white.

We use no extract goods as they are tender and will not wear.

THE DEAL CLOTHING CO.
TWO FACTORIES.
GRAND RAPIDS, MICH.

AMERICAN CHARACTER.

It Illustrates All That Is Good in Human Nature.

There are two sorts of prophets among us to-day, as there have been in every age of the world. There are the Jeremiahs who constantly preach calamity, and the millennialists who see right ahead the promised thousand years of peace and prosperity, honesty and happiness.

As the latter-day prophets can scarcely lay claim to any divine wisdom or inspiration, we need not regard them with any special consideration, but can appraise their sayings at what seems to be their proper value.

Just now thinkers are asking with no little concern whether the moral tone of human society is improving or deteriorating; whether virtue, honor, honesty, integrity and truth are as highly esteemed as they once were or whether they are growing into disrepute?

The entire organization of society, as it stands to-day, and as it has stood for centuries, is based on religious doctrines and moral principles. The theology of the Jew, of the Buddhist, of the Christian, of the Mohammedan, teaches the existence of a supreme spiritual being who has created all things, maintains supervision over the Universe, and has established laws for the regulation of human conduct, and will finally hold all human creatures responsible for their acts in discharge of the duties and trusts which have been committed to them.

Apart from any religious formulary that appears to be authorized by these several theologies, there are derived from them the principles of truth, justice, honesty, virtue and charity, and upon these human society in every country is based. How strictly or how loosely these principles are regarded makes no difference. They are, all the same, the foundation stones of human society.

It has been the history of the world that every race and nation have at some time or other, in behavior, departed very far from its moral standard, but the standard itself was always there. There was no effort to change it. When they devoted themselves to the gratification of every lust; when they were dishonest from choice; when lying was the rule and everybody was for sale for any purpose, that would command a price, honor, truth, virtue and honesty were still the standard of excellence, and in the very worst periods of social corruption, there were still some who held to them, and measured their lives by them.

We may well believe that those noble principles are divine and eternal, and that, however far society may depart from them, it will in the end go back, just as the pendulum swings from one extreme of its arc to the other. It is feared by not a few that the growth of scientific materialism, by its persistent attacks upon every spiritual conception, will finally banish from human belief the possibility of any spiritual or immaterial existence and all spiritual obligation or duty.

If there be no God there can be no law of his ordaining, and no obligation to obey it. Some of the disciples of "Naturalism" teach that whatever is inherent in the human constitution is right, and that there is no other standard. If this is the law for one individual, it is the law for all, and therefore everyone may do just what may please him, provided he possess the strength and ability to accomplish his will. But

since such unbridled license must bring on innumerable conflicts and unutterable violence, only the strongest will prevail, which is in accordance with the merciless law of the survival of the fittest.

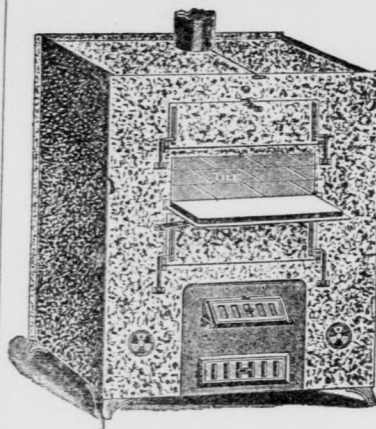
However, although so-called scientists are constantly engaged in their effort to establish the supremacy and sole existence of matter, it should be remembered that the doctrines set forth by them are different only in form from others that have in ages past assailed the Divine existence, and sought to overthrow the standards of the highest morals. It is not to be supposed that the materialism of to-day will have any more effect than did the materialism of antiquity.

But while the Divine and eternal principles upon which human society is founded can never be destroyed, there will be in the future, as there have been in the past, periods of apostasy, of falling-away from truth, justice, honesty and virtue, possibly as wide-spread and far-reaching as any that have ever occurred. These observations have been suggested by an article in the World's Work, in which George P. Morris asks, "Is American Character Declining?" and he answers it by quoting expressions in both the positive and negative of the proposition from many prominent thinkers and writers of the present day.

On one side it is declared that the American people are given over to covetousness and a rage for gain, and they have no other desire or object in view save to pile up wealth so that they may use it as a source of arbitrary power, and for the unlimited gratification of their lusts. On the other side it is set forth there never was such a vast amount of money given to found and endow schools, libraries, asylums, hospitals and other institutions for human relief, and this could not have been done but for the vast accumulation of riches in the hands of a few.

It is also set forth that there never has been a time when the masses of the people were so well cared for as at present. Through combinations of capital they are given transportation to and from their business at the lowest rates. They enjoy conditions of public sanitation and comfort, that were created by the combinations of capital, never before in their reach, while prices, not only of necessities, but even of luxuries, are lower than ever before with wages relatively higher.

It is true that not a few public benefits are the gifts of great capitalists, but all the real progress in human affairs is not due to the money of a few, but to



BAKERS' OVENS

All sizes to suit the needs of any grocer. Do your own baking and make the double profit.

Hubbard Portable Oven Co.

182 BELDEN AVENUE, CHICAGO



Allen Gas Light Company, Battle Creek, Mich.

Walloon Lake, Mich., Nov. 22, 1902

Gents—I write to tell you that the Gas Lighting Plant you put in for me last June is perfectly satisfactory; I have never had the least trouble with it and consider I have as good a light as it is possible to have. Wishing you every success with your machines, I am Yours truly, A. E. HASS.



NOT AT ALL OFFENSIVE

SCW.
5¢ CIGAR

BURNS 90% AIR



SIZE: 6 IN. X 24 IN.

ALMOST EQUALS SUNLIGHT COSTS BUT LITTLE MORE

COMPLETE GAS PLANT IN ITSELF

COST OF GAS

City Gas costs you from 9c to \$2.00 per thousand feet. The Perfection Machine makes it for 11c. Figure out the saving in a month.

Ordinary Gasoline, 72 degree test, furnishes the illuminating power. Cheapest and best method of lighting known to-day, except sunlight. Amount saved on your lighting bill will pay for a plant in a few months.

Atmospheric changes do not affect this light. The mechanical construction of the "Perfection" Machine is of such a substantial nature that they will last for years. In short, there is nothing about them to wear out.

There are many other points of advantage gained by the adoption of this system of illumination, about which we would be pleased to tell you.

Mail us diagram of your store or building and we will promptly quote you cost of plant. Price list and references furnished on application.

The Perfection Lighting Co.
17 S. Division Street, Grand Rapids, Michigan



NEEDED IN STORES, HOTELS, CHURCHES, LODGES, SALOONS, RESTAURANTS, ETC.

ACTUAL COST 2 3/4¢ PER HOUR.

1000 CANDLE POWER NO UNDER SHADOW.

ACTUALLY SAVES 75% UP-KEEP OF ANY OTHER LIGHT.

LONG DISTANCE—BOTH PHONES 2090.

the taxation drawn from the great body of the population.

The development of public education, the sanitation of cities, and the improvement of public utilities are wholly the work of the people at large. They are but little beholden to great capitalists for any improvement in that direction. However, there is nothing inherently wrong in the possession of great wealth. It is in its use that good or evil may reside. If wealth be used to encourage art and literature; to add to the beauty and splendor of cities; to relieve the necessities of the helpless; to advance science and increase human knowledge in matters where it would otherwise be unattainable, and to promote the mental, moral and physical well-being of the people, its work is beneficial; but if it be used to widen the gulf between the poor and the rich, to humiliate the former and reduce them to a state of dependence; if it be used to control the judgment of courts and to buy up political influence and to force the votes of legislative bodies, and to flaunt vice and debauchery before the eyes of the world, with the boast that wealth creates a power that is above law and can defy public opinion, then, indeed, is great wealth the agent of the greatest evil.

Unfortunately, some of the newly rich Americans who aspire to lead in fashion and social life, have so demeaned themselves before the world that they have been made the subject of the severest criticism in the American press. They have violated all decent custom and defied the plainest laws of morality. Their example will be far-reaching. It will do much to lower the moral tone of all who are brought in contact with such manners. Nevertheless, the great body of the American people is so far removed from such influences that it must be a long time before there can be any extensive corruption of morals and manners, but doubtless the down-hill movement will go on until the bottom is reached, when there will be slow but steady reaction. Society will pass through the same changes and vicissitudes that have heretofore characterized it, for there is nothing new under the sun.

American character in public and private life has accomplished lofty achievements, and we may hope that it will always, in great emergencies, reach the highest results. Based on honesty and a high regard for truth, and encouraged by noble ideals, and inspired by lofty aspirations, it should be able to show the world that it illustrates all that is good and great in human nature.

Frank Stowell.

Man's Ability as a Shopper.

It seems man's province in life to tell woman how to economize, but when it comes to saving money himself, Mr. Man does not show much ability.

A stout bachelor went down town the other morning to buy towels, sheets and pillow cases for his apartments. He and his brother had argued long and earnestly over whose duty it was to face the enemy, the saleswoman, and make these purchases, but the brother had very meanly gone away up North before the discussion was ended, and when the stout man had to wipe his hands on the fringe of the towels because the center was worn away, and had to cover the holes in the pillowcases with his handkerchiefs, he decided that, his turn or not, he would have to make a raid on the stores.

By way of preparation he read all the advertisements carefully. Then he decided that 5½ cent towels would do very well, and 49 cent sheets.

When he reached the shop, he selected with greatest care the smallest and meekest looking girl behind the counters.

"I want to see some towels," said he.

"What price?" asked the clerk.

"All prices," said the man; "how do I know what sort I want until I see them?"

The young woman placed a number of different sorts before him.

"I'll take a dozen of this kind, and six of this and six of this," said he, rapidly pulling out three samples.

"What's that? No, I don't care whether they are fringed or not—er, by the way, the fringe catches in buttons, so perhaps you'd better send me the cross-stitched ones."

The girl put aside some hemstitched articles. "These are 50 cents apiece and the others you bought are 39."

"All right," replied the man. "It doesn't make any difference about the price so they're big. Now show me some sheets like a good girl. I see by the medal that you wear around your neck that your name is Mary Murphy."

Now, Mary, if you'll sell me some sheets in ten minutes, so I can get in some quiet place, like a telegraph office or boiler shop, I'll send you a box of candy."

"What sized sheets?" asked Mary, hopefully.

"Assorted sizes, then some of 'em will be sure to fit. Yes, the 75 cent sort with that tuckery little stuff at the hem will do."

"Come again," said the clerk, as she handed him the change.

"Not on your life!" promptly replied the man. "These things will last for two years, and it's my brother's turn to shop next, so it will be four years before I see you again, Mary. Good-by."

He was halfway home before he made another remark, and this was to himself. "By George!" he said; "by George! I forgot all about the 5½ cent towels and the 49 cent sheets, so I've lost my last chance of getting a bargain until 1906, and I've spent a lot of money, besides, that I might have bought refreshments for the boys with. Too bad! Too bad!"

A Word of Advice.

"My boy," said the old gentleman in a kindly tone, "there's only one thing, that stands between you and success."

"And what is that?" asked the youth. "If you worked as hard at working," explained the old gentleman, "as you do at trying to find some way to avoid working, you would easily acquire both fame and fortune."

You can not scatter sunshine out of a face like a vinegar cruet.

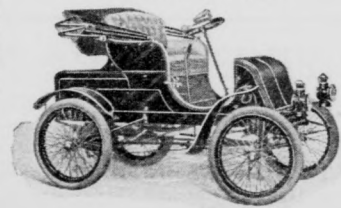
Gas or Gasoline Mantles at 50c on the Dollar

GLOVER'S WHOLESALE MDSE. CO.
MANUFACTURERS, IMPORTERS AND JOBBERS
of GAS AND GASOLINE SUNDRIES
Grand Rapids, Mich.

All parties interested in

Automobiles

are requested to write us.



We are territorial agents for the Oldsmobile, Knox, Winton and White; also have some good bargains in second-hand autos.

Adams & Hart,
12 W. Bridge St. Grand Rapids

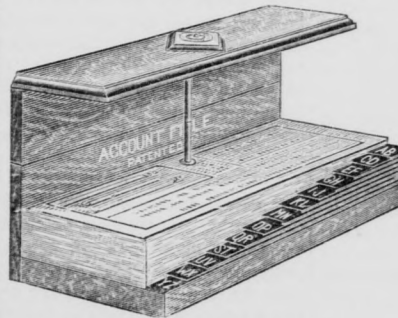
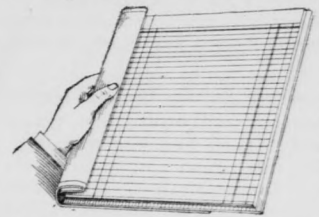
Save Time in Taking Inventory

Loose sheets held securely in removable cover. Can be removed instantly. Many persons can work at same time.

Most Practical Scheme Ever Devised

Send for full particulars.

Barlow Bros., Grand Rapids, Michigan



Account Files

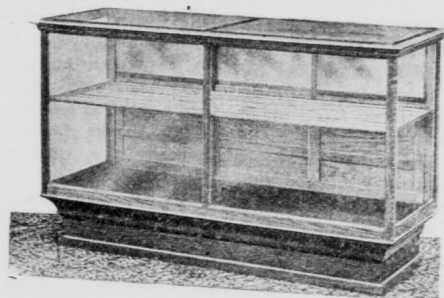
For petty charges of the busy grocer. Different styles. Several sizes.

THE SIMPLE ACCOUNT FILE CO., Fremont, Ohio

500 WHITTLESEY STREET

Grand Rapids Fixtures Co.

A new elegant design in a combination Cigar Case



Shipped knocked down. Takes first class freight rate.

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

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

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

F. C. LARSEN COMPANY



Wholesale Groceries and Provisions
Crockery and Woodenware

61 FILER STREET Telephone 143 MANISTEE, MICH.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—There are no open price changes on heavyweight brown sheetings and drills. The tone of the market is easy and it is more than possible that a good sized order would secure favorable prices. Holders are not pressing matters, however, anywhere. Ducks show a quiet market at previous prices and brown osnaburgs are dull although prices are quoted the same. There has been only a moderate demand for bleached cottons this week, somewhat below the recent average, and buyers are taking only what are necessary. There seems to be an idea prevailing that lower prices are likely to be made in the near future. Low grade bleached cottons are somewhat irregular with a tendency to favor buyers and business in wide sheetings has been dull. Cotton flannels and blankets have shown but a small business, but principally due to the lack of ready supplies. Coarse colored cottons are sold considerably ahead and there is practically nothing in stock to draw from and prices are naturally firm in spite of a very moderate current demand.

Linings—Linings have seen a quiet week with demand only for immediate necessities. The buyers show no inclination to purchase ahead, but the total amount booked for quick delivery has been fair. A comparison of orders shows that business has continued to be better for the finer grades of linings than in the lower class, principally for mercerized and allied finishes, but even in these goods the amount on orders has been somewhat below that of a week ago. Kid finished cambrics have shown a small demand only, although sellers hold their lines fairly steady. Silesias are dull in the finer grades, with a moderate demand for lower lines. The clothing trade has bought fairly well of cotton Italians, twills, Alberts, etc., also cotton warp Italians, mohairs, Alberts and other bright fabrics.

Dress Goods—Developments in the initial dress goods market are few and not markedly important these days. There is business under way all the time. Goods are being charged up, but the buying, as is generally the case at this stage of the season, is not concerted and lacks in feature and volume. The fall season is a thing of the past, yet here and there a customer appears who wants a limited yardage of some particular fabric for immediate use. The initial market has finished up its heavy-weight season in pretty good shape, and in not a few cases manufacturers have been unable to take care of all the business that was offered to them. Leading manufacturers of staples found a ready market for their output. Manufacturers of suiting fabrics also did an excellent business on staples and semi-fancies. Stocks exist in certain directions, but information at hand indicates that they are comparatively light. Fabrics of the zibeline order, snowflake effects, fine light mohair effects, neat green and blue plaid effects, etc., have finished the season in strong shape, and as regards broadcloths, chevots and cloaking kerseys it is but necessary to say that buyers in many cases found it difficult to cover their requirements. Despite the fact that the fall has been an open one, cold weather and snow being lacking to an unusual degree, the retailer is credited with having done a good business, thus enabling jobbers to cut down

their fall stocks in good shape. The cutting-up trade have had a good season. The walking suit has been a winner and so has the Monte Carlo jacket.

Underwear—Ribbed underwear, as far as it has been placed on the market, is practically at last year's prices. Some lines opened at advances over last year, but even they could not sustain their quotations and came down. We do not find, after a canvass of the market, that there are any prices below last year's, but there are some that show slight advances. There have been good orders taken, although the buyers, as in other parts of the market, are not especially enthusiastic. Practically all lines of wool goods are on the market, but the business up to date has been of an unimportant character. This week or next two or three of the prominent lines will be placed on the market, lines that are considered strong factors in the trade and that will have a steadying influence.

Hosiery—A number of lines of hosiery are being shown for next fall, but still the market is far from open and there are a good many that will not be shown until after January 1. In spite of this, however, the early lines have secured a fair amount of business at prices varying only slightly from last year's. As there has been considerable stock in the agents' hands up to the present date, some of the orders have been booked from this and as a result prices could be made lower than on new productions and buyers may not realize this fact and will demand this same level of prices for new goods. Fleece hosiery has been shown for the coming year at prices practically the same as last. The demand for immediate delivery has been of a less important nature this week than previously, although goods under contract are wanted as quickly as possible. Duplicate orders for spring are being received in a small way, but they are of little importance.

Carpets—The carpet manufacturing business is all that could be wished for at the present time. Weavers on all lines and grades report plenty of orders on hand, orders that were taken some weeks ago. This may be said to be particularly true of the large Eastern mills, which are not in a position to take any more business before spring. Weavers in Philadelphia as a general thing are sold up for weeks and even months to come and orders in goodly amounts are being put in their direction every week for acceptance or not, as they see fit. Prices are quoted in full accordance with the initial opening figures and in some cases higher prices are obtained. Jobbers are of the same frame of mind as the weavers and little difficulty is experienced in making terms, provided deliveries can be made at a period satisfactory to the buyers. The high price of yarns, together with the well-cleaned up worsted market, keeps values pretty strong and even. Contracts for worsted

Don't Wait 5 Days

But go through your stock now. If you are apt to need any Mackinaws, Kersey Coats, Covert Coats or Waterproof Duck Coats order by next mail. A good snow storm will make quite a difference in our line of sizes.

**Grand Rapids
Dry Goods Co.,**
Grand Rapids, Mich.
Exclusively Wholesale



Last Chance Before Christmas

We still have a good line of Mufflers, Neckties, Handkerchiefs, etc., for the Christmas trade.

Mail orders and telephone orders will receive prompt attention.

P. Steketee & Sons
Wholesale Dry Goods, Grand Rapids, Michigan

Secure the agency for the
**FAMOUS QUICK MEAL
STEEL RANGE**

Write for 1903 catalogue

D. E. Vanderveen, Jobber, Grand Rapids, Mich.

QUICK MEAL



QUICK MEAL

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

FOR FIVE YEARS NOW THE BRILLIANT

Gasoline Gas Lamps have been on the market and
THOUSANDS IN DAILY USE

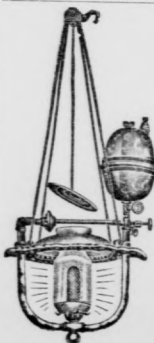
all over the world in Stores, Homes, Churches, Shops, Streets, etc., are giving perfect satisfaction and 100 candle power light at about

FIFTEEN CENTS A MONTH

THE HALO PRESSURE

gives 500 candle power light at about 60 cents a month. Write for new catalogue. Agents wanted in every town.

BRILLIANT GAS LAMP CO., 42 State Street, Chicago



yarns for nearby deliveries at the present time are very difficult to make and in many cases weavers must be content with promises of yarn shipments beginning in the early spring months. Spinners are anticipating their wants to a large extent by contracting for large amounts of raw stock, which in many cases are taken before the wools are made ready for shipment on the other side. Desirable stocks are greedily taken up, which leaves little, if any, surplus wool of that nature on the market. Western jobbers talk very encouragingly of the market in the near future from their point of view, and if prosperity continues and the monetary situation is not too unfavorable, by the time the next season is ready to open there is no reason why there should not be a good, active, healthy business. The ingrain trade is active. Every loom thereabout is put to its greatest capacity in turning out the goods. The best all-wool grades as well as the supers of the better order, are commanding the largest amount of attention especially in the lines selling at about a half dollar. Weavers of cotton and granite ingrains are doing a very fair business at fairly good prices.

Rugs—Rug weavers are up to their eyes in business. Orders placed are very heavy, which promise to keep the weavers busy for months to come. All lines share alike in the demand. The large carpet-sized Wilton and Brussels rugs are sold away ahead of production and prices paid range from \$1 to \$2 over those of last season. Small Wilton and the small-sized cheaper rugs, such as the Smyrnas and moquettes, are in good request.

One of Nature's Unsolved Problems.

Applications are frequently addressed to the United States Fish Commission for small quantities of eels' eggs, which are wanted for stocking ponds and streams. In every case the reply is a refusal, simply because the article demanded is not obtainable. Nobody ever saw an eel's egg, and even the experts do not know whether this species of fish lays eggs or not. For all that anybody can assert to the contrary, it may bring forth its young alive, as do some kinds of sharks.

It is one of the greatest puzzles that naturalists have ever tackled; for eels reproduce their kind in the sea, and never anywhere else. The shad and many other marine fish leave the ocean at spawning time and run up the rivers to lay their eggs, whereas the adult eels, which are ordinarily fresh-water creatures, descend the streams and seek the salt water for precisely the same purpose.

This is why nobody ever saw an eel's egg. Only a few years ago the famous German savant, Virchow, published an advertisement offering a reward for a female eel bearing spawn. It was copied in a multitude of newspapers, and, as a result, packages of eels were forwarded to the scientist's address from all over Europe. Considerable embarrassment was caused in this way, many of the consignments arriving in a decidedly unpleasant condition; but there was never so much as a single egg-bearing eel among all of the thousands received.

The presumption is that eels do lay eggs. It is certain that the young ones promptly make for the mouths of the rivers and ascend them. They proceed up the streams in veritable armies, and sometimes travel considerable distances over dry land in order to get around an obstruction. In spring and early summer hundreds of carloads of them, literally, may be seen wriggling over the rocks and squirming about in the troubled waters at the foot of the Niagara cataract. Of course they can not get over the falls, and so there are

no eels in Lake Erie, except those which have been planted there.

The upper Great Lakes have been planted by the United States Fish Commission with eels in great quantities, and they thrive and grow apace, although with no means of getting to the sea. They do not breed under such circumstances, of course, but any landlocked body of water may be stocked with them to advantage notwithstanding, inasmuch as the young ones are obtainable in unlimited numbers at a very small price. They are useful as scavengers, and (although some people have a prejudice against them) they are one of the most delicious fish for eating.

Do not get the idea that because you are a small advertiser you must keep still—you may be able to help somebody, somewhere, with your advice just where it is needed the most. Practical ideas of advertisers are always valuable to another advertiser.

WRAPPERS

Full size. Perfect fitting. Modern styles. Choice patterns. Carefully made. Prints and Percales. Lawns and Dimities.

Price \$7.50 to \$15 per dozen.

Send for samples. Manufactured by the

Lowell Manufacturing Co.,

91 Campau Street, Grand Rapids, Mich.



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.

Kent County Savings Bank Deposits exceed \$2,300,000

3½% interest paid on Savings certificates of deposit.

The banking business of Merchants, Salesmen and Individuals solicited.

Cor. Canal and Lyon Sts. Grand Rapids, Michigan

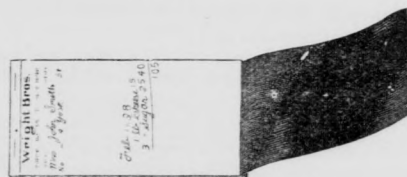
USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

Duplicating Order Pads



Counter Check Books

Simplify your work. Avoid mistakes. Please your customers. Samples and prices gladly submitted.

The Simple Account File Co.

500 Whittlesey St.,

Fremont, Ohio

We not only carry a full and complete line of the celebrated

Lycoming Rubbers

but we also carry an assortment of the old reliable

Woonsocket Boots

Write for prices and catalogues.

Our assortment of combinations and Lumberman's Socks is complete. "Our Special" black top Felt Boots with duck rubber overs, per dozen, \$19. Send for a sample case of these before they are gone.

Waldron, Alderton & Melze,
Saginaw, Mich.

The Acme of Perfection for Lumbermen and Farmers

Red Cross Protector



Goodyear Glove Duck Rubber combinat on Leather and Warm Lined Waterproof Canvas Top, 16 in. high, per pair,

\$2.20

8 in. grain top duck R. E. \$1.75
10 in. grain top duck R. E. 2.00
16 in. grain top duck R. E. 2.50

Hirth, Krause & Co., Grand Rapids, Michigan

Shoes and Rubbers

Commission on Sales the Ideal Method of Compensation.

The principle of paying salesmen by a fixed rate of commission has become thoroughly in vogue in the wholesale trade, and is apparently the most satisfactory to manufacturers, the wholesale trade and their salesmen.

That the cost of selling a given article of merchandise should be based on a certain fixed percentage of its selling price seems to be the most logical and consistent method of covering the cost of distribution. If this principle is a true one, will it not in the near future obtain a hold on the retail business and result in retail salesmen receiving a fixed percentage of their sales in lieu of a fixed salary?

It seems to us that this plan is feasible. Fixed charges are the bane of a business. The merchant employing a numerous staff of helpers looks on the dull season with horror, knowing that to hold his trade he must practically retain his full force of employees, with their weekly salaries going on as before, and he must stand all risk of loss.

With this in mind he may say to himself, "If I could adjust clerks' compensation (the heaviest item of the expense) so that my men would share results proportionately with me when trade is good or otherwise, I would be more than willing to see them properly compensated according to their worth and the results they produce."

It ought not to be a difficult matter to calculate percentage of selling expense, and what each pair of shoes in the store might properly yield to the salesman as a return for selling it. The correct gauge of the retail salesman's value to the business can not always be ascertained by considering the volume of his business in dollars and cents. So men take naturally to selling low-priced and medium-grade goods, and being anxious to make a quick sale, find that they can make the biggest book by confining their efforts to the bargain end of the business; others, again, take a natural pride in selling fine goods and using their best efforts along this line, intelligently handling their customers and leading them up to the purchase of a better article than perhaps they otherwise would have bought, and thus not alone making a better profit for the store, but also going to a greater length in giving the customer a satisfactory article and one which will enhance the reputation of the business.

Would it not be possible so to mark every pair of shoes in the store that the sale check turned in at the desk would show just what the salesman would be entitled to as a commission on the sale of each particular article? We do not know of any business where this principle is generally in vogue. Of course, the giving of a "P. M." or "spiff," as it is known in some localities, on slow-moving goods is an old and largely-used idea, but as a rule it is applied only to slow-moving and undesirable merchandise on which the merchant is willing to offer a premium to have them disposed of. The P. M. principle sometimes works out to the great disadvantage of the business, inasmuch as the salespeople, in their anxiety to add this extra stipend to their weekly guaranteed income, will push the P. M. goods toward customers who would very likely have bought a better and more satisfactory article. When this habit becomes fixed the merchant frequently

finds what may seem to be a concerted action on the part of some of his salespeople, or perhaps all of them, toward making their showing largely on the P. M. goods. They put all their efforts into the P. M. line, with the result that the regular business suffers and lines which should be sold without any premium frequently lack for customers, while the other goods, which usually show no profit, are being handed out entirely too freely. In return, this promotes a tendency on the part of the merchant to use the P. M. too freely, knowing that it is effective, and feeling himself helpless against the habit, which is now thoroughly entrenched in his business.

The idea we suggest here is to do away entirely with the fixed salary principle. The competent salesman whose average sales measure up pretty regularly to a certain amount might be given a guarantee or drawing account, against which could be credited the commissions that he earned. Settlements could be made monthly in case of any surplus, and if there was a deficit—or, in other words if the drawing account exceeded the amount of commissions earned—the merchant could very quickly decide as to whether he was warranted in continuing that man on the same guarantee, or whether it would be wise to carry forward the deficit, to be reduced by the surplus earnings of the next and perhaps a busier and more seasonable month.

We believe, on the whole, that salespeople would welcome such an innovation. They would immediately be spurred on to greater efforts in making sales in lines which yielded the best rate of commission, which, of course, would be the higher priced and better goods. An ambitious and energetic man would feel that his wage depended only on his own ability to sell merchandise, and that the more he sold the larger his reward. The poor salesman who lacked ambition, and whose weekly salary on the fixed-charge principle would perhaps be in excess of what he would be justified in drawing if the amount of his commissions were carefully kept, would very quickly discover himself out of the race; and as every salesman in the store would be on exactly the same basis, there could be no cry of favoritism, every man having an equal chance and not being able to point to the fact that he ought to have a raise in salary because "Smith or Williams, who did not sell any more shoes than he did, was getting a little more money." It seems to us that the only thing necessary to successfully put such a plan into operation would be to devise a system of tickets or lot numbers on which would be key figures for the rate of percentage to be paid. For instance, let us assume that a merchant could afford to pay 25 cents a pair for every pair of \$3 shoes that his salesmen disposed of, and say that the lot number on a certain line of \$3 shoes was 463. Could they not be marked thus: "No. 463-25?" In making out his sales check the clerk could very easily put the number on that check, and as in every well-conducted store every article sold is compared with the sales slip at the wrapping-desk before being delivered to the customer, there ought not to be any possibility of a mistake or error. In case a line of goods were marked down, this number could easily be changed, and the same principle could apply to every article in the store. It would seem that on this plan

Mr. Retailer

Our line is complete. Salesmen will call soon. Wait for our Ladies' specialties; they retail at

\$2 & \$2.50

Made in
All Leathers

The Lacy
Shoe Company
Caro, Mich.

O. YES!

We make other shoes beside the Hard Pan, and good ones, too. But our Hard Pans receive the most painstaking attention from the moment the order reaches the factory. The upperstock, the insole, the outsole, the counter, the gusset, even the thread, and every smallest part are most carefully selected, scrutinized and examined. And the greatest watchfulness is exercised in putting these parts together; every process is closely followed, every mishap guarded against. Everything is done and nothing left undone to produce the greatest wearing shoe that can be made out of leather. To make our "Hard Pan Shoes—Wear Like Iron" is our greatest ambition. Try them.

HEROLD-BERTSCH SHOE CO.,
MAKERS OF SHOES GRAND RAPIDS, MICH.



Women's Blue Cross Shoes

Have no equal for
comfort.
They have rubber
heels.

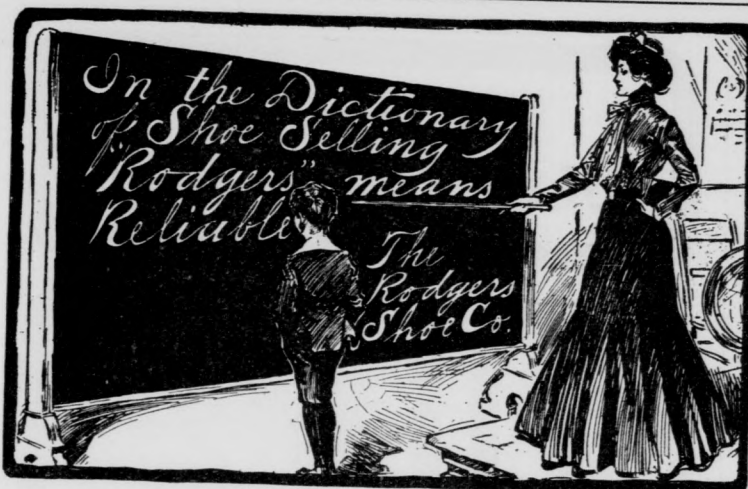
Geo. H. Reeder & Co.
Grand Rapids, Mich.



Anticipate Your Needs for Hood and Old Colony RUBBERS at once

You will surely require a big lot before the winter is over and we can take care of you in good shape. We are headquarters for these goods in this part of the country.

The L. A. Dudley Rubber Co.
Battle Creek, Michigan



YOU WILL FIND

This cut on all our cartons. We stand behind our assertions; if goods are not as represented, remember that the railroad runs both ways. We will send the following shoes on approval **because we know you can not better them.** "Honesty is the best policy," so we are honest in what we advertise. Three of our good things made by us at our Northville factory are:

- No. 236. Men's Boarded Calf, Heavy $\frac{1}{4}$ D. S., Brass Stand, Screw, French, Bals.....\$1 50
No. 230. Men's Boarded Calf, two full Sole and Slip, Brass Stand, Screw, French, Bals.... 1 60
No. 231. Men's Boarded Calf, two full Sole and Slip, Brass Stand, Screw, Tipped, Bals.... 1 60

Each pair with a guarantee tag attached

The Rodgers Shoe Company, Toledo, Ohio
FACTORY, NORTHVILLE, MICH.

the percentage that the merchant would have to pay for selling his goods could be established and not fluctuate a great deal. If the salespeople were properly instructed on this matter, and encouraged to permit their surplus earnings at the end of the month to remain to offset any deficit of the dull months, a very satisfactory and equitable basis of compensation could be arrived at. The merchant could even afford to pay 4 per cent. interest to the clerk on any undrawn surplus earnings that he may have to his credit, and which he might want to leave in the store, the interest to be calculated on the average surplus balance each month, although the usual habit would undoubtedly be to draw much or all of the surplus earnings as fast as they accumulate.

We offer this idea only for consideration. If it should appeal to any shoe dealer sufficiently to warrant its adoption, we should be very glad indeed to know how it works out in practice. It may be that some merchants are already working on this basis; if so, we would be very glad to hear from them and print their experience.—Shoe Retailer.

The Question of Shoe Buying.

The question of shoe buying for the different seasons as they succeed one another is one of the utmost importance to those engaged in the business, whether wholesale or retail. Correct buying is justly regarded as the first step to success. There can be no doubt about this. It is the ambition of every man and boy employed in the retail shoe business, and the ambition is commendable, to win his way to the position of buyer. Such a laudable longing is worthy of encouragement. But when it is attained the responsibility which belongs to it causes no little anxiety, especially to him who is not well equipped to discharge its duties.

In these days of substitutes in leathers, and imitation in shoe construction, dexterous indeed must the buyer be who can, with pretense to any degree of accuracy, gauge the true wholesale value of the samples presented to him. Some buyers have the utmost confidence in their judgment; such a feeling is all right, provided it is justified by results. Others are quite the opposite.

Speaking on the subject of shoe buying, a well-known manager of a shoe department, remarkable for candor, says:

"I have more confidence in the character of the shoe manufacturing concern from which I buy my shoes than I have in my own judgment or ability in that direction. When a salesman comes to me with samples and announces the

name of the house which he represents, I know in one instant, say, that such a house makes a line of shoes made to retail at \$5. Without looking into the quality of the shoe, I know the house stands behind it and that no one can buy it less than a regular figure. Such a line usually has value in it, and the character of the manufacturer is bound up in it.

"Another salesman comes along later, and by the name of his firm I at once gauge the value and standing of his line, and from him I buy, say, my \$3.50 shoe, and so on. In acting thus I believe I take less risk than if I were to throw my judgment upon its own resources, and act accordingly. I take this course because, candidly speaking, I know little about the real value of a shoe, when it comes down to accurately estimating."

This man started in as salesman in a retail shoe house at an early age. He was particularly bright and possessed considerable dexterity at shoe fitting. His sales were large and his ability arrested the attention of the head of the house. He was gradually moved up to assistant manager and when an opening occurred in the department referred to he got the buyership. But, as he said, with all his experience in shoe fitting, what did he really know about the real value of a shoe?

Estimating at its proper limit his technical knowledge of shoe material, he perhaps wisely decided to depend upon the character of the houses from which he bought for sustained grade of work. Whatever security such a course may afford, it is always well not to depend too far upon character in this respect.

The most efficient buyer is undoubtedly he who combines a knowledge of the wants of his trade with a certain degree of insight into the value of the leather and general material that enter into the construction of the line. There is a safety and a security in the decisions of a man who has this knowledge and, provided he exercises it with care and discretion, the results which follow are usually satisfactory.—Shoe Trade Journal.

Echo is merely a reflection—that is all an imitation is—and a bad one, at that.

National Fire Insurance Co.

of Hartford.

W. Fred McBain,

Grand Rapids, Mich.

The Leading Agency,

Mayer's
COMFORT SHOES

Embrace every feature that goes to make style, comfort and durability. Our gored shoes run just a little ahead of anything made by our competitors. The goring used in the production of these shoes is the very best made and will retain its strength until the shoe is worn out. All styles and grades. Dealers who handle Mayer's Shoes have the advantage of handling a product that is backed by a liberal advertising appropriation. For prices and particulars address

F. MAYER BOOT & SHOE CO.,
MILWAUKEE, WIS.



OREGON CALF LONG TAP

We make this shoe for men who want a soft and pliable, but durable, upper combined with a heavy sole for hard every-day wear. Costs more than the average shoe of its class and is better than it costs.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Michigan

Clerks' Corner.

Ten Dollars a Week Instead of Six.
Written for the Tradesman.

The proprietor of the store down on the corner opened his eyes that morning and groaned when he had come to full consciousness. He had a job on hand which he "dreaded wus'n pizen." In spite of everything said to the contrary, breaking in a clerk, no matter where it was in the line, was always a "tough job" and he shrank from it accordingly. He began to wonder if he had not had enough of it and whether he could not put it off upon somebody else. Nobody else in his place was doing it; and what difference could it make to him if the floor was not swept quite so thoroughly as he would like it? He could hold the old hand responsible and in time the thing would come around all right. He had a good mind to try it just for a little while, anyway, to see how it would work.

By the time, however, the idea began to sink in, he sprang up as if a bee had stung him and began to dress himself in haste. He looked at his watch, to find that he had slept a half hour later than usual. Rushing down into the dining room, he found Mrs. Bostwick and Morris calmly finishing their breakfast.

"Why under the sun didn't you call me when breakfast was ready? Of all the mornings in the world to be late at the store this is the worst. That new clerk has got to be broken in and I'm the only one to do it. Here 'tis half-past seven and I ought to have been down there all of an hour ago. Just give me a cup of coffee and a piece of bread and I'll be off."

It was no use to try to stop him. Years of experience had taught Mrs. Bostwick that; and growling at the fate that had made him late he hurried down to the store. Finding that his instructions as to opening the store would have to be postponed for a day, he entered the establishment and found young Zack busy with a customer.

"Best potatoes in the market; and all the way from Greeley, Colorado. Aren't they beauties? Better take the bag, hadn't you?"

"M—well, that depends. I don't know much about Greeley potatoes, but I do know something about human nature and if you don't mind I'd like to see how they look at the bottom of the sack."

For an instant the Bostwick temper came near getting the better of its owner. Nothing but the desire to see how the new clerk would act under the fire which a wide experience had taught the proprietor was about to occur could have prevented him from taking a hand. The store on that particular corner was known the city over for the excellent quality of its goods and had been the headquarters for the Greeley potatoes ever since they had made their appearance on the market. Never a poor one and never a small one had so far entered that door and when his clerk was challenged in that way, it was "time for the old man to step in;" but he didn't. He walked on to the office and took a position where he could see and hear without being observed and waited.

When the charge of cheating was made, Zack pushed back the little skull cap that he was fond of wearing and looked at his customer with a pair of wicked blue eyes. A sharp reply sprang to his lips, but they smothered it, and an instant later the bag was opened

at the bottom by a flashing jack-knife in the hands of the angry clerk.

"There they are," he said. "Any fault to find with spuds of that make-up? Likeliest lot your eyes ever looked at, I can tell you that."

"That's right so far as the ends of the bag are concerned; but how about the middle?"

"That's how!" and suiting the action to the word, the bag was placed upon the floor and the same keen knife cut it from bottom to top. The potatoes, as if glad to get out of prison, rolled over the floor and showed to the doubting customer that for once, at least, he had been mistaken.

"Does that look as if Bostwick & Co. were trying to do a little five-cent niggling? What do you say now?"

"Nothing. The potatoes are all right, as handsome a bagful as I ever put my eyes on. I'll take five cents' worth."

A sound very much like smothered profanity might have been heard in the direction of the office, but Zack MacIntosh was too dumbfounded to hear or notice it. He looked at his customer to see if he really meant it. "Five cents' worth!" he exclaimed. "We have always considered our Greeleys the gem potato in the market; but you are the first customer I've had who has thoroughly appreciated what he was buying. Five cents' worth. Let me see how we can manage it."

He poked over the potatoes as he spoke and finally picking out the smallest one cut it in two unequal parts, took the smaller one and called out to a fellow clerk, "Say, you Tom, bring me some of that fine tissue paper, will you, and be lively about it. Pete, have one of the delivery wagons ready for the goods by the time they are done up. There you are, sir. Five cents, please;" and he pushed across the counter a neat little package in white tissue paper, daintily bound with a delicate blue string.

"You think you're d—d smart, don't you, you cuss!"

A look of supreme surprise lifted the eyebrows of the clerk. "Never once thought of it. Too busy thinking that, if your purchase looked as big to your stomach as it did to you, for the next three or four days you'd go around with that stingy little belly of yours puffed out like a pollywog!"

The buyer of spuds left the store without his package of potatoes, indigoing the atmosphere as he went, and Zack, with an "I'll be everlastingly kicked!" started straight for the office.

"It's more than likely you don't want me any longer—I saw you looking on—but if you have many customers like that one and they have to be treated decently, I don't want to stay. Shall I go?"

"What time did you get here this morning?"

"I don't know; it was before the store was opened."

"Who told you how to sweep and dust—you did it I suppose?"

"Nobody. Yes. Then that d—that thing came in and I had to wait on him. Shall I go?"

"Go! Not if ten dollars a week will keep you. You are the chap I've been looking for for the last three months. Go out and take care of that customer who has just come in. If you do your duty as handsomely by that one as you have done it by the first, you'll stay here as long as we have any store."

So Zack MacIntosh went to work at ten dollars a week instead of six; and, do you know, that old man Bostwick says he said ten all the time!

Richard Malcolm Strong.

A Solution of the Fuel Situation

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Guaranteed.

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refunded
if not
satisfactory.

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\$3.75.



There is no reason why it should cost any more to heat your house this year than during previous winters. A ton of coal costs more money, but

Burton's Fuel Economizer

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25 to 50 per cent.

and heat additional space. Used with any kind of fuel. Cannot become clogged with soot. Write for catalogue J and testimonials.

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The Fuel Economizer Co.
160 W. Larned St., Detroit, Mich.

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We are the largest wholesale hardware dealers in the State of Michigan. We have thousands of pleased customers and would be pleased to class you among them. Let us tell you about our stock.

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Mixed Paint, White Lead, Shingle Stains, Wood Fillers
Sole Manufacturers CRYSTAL-ROCK FINISH for Interior and Exterior Use.

Corner 15th and Lucas Streets, Toledo, Ohio.

CLARK-RUTKA-WEAVER CO., Wholesale Agents for Western Michigan

CHRISTMAS GIFTS.

Experience of One Grocer in Giving Presents.

I was talking one day last week with a grocer in a New Jersey town of about 10,000 people. Signs of Christmas were already in the air and one of the clerks was busy trimming the place with evergreen.

"You get around the country a good deal," remarked the grocer to me. What are grocers coming to think about giving Christmas presents to their customers? Do you think as many do it as used to?"

"I do not," I answered. "I think the practice is almost entirely disappearing. Some grocers do it yet of course, and some always will, but one by one are gradually abandoning it. It is liable to make such a fuss, you see, and then it is expensive."

"I never gave my trade anything at Christmas before last year," said the grocer, "and I was just considering whether to do it again this year."

"How did it work last year?" I asked.

"Well," he said slowly, "it did not work very well. Still, I have sort of thought that my customers would expect it this year, because they had it last."

"That's the point," I said, "and you had better get out of it, if you can, or you will have the thing on you every year. What did you give away last Christmas?"

"I gave every customer a box of toilet soap—three cakes," he answered. "It was a good soap—cost me \$1.20 a dozen; a regular 5-cent soap."

"Was it appreciated?" I asked.

"Well," he said, "between you and

me I do not believe it was. I was a darned fool for saying anything about it beforehand. If I had kept my mouth shut and just handed it out the day before Christmas it would have seemed like more, because it would have been unexpected. Instead of that, I announced a week before that I would present all my customers with a handsome gift. When Christmas came and I handed out the soap, there seemed to be doubts on the part of some who had expected to get solid silver waterpitchers that a box of soap was a 'hand-some' gift. At any rate, a lot of them got snippy, and while I could not see where I had actually lost any customers except one by it, they did not exactly kiss me when they came to the store for a good while afterward."

"And that one who left?" I asked.

"What about her?"

"Oh," he answered, with a trace of irritation in his voice, "she was a boarding house keeper up the street here, who was the biggest crank I had on my books. She was as mean as a rat, and always made a big time about the price of everything and always sent everything back that she thought had any little thing the matter with it. They said she kept a good boarding house, but she was a skinflint all right."

"I sent her one of the boxes of soap on the morning of the 24th, and back it came in an hour by a little girl who worked for her. With it was a note, saying that if I considered three cakes of cheap soap an adequate return for patronage amounting to about \$12 weekly the year around, she should like to know it."

"I sent her back word right away that the soap was not given as an 'adequate return,' because I had given her ade-

quate return for every dollar she had ever spent. The soap was given only as a trifling holiday remembrance, I said."

"She wrote back that it was trifling, all right, and the incident was closed. But she never came to my store again."

A grocer is very, very foolish to get into the Christmas gift business, in my opinion. It is all right to give a calendar, or an order-reminder, or something like that, but to give an actual gift is insane, for he will get up against it as sure as he lives.

You have no idea how women who could buy a hundred such gifts without feeling it look forward with eager expectation to such things as a grocer's Christmas present, and feel mighty miffed if they do not get what they think they ought to have.

Let me tell you a case that happened in my own family. My wife is one of those women who, as I say, could buy a hundred such gifts without feeling it. The one to feel it would be me.

One day about three years ago—just about this time—the clerk for the grocer who has the honor of supplying our castle and waiting indefinitely for his money told my wife that Mr. So-and-So was going to give everybody a nice Christmas present this year.

Well, my wife, although she married rich, still has that feminine tendency to grab everything she can get for nothing.

That may seem a little sharp, but I can be sharp with impunity just before Christmas.

She talked a good bit about the present and wondered what it would be, and so on.

Finally one day I said:

"Good heavens, my dear, one might think that Jones was going to give you

a sealskin sacque, by the way you go on! Why, if you get an orange you will be lucky!"

"No such thing!" she retorted. "I have been buying there for four years, and he must be going to give me something handsome."

Well, the day before Christmas came and after the clerk had taken the order, he fished out of a bag he had over his shoulder five lead pencils with the grocer's advertisement on in gilt. Oh, they were simply beautiful!

Why, you would not have believed how disappointed my wife was. She had apparently set an immense store by what the grocer was going to give her. She was not going to buy another cent's worth from a man as mean as that, and so on and so on.

I calmed her down by giving her a \$10 bill, but really I do not believe I made her see very clearly that she could not have expected anything elaborate, and that she was not doing the grocer a favor by dealing with him, because if he did not give her good value she would instantly go somewhere else.

So that is the way it goes. A woman is a woman and you can not make a logician out of her.—Stroller in Grocery World.

Things We Sell

Iron pipe, brass rod, steam fittings, electric fixtures, lead pipe, brass wire, steam boilers, gas fixtures, brass pipe, brass tubing, water heaters, mantels, nicked pipe, brass in sheet, hot air furnaces, fire place goods.

Weatherly & Pulte
Grand Rapids, Mich.

E. Bement's Sons

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Ideal Carriage Runner

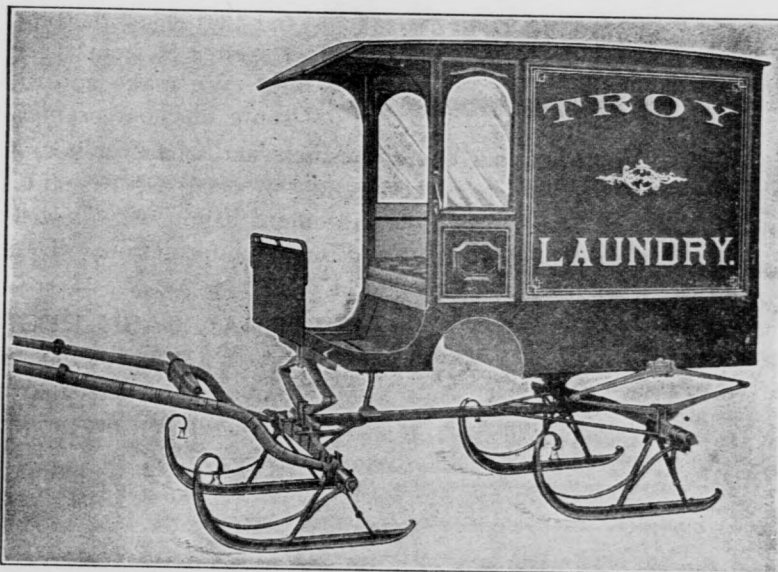
The runners attached to a fine carriage make a turn-out much more comfortable, elegant in appearance and convenient than the most expensive sleigh and at a cost very much less.

No straps or other bungling devices are required to prevent them from inverting or flopping over when backing or driving rapidly over rough roads. Narrow track, same as cutters and sleighs. Only one bolt is required to fasten each runner. It may be observed from the cut that there are four bolt holes in the collar which holds the hub, thus giving four different widths of track, permitting an extreme variation of six inches.

The malleable clips which grasp the axle permit free oscillation and hold the runner securely in place.

Sleds for Farming, Logging, Mining

Sleds for the Roads and Mountains



THE LARGEST BOB SLED FACTORY IN THE WORLD

Woman's World

Do Men Really Admire Women With Very Small Waists?

Some men are powerfully affected by a lovely face. They admire regularity of feature, charm of coloring, curve of thick lashes, more than any of the other beauties which go to make up a fair woman.

Some men, on the other hand, attach only a secondary importance to the face, and think everything of the figure.

The man who places the human form divine pre-eminent probably imagines he is truly classic in his ideals. But in nine cases out of ten the proportions which he considers lovely are so only from the fashion-book standpoint. Few men would admire any statue ever framed by the hand of a Greek sculptor if they met her suddenly come to life in the street. In a skirt she would seem horribly fat.

Speaking broadly, most men admire comparative leanness. A few like girls who are round and plump, but, odd enough, it is the little girl that they generally admire fat.

But whether a man's ideal girl be tall and thin or short and chubby, she is generally endowed with a small waist. Not that the average man necessarily admires the circumference depicted in fashion plates—he has generally enough of the saving grace of common sense to be content that it should be small in proportion to the shoulders and the hips. This is, perhaps, one reason why a short, plump girl scores; her waist looks smaller than it is, and if she has an average one of say, 22 inches, it looks more like 19 inches.

One may hear men theoretically con-

demn small waists by the hour, waxing unpleasantly physiological, and tormenting their unfortunate sisters by coming behind them unbeknown and testing their belts by sticking in a finger. But most of them either fall in love with or marry women with exceptionally small waists.

Ask the ordinary man if he admires them, and he denies the accusation with scorn; but ten to one he will, within half an hour of his indignant tirade against them, point out some woman possessing an abnormally small one, and with the fatuousness born of ignorance, exclaim: "She's got a good figure!"

There is a certain highly educated woman, a graduate of Vassar College, and all the rest of it. Naturally she disdains what the less intellectual women think much of—her personal appearance. One day she argued the point of waist with a young man some two years her senior. She poured vials of wrath on the silly girls who killed themselves by tight lacing, and grew appallingly physiological, until the girls all longed to stop their ears. She advocated reform, and prated of the rational figure, and then she said, proudly: "I never have compressed my waist. I would scorn to do such a thing."

The young man looked at her so innocently and said: "So I can see; you have only a middle line." Oddly enough, she was quite offended.

Yes, there is no use denying it, the average man does immensely admire a small, trim, round waist—one which his arm can comfortably span. Not a stiff rigidity of whalebone, but a supple, yielding circle—a little bigger than the poetic ideal that two hands can span, but small enough to fill him with wonder, and round enough to deceive him

into thinking it smaller by at least two inches than it actually is.

Some day in the future, when mankind has lost its conservatism, he may grow to dislike the small waist.

Dorothy Dix.

The Old Miracle of Mother Love.

When the gates of paradise closed behind Adam and Eve, and fallen man, who had tasted of the knowledge of good and evil, went forth into the world to learn the bitterness and envy and strife of life, one angel trait was left untainted in the human heart. It was mother love, that the dross of earth has never touched and that springs to day as pure and white and innocent above every cradle as it did above the first-born child. Other love may falter and die, if the way be hard and long, time and distance may lay their chill on other affections and the fire burn down to the dull and lifeless ashes of remembrance, but mother love is as true and steadfast as the eternal stars of heaven. No lapse of years makes it less tender, no disgrace makes it ashamed, no treachery or ingratitude so base it can not break over it the alabaster box of its tears and wash away the very memory of its wrongs. It is the one love in the world that gives all and exacts nothing in return, perfect in its unselfishness. How often do we marvel at the miracle of mother love that can clasp to its bosom in seeming blindness, the child whose distorted and hideous features make others turn away shuddering. How often do we wonder at the love that we see a mother bestow upon a wayward son. Perhaps it has been years since she saw him last or had a line to tell her he was still alive, but no bitterness for the long neglect, no thought of the ingratitude,

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The Kalamazoo Copper Mining Co. directs your attention to the following excellent points in relation to their company: 1. Its land lies between two companies who are now producing pay ore from the same vein. 2. It has a vein more than 1000 feet long that contains ore to the value of over fifty per cent. in copper. 3. It owns its land. 4. There are no debts. The stock is non-assessable. 6. Low capitalization. 7. It finds ore on the surface that assays over \$4 per ton. 8. The management is honest, thereby protecting the small stockholders. Now comes your opportunity to get stock in this company at the low price of twenty cents per share for a short time. The first allotment was over subscribed at ten cents, and this block is being rapidly taken. Write today for descriptive prospectus to

E. Gillis, Secretary,
Kalamazoo, Mich.



Do you condemn all neckties and go without one simply because you don't like the color of the one Jones wears?

The Cash Register used by some other merchant may not suit you and may not be adapted to the requirements of your business, but that is no reason why you should refuse to consider the Cash Register System.

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Whatever your line of business and whatever your method, you can save time, trouble and money by using a National Cash Register. We can prove our statement if you will allow us. Let us send you prices and further information. Detach the coupon, fill it out and mail to us today.

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Campbell, Mo.

comes to her. Her love bridges the years, and goes back to the dear days when he lay upon her breast and smiled into her face with eyes that seemed to her to have within them a glimpse of the far-off skies. Perhaps no man is really ever grown to his mother. She always thinks of him as a little child whose tottering steps may go astray, but who must surely come back, sometime, to her, and who, when the world has broken his heart and robbed him of his hopes and ambitions and other love has failed, must come at last to her to be comforted even as a mother comforteth one who mourns. The other day a quaint story drifted to me, said to be true, about an honest, hard-worked old German woman who keeps a tiny store in the outskirts of the city. For years she has been making her small purchases at one of the big wholesale groceries, and not long ago she appeared before one of the proprietors in person: "I want a favor to ask of you," she began. "Surely," replied the merchant, smiling kindly into the good face of the old woman. "What is it?" "I want," she said, "that you should give my little boy von place to work. He is getting old enough now to work alretty. Me, I die someday, vat becomes of him den, hein?" "All right," returned the merchant, "Send him down in the morning, and I will see what I can do for him." The morning came, and with it the old German woman's "leettle poy." He was a great, lumbering, hulking idler, 52 years old, and the father of six children! All his life he had let his mother support him. He had loafed in bar-rooms while she toiled, and there had seemed no hardship in it to her because he was just her boy—and boys will be boys—and it had never once entered the dear, loving, faithful old soul's imagination that he was man grown and should do a man's work. He was her boy as much as in the days, half a century before, when she had cuddled his pink feet into her hands and felt his little soft hands like rose leaves against her lips. It was the old, old miracle of mother love, not less divine because it embraced a fat, old, red-faced woman and a bleary-eyed sot.

Cora Stowell.

A Philosophical Mother.

"You say, 'Be good, and you will be happy,' mamma," exclaimed her skeptical young daughter. "Perhaps it was like that in your time, but nowadays the moral of the tale seems to be, 'Be rich, and you'll be happy.' I know if I had money I never would have a blue moment."

"Come, let us reason together on the subject," answered her mother, smiling, "and see if your life would really be bettered if we had an abundance of this world's goods. In the first place, my dear, you are of a very independent temperament, and as we have not been able to afford governesses and a personal attendant for you, and as I have had the fullest confidence in your discretion and sense of propriety, I have allowed you the greatest liberty of action. How would you like it if that were restricted, as it would necessarily be if I could afford to surround you with the attendance the world considers necessary for a rich girl? For the liberty that is quite proper that I should allow you in our circumstances would not be countenanced by Mrs. Grundy if she thought it an eccentricity, and not, as it is in our case, a necessity. How my free little girl would fret and fume and feel her

captivity if she were placed under the strict rule of teachers and attendants like Mary Midas, whose lot you were just envying! It would make you perfectly miserable to be surrounded by conventionality, and in that respect you must acknowledge that your life is far more enjoyable; you have never considered the fetters that would bind you if you were rich."

"Yes, I see that," admitted the young girl. "I could not stand the way Mary Midas is followed and hampered, but I would enjoy her possessions, her beautiful clothes and jewels. I would give anything to have those!"

"Do you remember," said her mother, not directly answering her remark, "how worried you felt last winter when I said I could not afford to get you a good tailor-made costume? And how overjoyed you were when your grandmother told you to go to Blue's and order just what you wanted? How you took days to consider about it, so as to choose just the color and style you thought would be most becoming? And how you enjoyed talking about it, and what pleasure it gave you to wear the dress afterward? I remember you saying it gave you a feeling of intense satisfaction every time you put it on. Miss Midas never feels pleasure like that in her clothes. In fact, her mother told me she was entirely indifferent to them, and did not care what she put on. And that diamond pin of mine that I had reset for you last Christmas—it gave me the greatest delight to see how pleased you were with it. If you had jewels galore you would not care for them in the least. No, my dear little girl, money would not bring you any of the joy of living that you imagine it would. On the contrary, you are much happier in the state in which it has pleased Providence to place you."

If every advertiser would keep notes of his methods and then occasionally report, he might become a benefactor and make a reputation for himself. There certainly is constantly something to learn for somebody.



A Safe Place for your money.

No matter where you live you can keep your money safe in our bank, and you can get it

immediately and easily when you want to use it. Any person living within the reach of a Post Office or Express Office can deposit money with us without risk or trouble. Our financial responsibility is

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There is no safer bank than ours. Money intrusted to us is absolutely secure and draws

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Your dealings with us are perfectly confidential.

"Banking by Mail"

is the name of an interesting book we publish which tells how anyone can do their banking with us by mail; how to send money or make deposits by mail; and important things persons should know who want to keep their money safe and well invested. It will be sent free upon request.

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Pianos, Organs,
Sheet Music,
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Small Musical Instruments

Right Goods, Right Prices and Right Treatment is our motto



A Business Hint

A suggested need often repeated creates the want that sends the purchaser to the store.

Every dealer should have his share of the profit that reverts from the enormous amount of money expended by the National Biscuit Company in keeping their products constantly before the eyes of the public.

These goods become the actual needs that send a steady stream of trade to the stores that sell them.

People have become educated to buying biscuit and crackers in the In-er-seal Package—and one success has followed the other from the famous Uneeda Biscuit to the latest widely advertised specialty.

Each new product as it is announced to the public serves as a stimulant to business and acts as a drawing card that brings more customers to the store than any plan you could devise.

A well stocked line of National Biscuit goods is a business policy that it is not well to overlook.

Fancy Goods For Holiday Trade

Mail orders intrusted to our care will have personal attention. Tell us what you want and you will receive same promptly.

Geo. H. Wheelock & Co.

113 and 115 West Washington Street, South Bend, Ind.

Poultry

Instructions For Dressing and Shipping Poultry.

For dressing and shipping poultry the Minneapolis Produce Exchange has published the following directions:

In the first place, poultry should be kept without food twenty-four hours. Full crops injure the appearance and are liable to sour. Never kill poultry by wringing neck.

Turkeys.

Kill by bleeding in the mouth or opening the veins of the neck; hang by the feet until properly bled. Leave head and feet on and do not remove intestines or crop. Always dry-pick. Dressed turkeys when dry-picked always sell best and command better prices than scalded lots, as the appearance is brighter and more attractive. Endeavor to market all old and heavy gobblers before Jan. 1, as after the holidays the demand is for small fat hen turkeys only, old toms being sold at a discount to canners.

Chickens.

Observe the same directions as given for preparing turkeys. Scalded chickens sell best on the Minneapolis market, and dry-picked best to shippers, so that either manner of dressing will do if properly executed. For scalding chickens the water should be as near to boiling point as possible, without boiling; pick the legs dry before scalding; hold by the head and legs and immerse and lift up and down three times; if the head is immersed it turns the color of the comb and gives the eyes a shrunken appearance, which leads buyers to think the fowl has been sick; the feathers and pin feathers should then be removed immediately very cleanly, and without breaking the skin; then "plump" by dipping ten seconds in water nearly or quite boiling hot, and then immediately into cold water; hang in a cool place until the animal heat is entirely out of the body. To dry-pick chickens properly, the work should be done while the chickens are bleeding; do not wait and let the bodies get cold. Dry-picking is more easily done while the bodies are warm. Be careful and do not break and tear the skin.

Ducks and Geese.

Should be scalded in the same temperature of water as for other kinds of poultry, but require more time for the water to penetrate and loosen the feathers. Some parties advise, after scalding, to wrap them in a blanket for the purpose of steaming, but they must not be left in this condition long enough to cook the flesh. Do not undertake to dry-pick geese and ducks just before killing for the purpose of saving the feathers, as it causes the skin to become very much inflamed and is a great injury to the sale. Do not singe the bodies for the purpose of removing any down or hair, as the heat from the flame will give them an oily and unsightly appearance. After they are picked clean they should be held in scalding water about ten seconds, for the purpose of plumping, and then rinsed off in cold water. Fat, heavy stock is always preferred.

Before packing and shipping, poultry should be thoroughly dry and cold, but not frozen; the animal heat should be entirely out of the body; pack in boxes or barrels; boxes holding 100 to 200 pounds are preferable, and pack snugly; straighten out body and legs, so that they will not arrive very much bent and twisted out of shape; fill the packages as full as possible to prevent moving about while in transit; barrels answer better for chickens and ducks than for turkeys and geese; when convenient, avoid putting more than one kind in package; mark kind and weight of each description on the package, and mark shipping direction plainly on cover.

Value of Eggs in Sickness.

A volume might be written on the value of eggs in both health and sickness, and yet the subject would be far from exhausted. However, I will not

attempt to write an exhaustive article, but will give a few hints which may benefit some one. The value of egg albumen (white part) in certain diseases is well known to physicians. When fever is present the value of eggs as food and medicine can scarcely be overestimated. The way to give it is to drain off the albumen from an opening about half an inch in diameter at the small end of the egg, the yolk remaining inside the shell; add a little salt to the albumen and direct the patient to swallow it. Repeat every hour or two. In typhoid fever this mode of feeding helps one in carrying out the antiseptic plan. Patients may at first rebel at the idea of eating a raw egg, but the quickness with which it goes down without the yolk proves it to be less disagreeable than they at first thought and they are very ready to take a second dose.

For disorders of the stomach, weakness and loss of appetite, the white of an egg and milk will in most cases effect a cure. It will at least be of great benefit. The way to prepare it is very simple. Beat the white of an egg to a stiff froth and stir it into half a pint of sweet milk, adding a little sugar if relished (but be careful not to make it too sweet), and lastly, a little vanilla or any flavor desired. Have it rather cool, but not at freezing point. It would be best taken milk-warm, but does not taste so good. If possible, prepare this and all other foods without the patient's knowledge. Take the above amount every two or three hours, or oftener. Egg-nog is fast going out of favor among the doctors with advanced ideas, although it is still often prescribed by those of the old school. Whether it is ever of the least benefit or not, I am not prepared to say; however, we will give it the benefit of a doubt. Eggs and alcoholic liquors are both all right if used in their place—that is, the former as a food and the latter as a medicine or a stimulant—but they never were intended to be mixed together.

The church founded from wrong motives can never do right work.

Consider This

In selecting an administrator, guardian or trustee, weigh the permanency and responsibility of a corporation against the possible disabilities of an individual.

A trust company is never sick or out of town or many other things to which an individual is subject.

The Michigan Trust Co.

Grand Rapids, Mich.

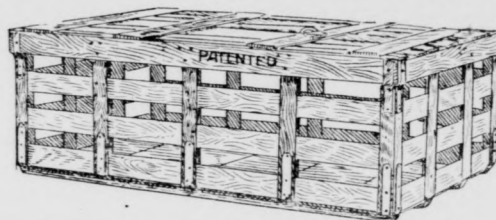
Holiday Poultry

SHIP TO

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Ask the Tradesman about us.

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Shippers of poultry will be interested in knowing that we are putting on the market crates made especially for poultry. They are made of seasoned elm, are strong, light and well ventilated. We have had nothing but words of praise from those shippers who have used them. Ask us to send you booklet giving full information and prices.

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BUTTER EGGS POULTRY

We expect to double our sales of poultry this winter. Why? Because all our old shippers will stick to us and this advertisement will do the rest. We can handle your poultry as well as any one and better than many. We are headquarters for Eggs and Butter. Give us a trial. Prompt and honest returns. Reliable quotations.

Buffalo market compares favorably with all others.

Rea & Witzig

Commission Merchants in Butter, Eggs and Poultry

96 West Market Street, BUFFALO, N. Y.

References: Buffalo Commercial Bank, all Express Companies and Commercial Agencies.
Established 1873

CHRISTMAS OYSTERS

We are the largest wholesale dealers in Western Michigan. Order early.

DETTENTHALER MARKET, Grand Rapids, Mich.

Butter

I always
want it.

E. F. Dudley
Owosso, Mich.

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Dec. 13—The scarcity of coal is coming to be something of a factor in almost every line. If factories must close for lack of fuel and elevators cease running, what shall we do meantime? Every day the pinch is becoming tighter and the worst of it is, there seems to be no real relief. Then the trouble in South America is serving to add more anxiety and helps to make money tight, and all these little things go to make grocery jobbers somewhat conservative. Besides, it is stock taking time, and nobody wants to be loaded up, so that, upon the whole, the week is not quite so happy as it might be in a business way.

The coffee market is quite steady, but quietude prevails and the buying is mostly in small lots. Neither jobbers nor roasters seem to give the situation much thought. Rio No. 7 continues at 5 1/4c. The receipts at Santos and Rio from July 1 to Dec. 10 aggregate 7,572,000 bags, against 9,903,000 bags at the same time last year. In store and afloat there are 2,637,741 bags, against 2,389,065 bags at the same time a year ago, thus showing a good supply. Mild sorts are selling in a moderate way at unchanged rates. Good Cucuta, 8@8 1/2c. East India sorts are quiet.

Sugars are quiet. Buyers are not disposed to load up to any great extent and the general situation shows little, if any, change from a week ago. Purchases of refined have been made at practically 4.85, although this is rather below the rate. Dealers think that after the turn of the year we shall have a firm, well-sustained market right along.

Teas are firm and unchanged is the general report as to prices. Now that the duty question is likely to be settled in a satisfactory manner, dealers are taking a fresh grip and anticipate a good volume of trade next year. Certainly there is room for great improvement in the tea business.

The rice demand, as might be expected at this season of the year, is quiet. Stocks are not overabundant, but there seems to be enough to go around. The general situation remains practically as last week and little change is likely to be made in the near future. Choice to head, 5 1/2@6 1/2c.

In spices nutmegs are slightly firmer, but aside from this the same old story is given to enquirers all through the market of nothing doing. Neither buyers nor sellers seem to take any interest in the situation and both sides are apparently waiting to see what the new year will have in store.

Offerings of molasses of really desirable open-kettle goods are somewhat limited and the demand being sufficiently brisk to keep the market well cleaned up the situation generally is in favor of the buyer. Good to prime centrifugal, 17@27c. Open kettle from 30c through every fraction to 40c for very desirable stock. Syrups are closely sold and quotations well held at former figures.

In canned goods quietude marks the situation and dealers simply do an every-day business, contenting themselves with the thought that they have had a good year and can enjoy Christmas. Until after the turn of the year both buyer and seller are "lying low" and as buyers seem to be pretty well stocked up, the volume of business will not be great. The best that can be said is that prices are very firmly maintained and weakness is apparent nowhere. The supply of tomatoes seems to be ample and yet by the time new goods come next year—almost nine months—there may be a different story to tell.

In oranges and lemons the former are doing pretty well and especially wanted are the finer varieties for table use. California navels, \$3.50@4.50. Floridas, \$2.25@3.50, the latter for fancy fruit. Lemons are steady and in fair jobbing demand.

Large sizes of prunes which have been in demand are still sought for and, in

fact, the better sorts of dried fruits are all doing well, and quotations are firmly sustained.

Thirty cents remains the quotation for best Western butter, with a very good demand for goods that will stand the test. Arrivals are a little freer, but there is no undue accumulation and the situation generally is in favor of the seller. Seconds to firsts, 24@29c; imitation creamery, 18 1/2@22c; Western factory, 17@18 1/2c; renovated, 17@22c, later for fancy.

The cheese market closes strong and decidedly favoring the seller. Full cream is worth 13 1/2c. Demand, while not especially active, is all that could well be expected at this season.

Best Western eggs, 31c. The supply of strictly fresh is limited but of other sorts there is a fair supply the range at mark being from 22c up to 29c.

Failure of Barrett & Barrett.

Chicago, Dec. 13—On petition of Charles R. Barrett, a member of the firm, who alleges that William A. Barrett, with whom he is in partnership, had diverted a large amount of the money belonging to the firm for his own use, Judge Smith has appointed the Chicago Title & Trust Co. as receiver for the firm of Barrett & Barrett, the large Chicago dealers in cider, vinegar and other commodities at 262 Kinzie street. Almost simultaneously with Judge Smith's action, Judge Kohl-saat, in the United States District Court, appointed the American Trust & Savings Bank receivers, for the firm of Barrett & Barrett, bankrupts. The claims filed in the bankruptcy court amount to \$5,028, with the Marion Bank of Marion, Ind., as the principal creditor. The question which receiver will take charge of the assets, will be decided in a few days.

Creditors are anxiously enquiring for William Barrett, who disappeared with securities worth about \$40,000. Friends and relatives say he has not been seen at his home or office since Dec. 1. Attorney Ewinson reported to Judge Kohl-saat that Mr. Barrett's home, 339 East Ohio street, had been watched for a week or more, and he had not been seen.

Later it was learned that William Barrett, senior member of the insolvent firm of Barrett & Barrett, is in St. Paul, Minn., where he is reported ill at the residence of his sister, Mrs. W. B. Hastings, 193 Marshall avenue. In a dispatch from St. Paul, he says he will return to Chicago just as soon as he can stand the journey.

Hotel ventures at South Haven were found to be the rock on which the business of the brothers came to grief. The American Trust & Savings Bank, receiver for the company, has sent a squad of experts to the Kinzie street office, but not much headway has been made in getting at the liabilities.

The attorneys have recently added \$50,000 stocks to the bankrupt estate. This is the face value of stock in the South Haven hotels, and was turned over on a telegraphic order to Barrett's attorneys at St. Paul. Barrett has another \$10,000 worth of stock and has been informed that if this is not delivered to the bankruptcy receiver by a certain date he will be extradited for examination in Chicago.

It is said now that the creditors of the concern will probably receive their claims in full.

Earnestness is the thing that counts for much in advertisement writing.

Light Machinery

of all kinds made to order quickly. Quality and workmanship guaranteed. Prices right. Estimates quoted free on request. Models for Patents. Dies and Tools a specialty. Expert repair men in the machine line. Let us know your wants.

John Knappe Machine Co.

87 Campau St. Grand Rapids, Mich.

We are in the market for

CLOVER, ALSYKE BEANS, PEAS, POP CORN, ETC.

If any to offer write us.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.
24 AND 26 N. DIVISION ST., 20 AND 22 OTTAWA ST.

Phil Hilber

Jobber of Oleomargarine

109 Canal Street, Grand Rapids, Michigan

I have State agency for several manufacturers and am prepared to quote factory prices.

POTATOES

Carlots only wanted. Highest market price. 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

SEEDS

Clover and Timothy—all kinds of Grass Seeds.

MOSELEY BROS., GRAND RAPIDS, MICH.

26-28-30-32 OTTAWA ST.

EGGS WANTED

We want several thousand cases eggs for storage, and when you have any to offer write for prices or call us up by phone if we fail to quote you.

Butter

We can handle all you send us.

WHEELOCK PRODUCE CO.

106 SOUTH DIVISION STREET, GRAND RAPIDS, MICH.
Citizens Phone 3232.

Sweet Potatoes, Cranberries, Oranges, New Nuts, Figs and Dates

We are headquarters for these goods.

We want Potatoes, Onions, Apples and Beans.

The Vinkemulder Company, Commission Merchants

14-16 Ottawa Street

Grand Rapids, Michigan

E. S. Alpaugh & Co. Commission Merchants

16 to 24 Bloomfield St.

17 to 23 Loew Avenue

West Washington Market

New York

Specialties: Poultry, Eggs, Dressed Meats and Provisions.

Remember, we need your poultry for the holidays. We have the trade to enable us to realize good prices for you. Ship us all possible to arrive the 20th and 22nd. Prospects good prices.

References: Gansevoort Bank, R. G. Dun & Co., Bradstreet's Mercantile Agency, and upon request many shippers in your State who have shipped us for the last quarter of a century.

Cold Storage and Freezing Rooms

Established 1864

Butter and Eggs

Observations by a Gotham Egg Man.

Further investigations as to the progress of unloading refrigerator eggs at this port bar out our previous estimate that the quantity of stock to be carried over into next year is likely to be very much larger than it was last year.

According to our previous estimates the total holdings in New York and Jersey City were placed at 355,000 cases on October 1 and at 290,500 cases on November 1, indicating a reduction during October of 64,500 cases. Upon this basis the October consumption of eggs at this point was calculated at 59,000 cases per week.

The most reliable present estimates and reports indicate a remaining stored stock on December 1 of 225,000 cases—a reduction during November of 65,500 cases. Our total receipts for November were 147,077 cases. During part of the month our arrivals fell to very small figures and a considerable accumulation of fresh gathered eggs that were in store and on dock Nov. 1 was entirely absorbed in addition to the current arrivals. Late in the month a further accumulation occurred, but we think there were at least 5,000 cases less eggs on the market outside of cold storage on December 1 than on November 1. This would make our November consumption, say, 147,077 cases of fresh receipts, 5,000 cases reduction of stock in stores and on docks, and 65,500 cases reduction in refrigerators, a total of 217,577 cases, which is equal to something less than 51,000 cases per week.

These figures indicate a greater reduction in the weekly consumption than seems probable. There may have been rather more of our October receipts sent out of town than was the case in November; also local jobbers and retailers may have worked down their working stocks closer in November owing to the generally mild weather prevailing in that month. However, some decrease in consumption is to be expected as the natural result of a poorer average quality of stock in circulation and a higher retail cost.

Our stock of eggs on December 1, 1901, was probably not more than 10,000 cases including the goods then held in Jersey City, and this was reduced to about 30,000 cases by January 1 with current arrivals for December, 1901, of 145,874 cases. With any probable conditions of current receipts and demand during this current month it seems probable that we shall have at least 125,000 to 150,000 cases of eggs to carry into January.

Of course this may not prove unfortunate; last year, although the weather in January was not especially bad, we could have sold many more refrigerator eggs than we had without breaking prices below a profitable point.

Boston's stock continues to reduce at a slower rate than last year. On December 1 the stock there was 114,015 cases, an excess of 41,000 cases over last year, same date. At the same rate of decrease that occurred during November, Boston will have about 75,000 cases left Jan. 1.

Our latest information from Chicago indicates a stock of 250,000 cases remaining there December 1, aside from the goods held by the packing houses.—N. Y. Produce Review.

Decrease in the Use of Butter Color.

The butter color business, as a business, from the manufacturers' stand

point, has gone a-glimmering. When dairying was in its infancy and butter color was first used it was put up in small bottles and sold at retail by drug stores and general stores throughout the West. Later, when creameries were established, the color was sold in larger quantities. A number of pioneer creamery supply houses made a good deal of money making and selling color in the early days. For the most part it was poor stuff made of cheap materials and not properly compounded. It did not run uniform in shade, and did not always have sufficient strength to use successfully in butter to be put in cold storage. About ten years ago a prominent firm in New England, manufacturing a well-known line of patent medicines, who had for some years enjoyed a large trade in shelf and bottle butter color, branched out and began making it for the creamery trade, putting it up in gallon cans. This firm made first-rate color. It had strength and would hold up a uniform shade for an indefinite length of time. It was carefully made in a well managed and well equipped laboratory. This firm advertised extensively in the dairy papers. They spent thousands of dollars advertising the familiar catch line, "The last drop in the can is as clear as the first." They engaged the services of an exceptionally bright and energetic salesman who introduced the goods in Iowa and Minnesota and later managed a force of traveling salesmen, who turned their orders in to local creamery supply houses. This man worked night and day, and built up a very large trade. In this he was assisted by the firm, who were generous advertisers, having learned the value of printers' ink as manufacturers of patent medicines. Finally the business reached the limit of its sale. Not one ounce or one drop more of butter color can be sold than can be used, and you can not increase the use of it beyond what is required. The apparent success of this house attracted the attention of rival concerns, and it was not long until there were a half dozen butter color houses in the field. Some of them doubtless thought that every man in Iowa and Minnesota carried a vial of butter color in his pocket to color his butter during the day. At least they must have labored under some misapprehension, for one firm in particular has spent a fortune trying to introduce their goods and drive the old established firm out of the field. It is understood that their color is fairly good, although we have heard it said that it does not always run uniform, as is the case with nearly every concern manufacturing these goods, but prices have been cut to a ruinous point on both sides, the little fellows jumping in between and cutting it again, until there is not a dollar in the business for anyone, and now the two leading firms in this field have withdrawn most of their advertising, taken their salesmen off the road and have declared there is nothing in the business. Sales have been particularly light this year. The oleo people have had to quit the use of color, and that cut off a large output. Then, we have had an unprecedented season. We have had grass butter from April until now, December 17, and the decrease in the use of color has been tremendous. Business men will deplore the butter color situation, although they have no interest in it more than one business firm has in the welfare of another. For our part, we do not like to see a business built upon merit, advertising and honorable business methods so wantonly pulled down by fierce and vicious competition. No one is to be censured. It is the "condition" that confronts the butter color man "and not a theory."

Parchment Paper

For Roll Butter

Order now from

E. D. Crittenden, 98 S. Div. St., Grand Rapids
Wholesale Dealer in Butter, Eggs, Fruits and Produce
Both Phones 1300

SHIP YOUR

BUTTER AND EGGS

—TO—

R. HIRT, JR., DETROIT, MICH.

and be sure of getting the Highest Market Price.

Ship Holiday Poultry Now

Also Butter, Eggs and Veal

To

Coyne Brothers,

Reference: Your Banker

161 S. Water St., Chicago, Ill.

Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers. Sawed white-wood and veneer basswood cases. Carload lots, mixed car lots or quantities to suit purchaser. We manufacture every kind of fillers known to the trade, and sell same in mixed cars or lesser quantities to suit purchaser. Also Excelsior, Nails and Flats constantly in stock. Prompt shipment and courteous treatment. Warehouses and factory on Grand River, Eaton Rapids, Michigan. Address

L. J. SMITH & CO., Eaton Rapids, Mich.

Cold Storage Eggs

Why pay 25 per cent. more for fresh when you can get just as good by using our April stock? Give us an order and be convinced. We store Fruit, Butter, Eggs, Poultry and Meats. Liberal advances on produce stored with us, where desired. Rates reasonable. Write for information.

**Grand Rapids Cold Storage
& Sanitary Milk Co.**

Grand Rapids, Michigan

CHRISTMAS SHIPMENTS OF

TURKEYS

CHICKENS AND GEESE

Wanted on Commission. Have a continual demand, especially for the Holiday Trade.

HYDE, WHEELER COMPANY, BOSTON

41 North Market Street

Reference: Any Mercantile Agency or Fourth National Bank, Boston.

Commercial Travelers

Michigan Knights of the Grip
President, JOHN A. WESTON, Lansing; Secretary, M. S. BROWN, Sallinaw; 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. S. BURNS; Secretary, Treasurer, L. F. Baker.

Gripsack Brigade.

The late A. D. Baker carried \$3,000 life insurance, which is payable to his widow, and \$1,000 stock in the Holland Sugar Co., which will be equally divided between his widow and son.

Lansing Republican: Post A, Michigan Knights of the Grip, will have a special train to bear them to Battle Creek on Monday, Dec. 29, when the State Association of travelers begins its annual meeting, which was held last year in this city. One of the local bands will be taken.

James E. Day has been placed in charge of the branch house opened at Pittsburg by Clark, Coggin & Johnson, of Boston, and anticipates much pleasure from being able to be at home with his family after twenty years of road work. He will call on a portion of the city trade, so as not to "lose the knack" of selling goods.

All members of the Michigan Knights of the Grip in Grand Rapids are requested to meet at the Morton House at 8 o'clock Saturday evening to make arrangements for attending the annual convention in Battle Creek on Dec. 29 and 30. It is hoped that the attendance will be large and fully representative of the local membership of the organization.

Hull Freeman, who covered Western and Northern Michigan seven years for the National Tablet and Supply Co., of Elkhart, has engaged to cover the same territory for the Osborn Paper Co., of Marion, Ind., which recently purchased the stock of the Elkhart house. Mr. Freeman is pleased with the change, because his line is larger and stronger than before.

Lansing Republican: Charles H. Ball, a traveling man living at 201 Cedar street, fell and broke his arm while crossing the capitol yard Tuesday afternoon. The icy condition of the walk was responsible for the accident. The fracture was above the elbow and the injured member was stretched out on the walk. The pain was such that Mr. Ball was unable to move his body. After waiting several minutes in vain for assistance, Mr. Ball used his umbrella handle to pull the injured arm within reach of the uninjured one. He then succeeded in picking himself up and going unaided to the office of Dr. Hagadorn, who reduced the fracture.

Charlotte Republican: John L. Reid, a traveling salesman who had represented the firm of Lee, Tweedy & Co., New York dry goods importers and jobbers, in Michigan during the past thirty-eight years, was at the Phoenix Hotel about ten days ago, when he announced that that would be his last trip, as the house had called him to the home store for service during the remainder of his life. Tuesday morning the dispatches announced his sudden death at his usual hotel in Sturgis. He was quite a favorite among the merchants here, with whom he had done business many years, and talked freely of the prospective enjoyment of living at home with his fam-

ily when he completed the present trip and assumed his new duties.

A Calumet correspondent writes: Calumet friends of Henry Wendels and Tony Boex, both well-known commercial travelers who have been making this section for a great many years, will be more than pleased to know that they have formed a company of their own in the wholesale confectionery business. John H. Holman, of Calumet, is also a partner in the company, each of the gentlemen holding a third interest. The new firm name is the Boex-Wendels Company and the headquarters are at Green Bay. Anton Boex has been a resident of Green Bay and De Pere for years. He is at present traveling for Reid, Murdock & Co., of Chicago, with whom he has been for the past three and a half years, and was for five years previous to that time employed by the Robert A. Johnson Company. Mr. Wendels is at present with Bunte Bros. & Spoepr, one of the largest confectionery houses in Chicago.

Mr. Palmer Nominated By Owosso and Saginaw.

Owosso, Dec. 13—Kindly allow me a little space in your valuable paper. As the annual convention will be held the 29th and 30th of this month for the transaction of business and election of officers, I would like to name for President our esteemed brother, B. D. Palmer, of St. Johns. Comment in regard to his integrity and qualifications is unnecessary. I notice that Geo. H. Randall, of Bay City, has been endorsed by the Bay City Post for the office of President. Mr. Randall is a gentleman of sterling worth and I am proud to call him a brother Knight of the Grip and hope some day to see him President of our order, but it does not seem to me, and several others, that Bay City is entitled to the office this year. Three years ago Bay City and the Saginaw Valley were honored with the office, and to some of us it seems rather sudden to be asking for the honors again. Then, too, the Saginaw Valley will be honored with the office of Secretary for the ensuing year and, in the interest of harmony and fairness, we in the central part of the State are entitled to consideration.

Therefore, I take pleasure in nominating Brother Palmer for President of the Michigan Knights of the Grip for the ensuing year. Fred G. Hooper.

Saginaw, Dec. 15—In behalf of the Saginaw members of the Michigan Knights of the Grip, I am requested to state that they propose to support the candidacy of B. D. Palmer, of St. Johns, for the presidency. Of course, Mark Brown will be re-elected Secretary; and one office we believe is all the Saginaw Valley is entitled to have at one time. Such being the case, we naturally conclude that the Central portion of the State is entitled to name the presiding officer this time. As Lansing now holds the office, and Grand Rapids held it the year before, we believe in bestowing the honor on a town which has received altogether too little recognition at the hands of the organization—St. Johns. Mr. Palmer served the boys faithfully for four years in the capacity of director and will bring to the office of President a thorough acquaintance with the duties and responsibilities of the position.

Under other circumstances, the Saginaw boys would delight to honor Geo. H. Randall, of West Bay City, with their votes, but it would seem to be asking too much to have the President and Secretary both hail from the Saginaw Valley.

Grand Rapids, Dec. 14—As the time of our annual convention approaches, every member should consider well, Whom shall we select for the important office of President to guide the destinies of our prosperous organization through another year? After conferring with many of our members, I find the name most frequently and favorably mentioned in this connection is that of

Brother B. D. Palmer, of St. Johns, who is one of our oldest members, both in service on the road and as a member, having done loyal service in the ranks, on committees and as a director. Respected at home and abroad, he is a man of ripe judgment, dignified and whose counsels and admonitions are the fruits of experience. He is an active, successful commercial salesman and a man in whose hands the interests of the Michigan Knights of the Grip will be safe. His territory extending over the central part of our State, would bring him in touch with the greater part of our membership, which is a very important feature. The Saginaw and Grand Rapids members especially should not forget that Brother Palmer magnanimously withdrew his candidacy as Secretary at the Grand Rapids convention, thereby enabling our candidate to be elected for President.

Without any wish to dictate, or prejudice toward any other candidates, I earnestly ask my brother Knights of the Grip to consider well, and I trust, favorably, the name I most heartily, and without the knowledge of Brother Palmer, do hereby respectfully present.

L. M. Mills.

Entertainments Coming Thick and Fast.

Grand Rapids, Dec. 15—The second dancing party of the series, given last Saturday evening by Grand Rapids Council, No. 131, U. C. T., at St. Cecilia hall, was largely attended, about seventy-five couples being present. The floor was in excellent condition and the music was fine, and all who attended had such a good time that they are sure not to miss the dances to follow throughout the season.

Saturday evening, Dec. 20, at the council rooms, 66 Pearl street, will be given the second card party. The parties in the council rooms are all complimentary to the members and their friends. Card playing will begin at 8 o'clock and continue until 10 and then dancing until 12. Come one, come all, both great and small.

Bring your wife and your wife's husband and your sister and her husband, and your mother-in-law—if you are on speaking terms with her—and jolly up together and all have a good time. Let us live while we live for when we are dead, we are dead a long time.

Ja Dee.

One Woman's Method For Getting Bottom Prices.

"She's a genius, that woman," one of them said as they left the millinery department and jostled two other women aside in order to get down to the concert room before the others secured all the seats. "She can get any hat for two-thirds the price that is asked for it and she does not have to haggle or bargain to do it."

"You can nearly always get from \$10 to \$5 off any hat in an ordinary millinery shop and that takes no talent; that's expected, and the woman's a very easy mark who pays the price first asked."

"She'd get the hat down to the rock bottom price. If the clerk wanted, say \$23, she'd get it down to \$18. Then she'd try it on, look fairly well satisfied and seem about to buy it."

"Then she'd suddenly balk and say \$18 was an awful price to pay for a hat like that."

"I'll tell you what I'll do," she'd say then, "Make me one like that, but in cheaper material or leave off something so it will cost only about \$15."

"The clerk would always rebel or grumble, but in the end she'd accept the proposal. And in nine cases out of ten she would get the identical hat for that price. It was cheaper to do that than go to the trouble of making up a new one."

"She was certainly a genius at buying hats cheap."

Character is a bundle of habits. Habits originate in the mind and are registered on the body.

"Everything comes to the man who waits," except that for which he waits.

Snake Venom Sold at \$2,400 a Pound.

Here is a new thing in the drug trade that brings \$2,400 a pound and ought to be profitable at that price; but the supply is rather limited and the securing of the drug itself an extra hazardous occupation. It is rattlesnake venom.

Cyanide of mercury, prussic acid, strychnine and arsenic are strong poisons, yet up in Rochester a poison that is far more powerful is being manufactured. This is the powder made from the venom of rattlesnakes by Rattlesnake Pete at his Mill street museum. So wonderful in its workings is this deadly powder that scientists in all parts of the civilized world are engaged in studying its properties.

Some weeks ago Pete received a communication from Germany directed to "Rattlesnake Pete, Rochester, America," asking in what quantities the venom from rattlesnakes could be furnished by the Rochester snake man and what he charged for it.

When interviewed about it Pete said: "I have just received another letter from Germany. It is from Dr. Edwin L. Faust, Pharmacological Laboratory, University of Strasburg, and he wants \$500 worth of rattlesnake venom in its powdered form to experiment with. He thinks my price of \$25 per drachm is too high, but when it comes to procuring the stuff in the manner it has to be taken from the snake, with a slip meaning a bite that would result in either death or weeks in the hospital, I can tell you I will not furnish a drachm for one cent less. I have to pick each snake up with my hand and force a spoon into its mouth in order to procure the venom, and although I have handled rattlers all my life I never court trouble unless there is a financial consideration worth taking the risks for."

The rattlesnake venom is used by the medical world in cases of leprosy, diphtheria, lockjaw and other diseases where desperate chances are taken for the patient's recovery.

A Missouri editor who is about to pull up and leave for lack of support sarcastically remarks in parting that editors do not need money. "Don't worry about the editor," he says. "He has a charter from the State to act as doorman for the community. He'll get the paper out somehow, and stand up for you when you run for office, and lie about your pigeon-toed daughter's tackey wedding, and blow about your big-footed sons when they get a \$4 a week job, and weep over your shriveled soul when it is released from your grasping body, and smile at your giddy wife's second marriage. He'll get along. The Lord only knows how—but the editor will get there somehow."

The Warwick

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

A. B. GARDNER, Manager.

The Livingston Hotel

Only three minutes' walk from Union Station.

Cor. Division and Fulton Sts.
Grand Rapids, Mich.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
HENRY HIRM, Saginaw Dec. 31, 1902
WIRT P. DOTY, Detroit Dec. 31, 1903
CLARENCE B. STODDARD, Monroe Dec. 31, 1904
JOHN D. MUIR, Grand Rapids Dec. 31, 1905
ARTHUR H. WEBBER, Cadillac Dec. 31, 1906

President, **HENRY HIRM, Saginaw.**
 Secretary, **JOHN D. MUIR, Grand Rapids.**
 Treasurer, **W. P. DOTY, Detroit.**

Examination Sessions.

Detroit, Jan. 6 and 7.
 Grand Rapids, March 3 and 4.
 Star Island, June 16 and 17.
 Houghton, Aug. 25 and 26.
 Lansing, Nov. 3 and 4.

Mich. State Pharmaceutical Association.

President—**LOU G. MOORE, Saginaw.**
 Secretary—**W. H. BURKE, Detroit.**
 Treasurer—**C. F. HUBER, Port Huron.**

Method For Etching Bottles.

There are two ways of marking plain bottles: one by etching with an acid preparation by hand, and the other by the sand-blast machine. If you have many of them and want to mark them clearly, probably it would be best to buy the machine. You can do it by hand with a coarse pen, or some blunt pen like instrument, by using the acid preparation. It is made as follows: Equal parts of hydrofluoric acid, fluoride of ammonium and dry precipitated barium sulphate are rubbed together in a porcelain mortar. When intimately mixed, the mass is transferred to a dish made of platinum, lead or gutta-percha, and fuming hydrofluoric acid poured over it successively and rapidly stirred with a gutta-percha rod, shaped like a pestle, until the impression left by the rod quickly vanishes. Juniors and others without experience must be very careful in using any form of hydrofluoric acid.

The resulting fluid can be applied with an ordinary steel pen, and the glass written on is etched immediately, the etched portions being so beautifully roughened that they are visible at a long distance. The ink only needs to act for fifteen seconds on the glass, and a longer action may cause their edges to lose their sharpness. The ink can not, of course, be kept in glass bottles, but only in gutta-percha vessels, closed with corks protected with wax or paraffine. The etchings made with this ink are so much rougher that if a strip of metal is rubbed over the line some will adhere, and they acquire the color and lustre of the metal. If a name is written on glass with this ink and the spot rubbed with a thick brass wire, the name will appear in golden letters, and may be protected by a thin coat of colorless varnish.

P. W. Lendower.

The U. S. Pharmacopoeia Not a Commercial Standard.

The following letter from Prof. A. B. Lyons, the distinguished pharmaceutical chemist, read at the conference of extract manufacturers and wholesale grocers held at Jackson last week, serves to place the State Food Commissioner and his amateur chemist and erratic inspector in a peculiar position, inasmuch as it distinctly states that the Pharmacopoeia is not to be regarded as a commercial standard:

Detroit, Dec. 10—It will be impossible for me to be with you in person at the meeting to-morrow, but the subject you are to consider vitally interests me as a good citizen and as one interested in manufacturing pharmacy.

Regarding the scope of the authority of the United States Pharmacopoeia, I am in position to say that the revised edition, shortly to appear, will contain an unequivocal disclaimer of any

authority in its standards except as applied to articles made or dispensed for medicinal use.

I do not see how any existing food law can touch me if I offer for sale a flavoring extract of lemon of the ordinary strength of such extracts, as may be shown by standard formularies and actually made from lemon and nothing else.

If a higher court should confirm the obviously unjust ruling of the lower court in the case of the People vs. Jennings—which does not seem possible in view of the testimony presented—it will be necessary, under protest, to label the product, "Flavoring Extract Lemon Soluble," or "Flavoring Extract Lemon, Terpene Free," and it should clinch the matter to add a note stating that "This is not the medicinal Spirit of Lemon of the United States Pharmacopoeia, but an improved preparation in which the flavoring principle of the oil, citral, is retained, while the turpentine-like terpenes are rejected." Or something like this, "Go to a drug store if you want the medicinal Spirit of Lemon. This preparation is for the flavoring of articles of food and drink and contains only the constituents of lemon on which its agreeable delicate aroma depends. The medicinal terpenes, have been excluded in its preparation."

It seems to me—without consulting a lawyer—that the Pure Food Commissioner lays himself open to a suit for damages if he goes beyond the statute in his zeal for prosecutions.

A. B. Lyons.

The Drug Market.

Opium—Is steady.

Morphine—Is unchanged.

Quinine—The bark sales at Amsterdam last week were at higher prices than the previous sale, but quinine is unchanged.

Cocaine—Is very firm at the last advance.

Cod Liver Oil—Is not quite so firm, but the price is unchanged.

Sassafras Bark—Is scarce and firm at the advanced price.

Elm Bark Slab—Is about out of the market. Prices rule very high.

Oil Cloves—Has advanced, on account of higher prices for spice.

American Saffron—Has advanced and is tending higher.

Senega Root—Is in small supply and steadily advancing.

Anise Seed—Has advanced and is very firm.

Canary Seed—Is still advancing, both in the primary and local markets.

Linseed Oil—Is firm at unchanged price.

Formulas For Almond Cream.

- 1.

Spermoceti.....	2 ozs.
White wax.....	2 ozs.
Castor oil.....	4 ozs.
Cottonseed oil.....	10 ozs.
Borax powder.....	1 dr.
Bitter almond water.....	7 ozs.
Essential oil almond.....	5 dps.
Bergamot oil.....	20 dps.
Rose geranium oil.....	10 dps.

- 2.

Cold cream, U. S. P.....	2 ozs.
Sweet almond oil.....	1 oz.
Glycerin.....	1 oz.
Boric acid.....	1 oz.
Solution soda.....	2½ ozs.
Mucilage quince seed.....	5 ozs.
Water enough to make.....	40 ozs.
Oil bitter almond and oil rose, each, q. s. perfume.	

Heat the cold cream, oil and solution of soda together, stirring constantly until an emulsion is formed; then warm together the glycerin, acid and mucilage, and about 30 ounces of water, mix with the emulsion, stir until cold and make to 40 ounces with water. Lastly, add the volatile oils. Joseph Lingley.

"True love never grows old;" it is usually killed by its mother in infancy.

Price Agreement Falls in Louisville.

Another attempt of the Louisville Retail Druggists' Association to put through a price agreement has failed, because three of the one hundred and thirty-five druggists of the city refused to sign. The agreement formulated by the druggists contemplated what was practically a 10 per cent. advance on the present prices of patents which, in some cases are below the cost price of the goods. Some of the leading druggists declare that but two of the stores in the city are making money, and in both cases, it is asserted, the druggists do a thriving business in substitutes.

One of the remarkable features of the last failure of the agreement is that the two leading cut-rate druggists in the city signed. Those who did not are not known as aggressive cutters. Although 97 per cent. of the druggists agreed to put up the prices, they were afraid to take advantage of the offer of the manufacturers and put those who did not sign the agreement on the black list. When a similar effort was made some time ago, one of the cutters who refused to sign the agreement sued the Association, charging it with conspiracy. After a devious course through the courts, the suit was withdrawn, and indiscriminate cutting was again begun. Those in the Association are afraid to try the experiment again, unless all sign.

Sold Bogus Beef Extract.

A half dozen indignant witnesses appeared against James Carter, of New York City, at the Central Station, Philadelphia, recently, charging him with selling small jars which purported to contain extract of beef, but which in reality had in them a very inferior quality of New Orleans molasses. Druggist R. G. Shannon testified that he bought three dozen of the bogus jars from Carter, for which he gave his check for \$6.30. When he found that he had molasses instead of beef extract he had payment on the check stopped. Max Wittenberg and several others had similar experiences when they dealt with Carter, and Magistrate Kochersperger held him in \$1,500 bail for court, despite his plea that he was an "innocent stranger from New York, who was victimized by a man he met at Ninth and Race streets."

An Acid Proof Glue.

The following has been recommended as producing a cement which will fasten glass or porcelain, etc., together firmly,

and will not be affected by strong acids: Mix together 2 parts of powdered asbestos, 1 part of barium sulphate and 2 parts of sodium silicate of 50 deg. Baume strength. A still firmer glue can be made which is particularly valuable, since it is not attacked by hot acids, by mixing together 2 parts of sodium silicate, 1 part of the finest sand and 1 part of finely pulverized asbestos. If potassium silicate is used instead of the sodium salt, the glue will harden immediately, but otherwise it will require about an hour to set.

"An inventor is a man who takes hints." Be a hint taker.

Send Us Your Orders for Special Sized Window Shades.

We guarantee satisfaction in price and quality of goods. Making window shades is a leading specialty with us. Orders filled within 24 hours after receipt. No delay. Send for samples and price list.

Heystek & Canfield Co.,
 Grand Rapids, Mich.

Jobbers wall paper and window shades.

Valentines

Write for catalogue and discount before placing your order.

Grand Rapids Stationery Co.

29 No. Ionia St.

GRAND RAPIDS, MICH.

FRED BRUNDAGE

wholesale

Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.

Consignments

of all kinds solicited. We make a specialty of handling merchandise consigned to us in bulk to be distributed to various firms here and outside. We will also act as brokers for you here. Large storage warehouses, extra good facilities and prompt attention to all business. Our many years' experience enables us to look after the business to the benefit of our customers. Give us a trial. Write for full particulars and state what is wanted. We can help you.

Grand Rapids Messenger & Packet Co.

11-13 Canal St., Grand Rapids, Mich.

Alex. McLachlin, Manager

OLD RELIABLE B.L. CIGAR
ALWAYS BEST.
LUBETSKY BROS. DETROIT, MICH. MAKERS

WHOLESALE DRUG PRICE CURRENT

Advanced—Senega Root, Saffron.
Declined—

Acetum		Conium Mac.		Sella Co.		Menthol.		Selditz Mixture		Linseed, pure raw		Selditz Mixture		Linseed, boiled		Neatsfoot, winter str		Spirits Turpentine		Paints		BBL. LB		
Aceticum	60	8	Copaiba	1	15	Tolutan	2	50	Menthol.	7	25	Selditz Mixture	20	22	Linseed, pure raw	47	50	Spirits Turpentine	59	34	Red Venetian	13	2	
Benzoleum, German.	70	75	Cubeba	1	30	Prunus virg.	2	50	Morphia, S. P. & W.	2	15	Sinapis	2	18	Linseed, boiled	48	50	Spirits Turpentine	59	34	Ochre, yellow Mars	13	2	
Boracic	17	17	Exechthitos	1	50				Morphia, S. N. Y. Q.	2	15	Sinapis, opt.	2	30	Neatsfoot, winter str	59	65	Spirits Turpentine	59	34	Ochre, yellow Ber.	13	2	
Carbolicum	22	27	Erigeron	1	00	Tinctures			Moschus Canton.	2	40	Snuff, Maccaboy, De	2	41	Snuff, Scotch, De Vo's			2	41	Soda, Boras, po.			2	11
Citricum	40	42	Gaultheria	2	20	Aconitum Napellis R	60		Myristica, No. 1	65	80	Snuff, Scotch, De Vo's	2	41	Soda, Boras, po.			2	11	Soda et Potass Tart.			25	27
Hydrochlor.	30	5	Geranium, ounce.	2	20	Aconitum Napellis F	60		Os Sepia	35	37	Soda, Carb.	13	27	Soda, Bi-Carb.			3	5	Soda, Carb.			13	27
Nitrosum	80	10	Gossypii, Sem. gal.	50	60	Piper Nigra	60		Pepsin Saac, H. & P.	35	37	Soda, Ash	3	4	Soda, Sulphas			2	2	Soda, Ash			3	4
Oxalicum	12	14	Hedera	1	50	Piper Nigra	60		Picls Liq. N.N. 1/4 gal.	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Phosphoricum, dil.	15	15	Juniper	1	50	Piper Nigra	60		Picls Liq. quarts.	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Sallylicum	50	53	Lavender	1	50	Piper Nigra	60		Picls Liq. pints.	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Sulphuricum	13	40	Limonis	1	50	Piper Nigra	60		Pil Hydrarg. po. 80	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Tannicum	1	10	Mentha Piper	5	50	Piper Nigra	60		Piper Nigra, po. 22	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Tartaricum	38	40	Mentha Verid.	5	50	Piper Nigra	60		Piper Alba, po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Ammonia			Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Aqua, 16 deg.	40	6	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Aqua, 20 deg.	60	8	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Carbonas	13	15	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Chloridum	12	14	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Aniline			Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Black	2	00	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Brown	2	00	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Red	2	00	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Yellow	2	00	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Baccae			Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Cubebae, po. 25	22	24	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Juniperus	6	7	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Xanthoxylum	1	50	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Balsamum			Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Copaiba	50	55	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Peru	60	70	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Terabin, Canada	60	65	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Tolutan	45	50	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Cortex			Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Abies, Canadian	18	18	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Cassia	12	12	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Cinchona Flava	12	12	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Euonymus atropurp.	12	12	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Myrica Cerifera, po.	20	20	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Prunus Virgin.	12	12	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Quillaja, gr'd	12	12	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Sassafras, po. 15	12	12	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Ulmus, po. 20, gr'd	38	38	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Extractum			Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Glycyrrhiza Glabra	24	30	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Glycyrrhiza, po.	28	30	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Hematox, 15 lb. box	11	12	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Hematox, 15 lb. box	13	14	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Hematox, 1/4s.	14	15	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Hematox, 1/4s.	16	17	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Ferru			Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Carbonate Precip.	15	15	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Citrate and Quinia	2	25	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Citrate Soluble	75	75	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Ferrocyanidum Sol.	40	40	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Solut. Chloride	15	15	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Sulphate, com'l.	2	2	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hydrarg. po. 35	2	100	Soda, Sulphas	2	2	Soda, Sulphas			2	2	Soda, Sulphas			2	2
Sulphate, com'l, by	80	80	Morruhu, gal.	2	00	Piper Nigra	60		Pil Hy															

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

Mackerel
Prunes
Bulk Oysters

DECLINED

Sugar
Cranberries
Lemons
Orange
Rolled Oats

Index to Markets
By Columns

A		Col.	Aurora.....	55	8
Akron Stoneware.....	15		Castor Oil.....	50	4
Alabastine.....	1		Diamond.....	90	2
Ammonia.....	1		Frazer's.....	75	9
Axle Grease.....	1		IXL Golden, tin boxes	75	90
B					
Baking Powder.....	1				
Bath Brick.....	1				
Bluing.....	1				
Breakfast Food.....	1				
Brooms.....	1				
Brushes.....	1				
Butter Color.....	1				
C					
Candles.....	14		Mica, tin boxes.....	75	90
Candles.....	1		Paragon.....	55	8
Canned Goods.....	1		BAKING POWDER		
Catsup.....	3		Egg		
Carbon Oils.....	3		1/4 lb. cans, 4 doz. case.....	3	75
Cheese.....	3		1/4 lb. cans, 2 doz. case.....	3	75
Chewing Gum.....	3		1 lb. cans, 1 doz. case.....	3	75
Chicory.....	3		5 lb. cans, 1/4 doz. case.....	8	00
Chocolate.....	3		JAXON		
Clothes Lines.....	3				
Cocoa.....	3		1/4 lb. cans, 4 doz. case.....	45	
Cocconut.....	3		1/4 lb. cans, 4 doz. case.....	85	
Cocoa Shells.....	3		1 lb. cans, 2 doz. case.....	1	60
Coffee.....	3		Royal		
Condensed Milk.....	4				
Coupon Books.....	15				
Crackers.....	4				
Cream Tartar.....	5				
D					
Dried Fruits.....	5				
F					
Farinaceous Goods.....	5				
Fish and Oysters.....	13				
Fishing Tackle.....	6				
Flavoring Excts.....	6				
Fly Paper.....	6				
Fresh Meats.....	6				
Fruits.....	14				
G					
Gelatine.....	6				
Grain Bags.....	7				
Grains and Flour.....	7				
H					
Herbs.....	7				
Hides and Pelts.....	13				
I					
Indigo.....	7				
J					
Jelly.....	7				
L					
Lamp Burners.....	15				
Lamp Chimneys.....	15				
Lanterns.....	15				
Lantern Globes.....	15				
Licorice.....	7				
Lye.....	7				
M					
Meat Extracts.....	7				
Molasses.....	7				
Mustard.....	7				
N					
Nuts.....	14				
O					
Oil Cans.....	15				
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P					
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Playing Cards.....	8				
Potash.....	8				
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R					
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Salt Fish.....	9				
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Snuff.....	10				
Soap.....	10				
Soda.....	10				
Starch.....	10				
Stoves.....	10				
Stove Polish.....	10				
Sugar.....	11				
Syrups.....	10				
T					
Table Sauce.....	11				
Tea.....	11				
Tobacco.....	11				
Twine.....	12				
Vinegar.....		12			
W					
Washing Powder.....	13				
Wicking.....	13				
Woodenware.....	13				
Wrapping Paper.....	13				
Y					
Yeast Cake.....	13				

Mica, tin boxes.....75 90

Paragon.....55 8

BAKING POWDER

Egg

1/4 lb. cans, 4 doz. case.....3 75

1/4 lb. cans, 2 doz. case.....3 75

1 lb. cans, 1 doz. case.....3 75

5 lb. cans, 1/4 doz. case.....8 00

JAXON

10c size.....90

1/4 lb. cans 1 35

6 oz. cans 1 90

1/4 lb. cans 2 50

1/4 lb. cans 3 75

1 lb. cans. 4 80

3 lb. cans 13 00

5 lb. cans. 21 50

BATH BRICK

American.....75

English.....85

BLUING

Arctic, 4 oz. ovals, per gross 4 00

Arctic, 8 oz. ovals, per gross 6 00

Arctic 16 oz. round per gross 9 00

Small size, per doz.....40

Large size, per doz.....75

BREAKFAST FOOD

CERA NUT FLAKES

Cases, 36 packages.....4 50

Five case lots.....4 40

TRYABITA

Peptonized Celery Food, 3 doz. in case.....4 05

Hulled Corn, per doz.....95

BROOMS

No. 1 Carpet.....2 75

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 50

BRUSHES

Scrub

Solid Back, 8 in.....45

Solid Back, 11 in.....95

Pointed Ends.....85

No. 8.....1 00

No. 7.....1 30

No. 4.....1 70

No. 8.....1 90

Stove

No. 3.....75

No. 2.....1 10

No. 1.....1 75

BUTTER COLOR

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

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

1

AXLE GREASE

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



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

BAKING POWDER

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

JAXON

1 lb. cans, 4 doz. case.....	45
1 lb. cans, 2 doz. case.....	85
1 lb. cans, 1 doz. case.....	1 60

Royal

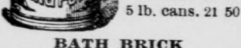
10c size.....	90
1 lb. cans 1 35	
6 oz. cans 1 90	
1/2 lb. cans 2 50	
1/4 lb. cans 3 75	
1 lb. cans 4 80	
3 lb. cans 13 00	
5 lb. cans 21 50	

BATH BRICK

American.....	75
English.....	85

BLUING

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



CONDENSED PEARL BLUING

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

BREAKFAST FOOD

Cereal Nut Flakes.....	4 40
Cases, 36 packages.....	4 50
Five case lots.....	4 40

TRYABITA

Peptonized Celery Food, 3 doz. in case.....	4 05
Hulled Corn, per doz.....	95

BROOMS

No. 1 Carpet.....	2 70
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 50

BRUSHES

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

Shoe

No. 8.....	1 00
No. 7.....	1 30
No. 6.....	1 70
No. 5.....	1 90

Stove

No. 3.....	75
No. 2.....	1 10
No. 1.....	1 70

BUTTER COLOR

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

2

CANDLES

Electric Light, 8s.....	12
Electric Light, 16s.....	12 1/2
Paraffine, 8s.....	9 1/4
Paraffine, 12s.....	10
Wickless.....	17

CANNED GOODS

3 lb. Standards.....	85
Gallons, standards.....	2 25

Blackberries

Standards.....	55
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Beans

Baked.....	1 00 @ 1 30
Red Kidney.....	75 @ 85
String.....	70
Wax.....	75

Blueberries

Standard.....	1 00 @ 1 30
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Brook Trout

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

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

Clam Bouillon

Burnham's, 1/4 pint.....	1 92
Burnham's, pints.....	3 60
Burnham's, quarts.....	7 20

Cherries

Red Standards.....	30 @ 1 50
White.....	1 50

Corn

Fair.....	85
Good.....	90
Fancy.....	@ 1 20

French Peas

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

Gooseberries

Standard.....	90
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Hominy

Standard.....	85
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Lobster

Star, 1/4 lb.....	2 10
Star, 1 lb.....	3 60
Picnic Tails.....	2 40

Mackerel

Mustard, 1 lb.....	1 80
Mustard, 2 lb.....	2 80
Sous sd, 1 lb.....	1 90
Sous sd, 2 lb.....	2 80
Tomato, 1 lb.....	1 80
Tomato, 2 lb.....	2 80

Mushrooms

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

Oysters

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

Peaches

Pie.....	85 @ 90
Yellow.....	1 35 @ 1 85

Pears

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

Peas

Marrowfat.....	1 00
Early June.....	90 @ 1 60
Early June Sifted.....	1 65

Plums

Plums.....	85
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Pineapple

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

Pumpkin

Fair.....	90
Good.....	1 00
Fancy.....	1 25

Raspberries

Standard.....	1 15
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Russian Caviar

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

Salmon

Columbia River, tails.....	@ 1 85
Columbia River, flats.....	@ 1 80
Red Alaska.....	@ 1 30
Pink Alaska.....	@ 90

Shrimps

Standard.....	1 40
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Sardines

Domestic, 1/4s.....	3 1/2
Domestic, 1/2s.....	4 1/2
Domestic, Mustard.....	6
California, 1/4s.....	11 @ 14
California, 1/2s.....	17 @ 24
French, 1/4s.....	7 @ 14
French, 1/2s.....	18 @ 28

Strawberries

Standard.....	1 20
Fancy.....	1 40

3

Succotash

Fair.....	95
Good.....	1 00
Fancy.....	1 20

Tomatoes

Fair.....	1 10
Good.....	1 15
Fancy.....	1 25
Gallons.....	3 50

CARBON OILS

Barrels

Eocene.....	@ 12 1/2
Perfection.....	@ 11 1/4
Diamond White.....	@ 11
D. S. Gasoline.....	@ 14 1/4
Deodorized Naphtha.....	@ 12
Cylinder.....	29 @ 34
Engine.....	18 @ 22
Black, winter.....	9 @ 10 1/4

CATSUP

Columbia, pints.....	2 00
Columbia, 1/4 pints.....	1 25

CHEESE

Acme.....	2 15
Amboy.....	2 14
Elise.....	2 14
Emblem.....	2 14 1/2
German.....	2 14 1/2
Gold Medal.....	2 14
Ideal.....	2 14
Jersey.....	2 14
Riverside.....	2 14
Brick.....	14 @ 15
Edam.....	2 90
Lelden.....	2 17
Limburger.....	18 @ 14
Pineapple.....	50 @ 75
Sap Sago.....	2 19

CHEWING GUM

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

CHICORY

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

CHOCOLATE

Walter Baker & Co.'s.....	23
German Sweet.....	31
Premium.....	45
Breakfast Cocoa.....	45

CLEANER & POLISHER

8 oz. box, 3 can., per doz.....	\$1 35
Qts box, 2 can., per doz.....	2 25
Gal box, 1 can., per doz.....	7 50

CLOTHES LINES

Sisal.....	1 00
60 ft., 3 thread, extra.....	1 40
72 ft., 3 thread, extra.....	1 70
90 ft., 3 thread, extra.....	1 70
60 ft., 6 thread, extra.....	1 29
72 ft., 6 thread, extra.....	1 29

Cotton Victor

50 ft.....	80
60 ft.....	95

6

Hominy	
Flake, 50 lb. sack	90
Pearl, 200 lb. bbl.	5 00
Pearl, 100 lb. sack	2 50
Maccaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 80
Pearl Barley	
Common	3 00
Chester	2 90
Empire	3 65
Peas	
Green, Wisconsin, bu.	
Green, Scotch, bu.	1 85
Split, lb.	4
Rolled Oats	
Rolled Avena, bbl.	5 00
Steel Cut, 100 lb. sacks	2 70
Monarch, bbl.	4 70
Monarch, 30 lb. sacks	2 75
Quaker, cases	3 10
Grits	
Walsh-DeRoo Co.'s Brand.	



Cases, 24 2 lb. packages	2 00
Sago	
East India	3 30
German, sacks	3 30
German, broken package	4
Tapioca	
Flake, 110 lb. sacks	4 30
Pearl, 130 lb. sacks	3 30
Pearl, 24 1 lb. packages	6 30
Wheat	
Cracked, bulk	3 30
24 2 lb. packages	2 50
FISHING TACKLE	
1/4 to 1 inch	6
1/4 to 2 inches	7
1/4 to 2 inches	9
1/4 to 2 inches	11
2 inches	15
3 inches	30

Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	15
No. 8, 15 feet	18
No. 9, 15 feet	20
Linen Lines	
Small	20
Medium	25
Large	34
Poles	
Bamboo, 14 ft., per doz.	50
Bamboo, 16 ft., per doz.	65
Bamboo, 18 ft., per doz.	80

FLAVORING EXTRACTS	
FOOTE & JENKS' JAXON	
Highest Grade Extracts	
Vanilla	Lemon
1 oz full m. 1 20	1 oz full m. 80
2 oz full m. 2 10	2 oz full m. 1 25
No. 3 fan'y 3 15	No. 3 fan'y 1 75

COLEMAN'S	
HIGH FOOTE & JENKS' EXTRA	

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

JENNINGS'	
FLAVORING EXTRACTS	

Folding Boxes	
D. C. Lemon	D. C. Vanilla
2 oz..... 75	2 oz..... 1 20
4 oz..... 1 50	4 oz..... 2 00
6 oz..... 2 00	6 oz..... 3 00

Taper Bottles	
D. C. Lemon	D. C. Vanilla
2 oz..... 75	2 oz..... 1 25
3 oz..... 1 25	3 oz..... 2 10
4 oz..... 1 50	4 oz..... 2 40

Full Measure	
D. C. Lemon	D. C. Vanilla
1 oz..... 65	1 oz..... 85
2 oz..... 1 10	2 oz..... 1 60
4 oz..... 2 00	4 oz..... 3 00

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

FRESH MEATS	
Beef	
Carcase	5 @ 7 1/2
Forequarters	5 @ 6
Hindquarters	6 @ 7 1/2
Loins	8 @ 14
Ribs	7 @ 10
Rounds	5 @ 7
Chucks	5 @ 5 1/2
Plates	4 @ 5

Pork	
Dressed	7 @ 7 1/2
Loins	9 @ 10
Boston Butts	2 @ 8 1/2
Shoulders	2 @ 8 1/2
Leaf Lard	2 @ 1 1/2

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Mutton	
Carcase	4 1/2 @ 5 1/2
Lamb	7 @ 8 1/2
Veal	
Carcase	4 @ 5
GELATINE	
Knox's Sparkling, pr gross	1 20
Knox's Acidulated	1 20
Knox's Acidulated, pr gross	14 00
Oxford	75
Plymouth Rock	1 20
Nelson's	1 50
Cox's, 2-qt size	1 61
Cox's, 1-qt size	1 10
GRAIN BAGS	
Amoskeag, 100 in bale	15 1/2
Amoskeag, less than bale	15 1/2
GRAINS AND FLOUR	
Wheat	
Wheat	76
Winter Wheat Flour	
Local Brands	
Patents	4 40
Second Patent	3 90
Straight	3 70
Second Straight	3 40
Clear	3 25
Graham	3 35
Buckwheat	5 03
Rye	3 00
Subject to usual cash discount	
Flour in bbls., 25c per bbl. additional	
Worden Grocer Co.'s Brand	
Quaker 1/2s	3 80
Quaker 1/4s	3 80
Quaker 1/8s	3 80

Spring Wheat Flour	
Clark-Jewell-Well's Co.'s Brand	
Pillsbury's Best 1/2s	4 80
Pillsbury's Best 1/4s	4 30
Pillsbury's Best 1/8s	4 30
Pillsbury's Best 1/2s paper	4 40
Pillsbury's Best 1/4s paper	4 40
Lemon & Wheeler Co.'s Brand	
Wingold 1/2s	4 40
Wingold 1/4s	4 30
Wingold 1/8s	4 20
Judson Grocer Co.'s Brand	
Ceresota 1/2s	4 70
Ceresota 1/4s	4 61
Ceresota 1/8s	4 40
Worden Grocer Co.'s Brand	
Laurel 1/2s	4 50
Laurel 1/4s	4 40
Laurel 1/8s	4 30
Laurel 1/2s and 1/4s paper	4 30

Meal	
Bolton	2 70
Granulated	2 80
Feed and Millstuffs	
St. Car Feed screened	21 00
No. 1 Corn and Oats	21 00
Corn Meal, coarse	21 00
Corn Meal, fine old	21 00
Winter Wheat Bran	17 00
Winter Wheat Middlings	19 00
Cow Feed	18 00
Screenings	17 00
Oats	
Car lots	36
Corn	
Corn, car lots, new	48
Corn, car lots, old	60
Hay	
No. 1 Timothy car lots	19 50
No. 1 Timothy ton lots	12 00
HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Anna Leaves	25
INDIGO	
Madras, 5 lb. boxes	65
S. F., 2 and 5 lb. boxes	50
JELLY	
5 lb. palls, per doz.	1 85
15 lb. palls	43
30 lb. palls	80

LIGORICE	
Pure	30
Calabria	23
Stelly	14
Root	10
LYE	
Condensed, 2 doz.	1 20
Condensed, 4 doz.	2 25
MALTED FOOD	
MALT-OLA	
Cases, 12 packages	1 35
Cases, 36 packages	4 05
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	25
Good	22
Half-barrels 2c extra	
MUSTARD	
Horse Radish, 1 doz.	1 75
Horse Radish, 2 doz.	3 50
Bayle's Celery	1 75

OLIVES	
Bulk, 1 gal. kegs	1 35
Bulk, 3 gal. kegs	1 10
Bulk, 5 gal. kegs	1 05
Manzanilla, 7 oz.	1 05
Queen, pints	2 35
Queen, 19 oz.	4 50
Queen, 28 oz.	7 00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 45
Stuffed, 10 oz.	2 80

RICE	
Domestic	
Carolina head	7
Carolina No. 1	6 1/2
Carolina No. 2	6
Broken	3 1/2

RICE	
Domestic	
Carolina head	7
Carolina No. 1	6 1/2
Carolina No. 2	6
Broken	3 1/2

RICE	
Domestic	
Carolina head	7
Carolina No. 1	6 1/2
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Carolina No. 2	6
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Domestic	
Carolina head	7
Carolina No. 1	6 1/2
Carolina No. 2	6
Broken	3 1/2

RICE	
Domestic	
Carolina head	7
Carolina No. 1	6 1/2
Carolina No. 2	6
Broken	3 1/2

8

PIPES	
Clay, No. 216	1 70
Clay, T. D. full count	8 1/2
PICKLES	
Medium	
Barrels, 1,200 count	8 00
Half bbls, 600 count	4 55
Small	
Barrels, 2,400 count	9 50
Half bbls, 1,200 count	5 20
PLAYING CARDS	
No. 90, Steamboat	90
No. 15, Rival, assorted	1 20
No. 20, Rover, enameled	1 60
No. 572, Special	1 75
Alpha Cream, large, 1 doz.	1 90
Alpha Cream, small, 3 doz.	95
Durkee's, large, 1 doz.	4 15
Durkee's, small, 2 doz.	4 85
POTASH	
48 cans in case	
Babbitt's	4 00
Penna Salt Co.'s	3 00
PROVISIONS	
Barreled Pork	
Mess.	2 17 50
Back	2 30 00
Clear back	2 20 50
Short cut	2 19 00
Pig	22 00
Bean	2 16 75
Family Mess Loin	20 00
Clear	2 19 50
Dry Salt Meats	
Belites	10 1/2
S P Belites	13
Extra shorts	11
Smoked Meats	
Hams, 12 lb. average	2 12 1/2
Hams, 14 lb. average	2 12 1/2
Hams, 16 lb. average	2 12 1/2
Hams, 20 lb. average	2 12 1/2
Ham dried beef	2 12
Shoulders (N. Y. cut)	2 12
Bacon, clear	13 @ 14
California hams	2 @ 14
Bolton Hams	2 @ 14
Berlin Ham pr'd	9 1/2 @ 10
Mince Ham	9 1/2 @ 10
Lard	
Compound	@ 7 1/2
Pure	@ 11 1/2
60 lb. Tubs, advance	1 1/2
50 lb. Tubs, advance	1 1/2
50 lb. Tins, advance	1 1/2
20 lb. Pails, advance	1 1/2
10 lb. Pails, advance	1 1/2
5 lb. Pails, advance	1 1/2
Vegetable	8 1/2
Sausages	
Bologna	6
Liver	6 1/2
Frankfort	2 1/2
Pork	8 1/2 @ 9
Blood	8
Tongue	8
Headcheese	6 1/2
Beef	
Extra Mess.	
Boneless	11 75
Rump, New	@ 11 75
Pigs Feet	
1/4 bbls., 40 lbs.	1 85
1/2 bbls., 80 lbs.	3 25
1 bbl., 160 lbs.	7 50
Tripe	
1/4 bbls., 40 lbs.	1 50
1/2 bbls., 80 lbs.	3 00
Casings	
Pork	2 1/2
Beef rounds	5
Beef middles	5
Sheep	65
Uncured Butterine	
Solid, dairy	2 12
Rolls, dairy	@ 12 1/2
Rolls, purity	1 1/2
Solid, purity	15 1/2
Canned Meats	
Corned beef, 2 lb.	2 80
Corned beef, 1 lb.	17 50
Roast beef, 2 lb.	2 50
Potted ham, 1/2	50
Potted ham, 1/4	90
Deviled ham, 1/2	50
Deviled ham, 1/4	90
Potted tongue, 1/2	50
Potted tongue, 1/4	90

RICE	
Domestic	
Carolina head	7
Carolina No. 1	6 1/2
Carolina No. 2	6
Broken	3 1/2

RICE	
Domestic	
Carolina head	7
Carolina No. 1	6 1/2
Carolina No. 2	6
Broken	3 1/2

RICE	
Domestic	
Carolina head	7
Carolina No. 1	6 1/2
Carolina No. 2	6
Broken	3 1/2

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Domestic	
Carolina head	7
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Carolina No. 2	6
Broken	3 1/2

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Domestic	
Carolina head	7
Carolina No. 1	6 1/2
Carolina No. 2	6
Broken	3 1/2

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Domestic	
Carolina head	7
Carolina No. 1	6 1/2
Carolina No. 2	6
Broken	3 1/2

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Domestic	
Carolina head	7
Carolina No. 1	6 1/2
Carolina No. 2	6
Broken	3 1/2

RICE	
Domestic	
Carolina head	7
Carolina No. 1	6 1/2
Carolina No. 2	6
Broken	3 1/2

12	13	14	15
Lubetsky Bros. brands B. L. 35 00 Daily Mail, 5c edition. 35 00 Fine Cut Cadillac 54 Sweet Loma 33 Hiawatha, 5 lb. palls 56 Hiawatha, 10 lb. palls 54 Telegram 22 Pay Car 31 Prairie Rose 49 Protection 37 Sweet Burley 42 Tiger 38 Plug Red Cross 82 Palo 31 Kyo 34 Hiawatha 41 Battle Axe 33 American Eagle 32 Standard Navy 36 Spear Head, 16 oz. 41 Spear Head, 8 oz. 43 Nobby Twist 48 Jolly Tar 36 Old Honesty 42 Toddy 33 J. T. 36 Piper Heldsick 61 Boot Jack 78 Honey Dip Twist 39 Black Standard 38 Cadillac 38 Forge 30 Nickel Twist 50 Smoking Sweet Core 34 Flat Car 39 Great Navy 34 Warpath 25 Bamboo, 16 oz. 24 I X L, 5 lb. 26 I X L, 16 oz. palls 30 Honey Dew 35 Gold Block 38 Flagman 38 Chips 32 Klin Dried 21 Duke's Mixture 38 Duke's Cameo 41 Myrtle Navy 39 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1 lb. palls 37 Cream 36 Corn Cake, 2 1/2 oz. 34 Corn Cake, 1 lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 32 Peerless, 1 1/2 oz. 34 Alf Brake 36 Cant Hook 30 Country Club 33 Fore-X XXX 28 Good Indian 23 Self Binder 20-22 Silver Foam 34 TWINE Cotton, 3 ply 16 Cotton, 4 ply 16 Jute, 2 ply 12 Hemp, 6 ply 12 Flax, medium 20 Wool, 1 lb. balls 7 1/2 VINEGAR Malt White Wine, 40 grain 8 Malt White Wine, 80 grain 11 Pure Cider, B. & B. brand 11 Pure Cider, Red Star 11 Pure Cider, Robinson 11 Pure Cider, Silver 11 WASHING POWDER Diamond Flake 2 75 Gold Brick 3 25 Gold Dust, regular 4 50 Gold Dust, 5c 4 00 Kirkline, 24 1/2 lb. 3 90 Pearlina 2 75 Soapine 4 10 Babbitt's 1776 3 75 Roseline 3 50 Armour's 3 70 Nine O'clock 3 35 Wisdom 3 80 Sourline 3 50 Rub-No-More 3 75 WICKING No. 0, per gross 25 No. 1, per gross 30 No. 2, per gross 40 No. 3, per gross 55 WOODENWARE Baskets Bushels 1 25 Bushels, wide band 30 Market 30 Splint, large 6 00 Splint, medium 5 00 Splint, small 4 00 Willow Clothes, large 6 00 Willow Clothes, medium 5 50 Willow Clothes, small 5 00 Bradley Butter Boxes 2 lb. size, 24 in case 72 3 lb. size, 16 in case 68 5 lb. size, 12 in case 63 10 lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gals., each 2 40 Barrel, 10 gals., each 2 55 Barrel, 15 gals., each 2 70 Clothes Pins Round head, 5 gross box 50 Round head, cartons 75 Egg Crates Humpty Dumpty 2 25 No. 1, complete 29 No. 2, complete 18	Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 65 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 Pails 2-hoop Standard 1 50 3-hoop Standard 1 65 2-wire, Cable 1 60 3-wire, Cable 1 80 Cedar, all red, brass bound 1 25 Paper, Eureka 2 25 Fibre 2 40 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 80 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 25 Mouse, wood, 6 holes 25 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-inch, Standard, No. 1 7 00 18-inch, Standard, No. 2 6 00 16-inch, Standard, No. 3 5 00 20-inch, Cable, No. 1 7 50 18-inch, Cable, No. 2 6 50 16-inch, Cable, No. 3 5 50 No. 1 Fibre 9 45 No. 2 Fibre 7 95 No. 3 Fibre 7 20 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 25 Single Peerless 2 50 Northern Queen 2 50 Double Duplex 3 00 Good Luck 2 75 Universal 2 25 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 10 15 in. Butter 1 75 17 in. Butter 2 75 19 in. Butter 4 25 Assorted 13-15-17 1 75 Assorted 15-17-19 3 00 WRAPPING PAPER Common Straw 1 1/4 Fiber Manila, white 3 1/4 Fiber Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/4 Wax Butter, short count 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic 3 doz 1 00 Sunlight, 3 doz 1 00 Sunlight, 1 1/2 doz 50 Yeast Cake, 3 doz 1 00 Yeast Foam, 3 doz 1 00 Yeast Foam, 1 1/2 doz 50 FRESH FISH White fish 10 1/2 Trout 8 Black Bass 11 1/2 Halibut 14 Cliscos or Herring 5 Bluefish 11 1/2 Live Lobster 20 Boiled Lobster 22 Cod 10 Haddock 8 No. 1 Pickerel 8 1/4 Pike 7 Perch 7 Smoked White 11 Red Snapper 10 Col River Salmon 13 Mackerel 18 OYSTERS Bulk F. H. Counts 1 75 Extra Selects 1 60 Selects 1 40 Baltimore Standards 1 25 Standards 1 20 Cans F. H. Counts 35 Extra Selects 27 Selects 23 Perfection Standards 22 Anchors 20 Standards 18 HIDES AND PELTS Hides Green No. 1 7 1/4 Green No. 2 6 1/4 Cured No. 1 8 1/2 Cured No. 2 7 1/4 Calfskins, green No. 1 9 1/4 Calfskins, green No. 2 10 1/4 Calfskins, cured No. 1 9 Calfskins, cured No. 2 8 Pelts Old Wool 50 1 00 Lamb 40 75 Shearings 75 Tallow No. 1 6 No. 2 5 1/2 Wool Washed, fine 2 50 Washed, medium 2 25 Unwashed, fine 15 17 Unwashed, medium 16 19	CANDIES Stick Candy Standard 7 Standard H. H. 7 Standard Twist 8 Cut Loaf 9 Jumbo, 32 lb. 7 1/4 Extra H. H. 10 1/4 Boston Cream 10 Best 10 Mixed Candy Grocers 6 Competition 7 Special 7 1/4 Conserve 7 1/4 Royal 8 1/4 Ribbon 9 Broken 8 Cut Loaf 8 1/4 English Rock 9 Kinder Garten 9 Bon Ton Cream 8 1/4 French Cream 9 Dandy Pan 10 Hand Made Cream 11 1/4 mixed 13 Crystal Cream mix 13 Fancy-In Pails Champ. Crys. Gums 8 1/4 Pony Hearts 15 Fairy Cream Squares 12 Fudge Squares 12 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 10 Starlight Kisses 12 San Blas Goodies 12 Lozenges, plain 9 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolates 13 1/4 Quintette Choc. 12 Gum Drops 5 1/4 Moss Drops 9 Lemon Sours 9 Imperials 9 Ital. Cream Opera 12 Ital. Cream Bonbons 12 20 lb. palls 11 Molasses Chews, 15 lb. palls 13 Golden Waffles 12 Fancy-In 5 lb. Boxes Lemon Sours 50 Peppermint Drops 50 Chocolate Drops 50 H. M. Choc. Drops 50 H. M. Choc. Lt. and 50 Dk. No. 12 50 Gum Drops 50 Licorice Drops 50 Lozenges, plain 50 Lozenges, printed 50 Imperials 50 Molasses 50 Cream Bar 50 Molasses Bar 50 Hand Made Creams 80 Cream Buttons, Pep. 50 and Wint. 50 String Rock 50 Wintergreen Berries 50 FRUITS Oranges Florida Russett 2 Florida Blunt 2 Fancy Navels 2 3 75 Extra Choice 2 Late Valencia 2 Seedlings 2 Medt. Swets 2 Jamaica 2 Rodi 2 Lemons Verdell, ex fcy 300 2 Verdell, fcy 300 2 Verdell, ex chco 300 2 Verdell, fcy 300 2 Cal Lemons 300 3 50 4 50 Messina 300 3 50 4 50 Bananas Medium bunches 1 50 2 00 Large bunches 1 50 2 00 Foreign Dried Fruits Figs Californias, Fancy 2 Cal. pkg. 10 lb. boxes 21 00 Extra Choice, Turk. 2 10 lb. boxes 2 Fancy, Trk., 12 lb. boxes 13 1/4 15 Pulled, 6 lb. boxes 15 Natural, in bags 2 Dates Fards in 10 lb. boxes 2 6 1/4 Fards in 50 lb. cases 2 Hollow 5 lb. cases, new 5 Sals, 60 lb. cases 2 NUTS Almonds, Tarragona 2 16 Almonds, Ivica 2 Almonds, California, soft shelled 15 16 Brazil 11 1/4 Filberts 12 Walnuts, Grenobles 12 Walnuts, soft shelled 12 Cal. No. 1, new 2 Table Nuts, fancy 13 1/4 Pecans, Med 11 Pecans, Ex. Large 12 Pecans, Jumbo 13 Hickory Nuts per bu. 13 Ohio, new 2 Cocoanuts, full sacks 2 3 50 Chestnuts, per bu. 2 Peanuts Fancy, H. P., Suns 5 1/4 6 Fancy, H. P., Suns 5 1/4 6 Roasted 6 1/4 7 Choice, H. P., Jumbo 7 1/4 Choice, H. P., Jumbo 7 1/4 Roasted 7 1/4 Span. Shld No. 1 n w 6 6 7	STONEWARE Butters 1/2 gal., per doz. 48 1 to 6 gal., per gal. 5 1/4 8 gal. each 48 10 gal. each 60 12 gal. each 72 15 gal. meat-tubs, each 1 12 20 gal. meat-tubs, each 1 50 25 gal. meat-tubs, each 2 12 30 gal. meat-tubs, each 2 55 Churns 2 to 6 gal., per gal. 6 Churn Dashers, per doz. 84 Milkpans 1/2 gal. flat or rd. bot., per doz. 48 1 gal. nat or rd. bot., each 5 1/4 Fine Glazed Milkpans 1/2 gal. flat or rd. bot., per doz. 60 1 gal. flat or rd. bot., each 6 Stewpans 1/2 gal. fireproof, ball, per doz. 85 1 gal. fireproof, ball, per doz. 1 10 Jugs 1/2 gal. per doz. 56 1 gal. per doz. 42 1 to 5 gal., per gal. 7 Sealing Wax 5 lbs. in package, per lb. 2 LAMP BURNERS No. 0 Sun 35 No. 1 Sun 36 No. 2 Sun 48 No. 3 Sun 85 Tubular 50 Nutmeg 50 MASON FRUIT JARS With Porcelain Lined Caps Pints 4 25 per gross Quarts 4 50 per gross 1/2 Gallon 6 50 per gross Fruit Jars packed 1 dozen in box LAMP CHIMNEYS—Seconds Per box of 6 doz. No. 0 Sun 1 62 No. 1 Sun 1 84 No. 2 Sun 2 80 Anchor Carton Chimneys Each chimney in corrugated carton. No. 0 Crimp 1 74 No. 1 Crimp 1 96 No. 2 Crimp 2 90 First Quality No. 0 Sun, crimp top, wrapped & lab. 1 91 No. 1 Sun, crimp top, wrapped & lab. 2 18 No. 2 Sun, crimp top, wrapped & lab. 3 08 XXX Flint No. 1 Sun, crimp top, wrapped & lab. 2 75 No. 2 Sun, crimp top, wrapped & lab. 3 75 No. 2 Sun, hinge, wrapped & lab. 4 00 Pearl Top No. 1 Sun, wrapped and labeled 4 60 No. 2 Sun, wrapped and labeled 5 30 No. 2 hinge, wrapped and labeled 5 10 No. 2 Sun, "Small Bulb," for Globe Lamps 80 La Bastie No. 1 Sun, plain bulb, per doz. 1 00 No. 2 Sun, plain bulb, per doz. 1 25 No. 1 Crimp, per doz. 1 35 No. 2 Crimp, per doz. 1 60 Rochester No. 1 Lime (65c doz) 3 50 No. 2 Lime (75c doz) 4 00 No. 2 Flint (80c doz) 4 60 Electric No. 2 Lime (70c doz) 4 00 No. 2 Flint (80c doz) 4 60 OIL CANS 1 gal. tin cans with spout, per doz. 1 30 1 gal. galv. iron with spout, per doz. 1 50 2 gal. galv. iron with spout, per doz. 2 50 3 gal. galv. iron with spout, per doz. 3 50 5 gal. galv. iron with spout, per doz. 3 75 5 gal. galv. iron with faucet, per doz. 5 00 5 gal. galv. iron with faucet, per doz. 5 00 5 gal. Tilted cans 7 00 5 gal. galv. iron Nacefas 9 00 LANTERNS No. 0 Tubular, side lift 4 75 No. 1 B Tubular 7 25 No. 15 Tubular, dash 7 25 No. 1 Tubular, glass fountain 7 50 No. 12 Tubular, side lamp 13 50 No. 3 Street lamp, each 3 60 LANTERN GLOBES No. 0 Tub., cases 1 doz. each, box, 10c 45 No. 0 Tub., cases 2 doz. each, box, 15c 45 No. 0 Tub., bbls 5 doz. each, per bbl. 1 75 No. 0 Tub., Bull's eye, cases 1 doz. each 1 25 BEST WHITE COTTON WICKS Roll contains 32 yards in one piece. No. 0, 3/4-inch wide, per gross or roll 18 No. 1, 1/2-inch wide, per gross or roll 24 No. 2, 1 1/2-inch wide, per gross or roll 34 No. 3, 1 1/2-inch wide, per gross or roll 53 COUPON BOOKS 50 books, any denomination 1 50 100 books, any denomination 2 50 500 books, any denomination 11 50 1,000 books, any denomination 20 00 Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge. Coupon Pass Books 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 Credit Checks 500, any one denomination 2 00 1,000, any one denomination 3 00 2,000, any one denomination 5 00 Steel punch 75

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THE STOCK SAMPLERS.

Hank Spreet Makes a Few Remarks For Their Benefit.

Written for the Tradesman.

"It is wonderful how little things grow!" remarked Bill Blivens when the Kelly Center Debating Society had settled down about Hank Spreet's stove and was enjoying the warmth of the village grocer's hardwood without appreciating the fact that it was costing him \$6 a cord.

"A lie about somebody," suggested Hank bluntly. He meant the remark for no one in particular, but the eyes of Bill Blivens shifted and several of the debaters moved uneasily in their chairs.

"I don't mean that," said Bill, "I mean something that really is, that you can see, that is 'visible,' that's the word."

"You mean a boil on a man's nose, for instance," remarked the grocer. But Bill Blivens was not to be sidetracked by Hank's humor, although the members of the Kelly Center Debating Club were smiling a unanimous smile. He went on:

"No, I mean things like the sand hills 'long the shore of Lake Michigan. Them hills are as big as mountains, some of 'em. These scientific fellows say that when they started they was no bigger than a mole-hill; but the wind and the water kept to work and the sand collected and collected and collected until finally them big hills was the result."

"It must be," said the grocer, pointedly, "that along the lake shore collecting is a good deal easier than it is around Kelly Center," and he began thumbing over his day-book. Bill let the remark go unheeded.

"Now there's the river, too," he said, "it is nothing but a little stream up in the mountains, but it gathers and gathers and gathers—"

"Like a Kelly Center crowd at a dog fight," interjected the irrelevant grocer.

"It gathers and gathers into a river and gathers more water as it flows along until look at the size of that river at the mouth!"

"Like some men," said Hank.

Bill eyed the grocer suspiciously at this remark, wondering whether it was personal or general in character, but resumed his argument without comment.

"Now there's the snowflake, too," Bill said. "A snowflake's not very much. It don't weigh much and it don't cover much ground, but let a few hundred million of them snowflakes fall from heaven and look at the drift they'll make."

"That's where heaven looks like it was working against itself," said the grocer. "I have known of them snowflakes falling from heaven on Saturday night and then keeping many a good man from going to church on Sunday."

As Bill was not over strenuous on religion, he had little difficulty in guessing for whom this remark was intended.

"It's the same way with a man getting rich," Bill went on, "he saves a penny here and a shilling there and in that way he builds a fortune."

"Yes," said the grocer, "and many a fortune is built with other people's brick."

"You don't seem to take much stock in my remarks," said Bill, addressing the grocer at last, and helping himself to a handful of peanuts from a bag which was listening to him with gaping mouth near by. "Must be that you never noticed this thing yourself."

"Oh, I have had some experience," said Hank, "a little with you, Bill, yourself."

"Now Bill, here" addressing the Debating Club, "is the greatest peanut eater I ever knew; he never comes into the store without sampling the peanuts and, although he must know by this time what good peanuts we sell, I never knew him to take home any to his family. Now, I reckon that there are about sixty peanuts to a pint, and as Bill never eats less than a pint a week, and has been coming into the store pretty regularly for about twenty years, I figure that in that time he has consumed about \$24 worth of my choice, double-jointed, humped-back, triple-roasted Virginia peanuts, as the man who owns the circus says when he passes through the reserved seat section."

Bill withdrew a little farther into his corner, with an uneasy shuffle that indicated that Hank's remarks would hold him for a while.

"Then there's Henry Hapgood. I think that Henry must be the champion prune eater of this and several adjoining counties. He never forgets to try the dried prunes when he comes from his mill and I figure that he has consumed about \$7.87 worth of prunes since he first found out what good prunes they were."

An uneasy laugh from Henry's chair.

"Then there's Hiram here, one of the greatest coffee testers that I ever knew who was not drawing a salary as an expert in a wholesale house. With the bulk coffee of the kind I sell, cheap at 35 cents a pound, I figure that I am paying Hi about \$5 a year for spreading the news through Kelly Center what good coffee I keep. Oh, I know how great oaks from little acorns grow all right; and if you raisin eaters and cookie samplers and cracker consumers and cheese fiends will wait a few minutes I will make you out a bill for the stuff that you have carried away a little at a time, but which, piled in a heap, would make a pretty good wagonload. I figure that this bunch must owe my heirs and assigns about \$78.29 all together, so if you will wait a minute—"

But the Kelly Center Debating Club had suddenly, unanimously and silently adjourned.

Douglas Malloch.

How It Happened.

"How did this happen?" asked the surgeon, as he dressed the wound in the cheek and applied a soothing poultice to the damaged eye.

"Got hit with a stone," replied the patient.

"Who threw it?"

"My—my wife," was the reluctant answer.

"Hum! It's the first time I've heard of a woman hitting anything she aimed at," muttered the surgeon.

"She was throwing at the neighbor's hens," explained the sufferer. "I was behind her."

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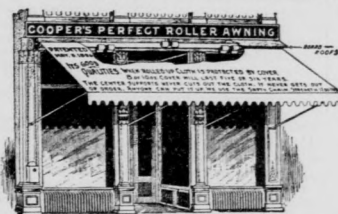
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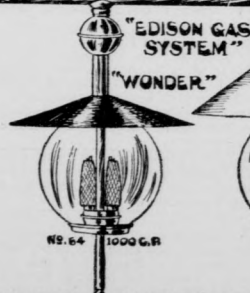
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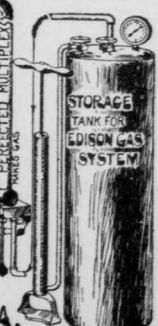
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TESTS ON YOUNG MEN.

Study of Food Effects by the Department of Agriculture.

Seated about a table heaped to overflowing with good things to eat, a dozen young men in Washington are enjoying the hospitality of the Government. But the table etiquette is rather unusual.

"You may have a second piece of pie, but just let me take your temperature first," says the host. For everything eaten is eaten for a purpose, and these young men are simply human machines working out a nice little problem in chemistry under the watchful eye of Dr. Wiley, Chief Chemist of the Department of Agriculture.

The first half of the experiment will be remembered as a period of good food, well cooked, for, just as the Rhode Island farmer fattens his turkeys for Thanksgiving, so Dr. Wiley is preparing his subjects for a poison diet by a prelude of gastronomic bliss. By and by he will have diagrams of the digestions of his guests. He will have discovered, as every boarding house keeper does, the capacity of his lodgers, how much food they need, and how it affects them.

Then comes a heavy change. The twelve boarders are divided into two groups: one takes the pledge to eat only what Dr. Wiley gives them; in the cause of science they renounce the pleasures of "rarebits" and kindred joys. They get their ten days' rations of the finest, then come ten days of preserved food. In this time the volunteer subjects have for food that vast range of chemically treated articles, ranging all the way from the canned beef of Spanish war fame to the tinned baked beans, "just like those mother used to bake," so the label says.

In the days when chemical food confronts the guests there is a frequent taking of temperature and feeling of pulse. The effects of preserved pickles on the good nature of the subjects, of canned fish upon the intellect, and all the various ramifications of food on the system, are minutely observed. Day and night, thermometer in hand, Dr. Wiley stands vigilantly on guard.

About the time when the last pun about "can" is exhausted, the diet regimen is over and the first six go into period of relaxation, where milk flows straight from the cow and the honey is squeezed from the comb. At the same time the other six subjects who have been poking fun at their brethren, whom they have dubbed "the can openers," take their turn, and the first batch get their revenge.

Of the purposes of the tests, Dr. Wiley gives the following explanation:

The object of the experiment is to determine the wholesomeness, or rather the unwholesomeness, of substances added to foods as preservatives, coloring matter, or for other purposes. An attempt will be made to settle definitely the disputed points in regard to these matters about which chemists and hygienists differ so greatly. The result can also be used to shape intelligent legislation of restrictive nature, regulating commerce in food products, securing the removal of unnecessary and unjust restrictions, and making effective those that are necessary and just. It will serve as a basis for international agreement in regard to the composition of preserved foods. Now the different nations have widely different laws to protect and regulate the importation and exportation of food products. They will serve also as a basis for rational advice on the part of hygienists and physicians in regard to the foods that should be or should not be used by persons in ordinary health, and will be especially valuable in the treatment of invalids.

The investigation will produce results which will tend to conserve the public health and guard the invalid and the weak from injurious substances.

Beginning at the Beginning.

"But can you cook?" asked the prosaic young man.

"Let us take these questions up in their proper order," returned the wise girl. "The matter of cooking is not the first to be considered."

"Then what is the first?" he demanded.

"Can you provide the things to be cooked?"

Home Discomforts.

"No," grumbled the husband in a spasm of confidence, to a friend, "I have no place at all for my book. The storage room is kept exclusively for my wife."

"And what does she do with it?"

"Oh, she puts away those things that are a trifle too good to be destroyed, yet scarcely good enough to be of use."

Fourth Estate: The Michigan Tradesman, of Grand Rapids, which celebrated its 1,000th issue November 19 by issuing a handsome illustrated edition of 68 pages, has removed to the corner floors of the Willard Barnhart building, which it has leased for seventeen years. The new location is in the center of the jobbing district. The success of the Tradesman, of which E. A. Stowe is the editor, is marked. Its popularity and prosperity seem to be increasing with each succeeding year.

H. VanHaaften & Co., growers and wholesale shippers of White Plume celery: Enclosed find \$3 to apply on our subscription and \$1 for the Tradesman to be sent one year to the Maxwell Baking Co., of this city, as we believe it to be the best Christmas present one could give a business man. We trust your efforts may be crowned with the same degree of success at your new location as they have been in the past.

Clark Sintz, manufacturer of oil and gasoline engines and transmission gear, Grand Rapids: Enclosed I hand you check for \$2 for subscription. Also my congratulations for your need of enlarged plant, and can see further enlarging if the Michigan Tradesman is continued as it has been in the past. Can't do without it.

"Think of me when I am gone," said a young man who had stayed very late. "I will if you will give me a chance," replied the young woman he was visiting.

Business Wants

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payments.

BUSINESS CHANCES.

FOR SALE—MY STOCK OF STAPLE DRY goods in city of Lansing, Mich.; fine store, steam heat; best location in city; good trade; making money; stock about \$5,000; reason, ill health of family. This is a rare chance for some one. You must act quickly if you are interested. W. P. Yakeley, Lansing, Mich. 929

FOR SALE OR EXCHANGE—A GOOD IMPROVED farm of 120 acres near Howard City. Also 100 acres of improved land near Howard City, and 20 acres of wild land. Address W. P. Baxter, 683 Madison Ave., Grand Rapids, Mich. 928

BATTLE CREEK FOOD STOCKS—I HAVE for sale stock in the following companies: Malta Vita, Norka, Tryabita, National Food Co., Maple Flake, Flakota, Sanitorium, Pepto Quinine, Jebb Remedy Co. and all others. You can double your money. Sam A. Howes, Broker, Battle Creek, Mich. 927

WANTED—LOCATION IN NORTHERN Michigan, Indiana or Ohio for newspaper. W. Ingles, 329 Madison St., Petoskey, Mich. 926

FOR SALE OR EXCHANGE FOR A STOCK of merchandise, A No. 1 100 acre farm, all improved, in the Kalkaska county potato belt; price \$2,500. Address P. O. Box 27, South Boardman, Mich. 940

FOR SALE OR WILL TRADE FOR GOOD stock of general merchandise, a fine residence, including new barn, in Grand Rapids. Address Lock Box 162, Muskegon, Mich. 937

FOR SALE—STOCK OF GROCERIES AND fixtures; inventories about \$1,000, cheap for cash this week. Address No. 935, care Michigan Tradesman. 935

PARTNER WANTED, EITHER GENTLE- man or lady, with say \$5,000 to \$10,000 cash in one of the safest and best paying lines of business known. Address Box 55, Sub Station B, Grand Rapids, Mich. 936

WE HAVE A STOCK OF ABOUT \$2,000— furniture—and our books are open to your inspection, which will show that our profits were over \$280 average per month last year. A factory town of 1,500 to 1,800. Rent for store, barn and modern finished flat \$25 per month. Have just gone into the manufacturing business and will sell this if taken before Jan. 1; otherwise, will hire good manager and run it myself. It will only cost you a stamp to look this up. We will answer all letters written in good faith. Address No. 934, care Michigan Tradesman. 934

FOR SALE ON ACCOUNT OF POOR health, one-half interest in a paint and paper store in Southern Michigan; first-class town of 5,000 population; good business established; first-class store; one-half stock will invoice about \$1,000; will sell on time; stock first-class, no remnants. Address No. 933, care Michigan Tradesman. 933

CHOICE FARM FOR SALE OR TRADE FOR merchandise, hardware preferred; 177 acres burr oak openings. Box 3, Leonidas, Mich. 931

FOR SALE, IF TAKEN AT ONCE—CON- fectionery and News Depot, soda fountain, counters and show cases. Best reasons for selling. Address No. 930, care Michigan Tradesman. 930

FOR SALE—CLOTHING AND SHOESTOCK. Involving \$7,000 to \$8,000; in one of the best towns in Northern Indiana; business \$15,000 per year; stock new; splendid opportunity; trade established; best of reasons for selling. Henderson & Brosnahan, Pierceton, Ind. 925

FOR SALE—DRUG STOCK AND FIX- tures, involving about \$4,800; located in one of the best resort towns in Western Michigan. Address No. 923, care Michigan Tradesman. 923

CLOTHING STOCK OF \$3,500 IN GOOD Upper Peninsula town must be sold immediately; good discount. Clark's Business Exchange, Grand Rapids. 922

DON'T BUY STOCK GENERAL MER- chandise until you investigate mine; \$10,000 yearly business on \$3,000 investment; good profit; pleasant small town. Address No. 919, care Michigan Tradesman. 919

FOR SALE—ONE OF THE BEST DRUG stocks in Northern Indiana, involving about \$800; only stock of drugs in the town. Address No. 909, care Michigan Tradesman. 909

160 ACRES OREGON GOVERNMENT LAND; cut three million feet timber; take six months; cost \$500; worth \$3,000. Clark's Real Estate Exchange, Grand Rapids. 921

FOR SALE—CLOTHING, DRY GOODS, millinery and cloak business; established thirty years; put in complete new stock four years ago; best location; best trade in city 3,400 population; best of reasons for selling; stock can be reduced to \$5,000; annual sales, \$25,000. Address No. 924, care Michigan Tradesman. 924

FOR SALE—HALF INTEREST IN PLANT, consisting of blacksmith shop, foundry and machine shop; good location; must sell at once; machinist required. W. P. Fleming, Box 187, Sault Ste. Marie, Mich. 917

FOR SALE—DRY GOODS STOCK AT AL- legan, Mich. Fine location and good trade. Address at once John C. Stein. 914

FOR SALE—DRUG STORE, FIXTURES, shelves, show cases, counters, etc. Will sell cheap at once. J. J. VanHaaften, Benton Harbor, Mich. 906

WILL PAY CASH FOR AN ESTABLISHED dry goods or general business carrying a stock of eight or twelve thousand dollars in a city of not less than four thousand; must be a money earner and bear investigation. Address No. 905, care Michigan Tradesman. 905

FOR SALE—GOOD BUSINESS; BEST GEN- eral store in best little town in Genesee county, Mich. Address No. 904, care Michigan Tradesman. 904

CIGAR STORE AND BARBER SHOP FOR sale; doing a good business. Address No. 902, care Michigan Tradesman. 902

FOR SALE—TWO BLACK BEARS, 8 months old; male and female; price, \$50. M. Rickets, Cadillac, Mich. 899

FOR RENT—NEW DOUBLE BRICK STORE, 44x80 feet; one of the finest locations in Southern Michigan. Address Baughman & Yunker, Gobleville, Mich. 898

THE HOOSIER HUSTLER, THE NOTED salesman and Merchandise Auctioneer, has closed out more stocks than any other one man living. For terms and reference book address P. O. Box 478, Omaha, Neb. 911

CHICAGO PURCHASING CO., 221 5TH ave., largest cash buyers of stores and stocks of all descriptions. 913

WANTED—SECOND HAND COMPUTING scale; about 25 pounds. Address Chas. H. Fish, Butler, Ill. 896

FOR SALE—CHANCE OF A LIFETIME TO purchase an old-established grocery business in an A No. 1 location. Annual sales, \$30,000. Capital required, about \$3,000. Reason for selling, owner has other business. The editor of the Tradesman knows this business and will recommend it. Address No. 894, care Michigan Tradesman. 894

WANTED—GOOD STOCK GROCERIES OR general merchandise for Iowa farm. Particulars first letter. Address No. 893, care Michigan Tradesman. 893

FOR SALE—MEAT MARKET AND slaughter house in connection; a good first-class trade and cash business; town of fourteen hundred inhabitants and the only market in town. Reason for selling, have other business in larger place. M. A. Mahoney, Box 246, Bellevue, Mich. 843

FOR SALE—\$3,000 GENERAL STOCK AND \$2,500 store building, located in village near Grand Rapids. Fairbanks scales. Good paying business, mostly cash. Reason for selling, owner has other business. Address No. 838, care Michigan Tradesman. 838

WANTED—HAY OF DIFFERENT GRADES also rye straw. What have you to offer? Address Smith, Young & Co., Lansing, Mich. 890

FOR SALE—WE HAVE THREE LAUN- dries ranging in price from \$400 to \$6,000 in some of the best cities in Central Michigan. If any one interested will write us stating about what they want, we will be pleased to correspond with them. Address Derby, Choate & Woolfitt Co., Ltd., Flint, Mich. 886

WANTED FOR CASH—LUMBER OF ALL kinds; also shingles and lath. Will contract mill cuts. Belding-Hall Mfg. Co., Belding, Mich. 764

WE CAN SELL YOUR REAL ESTATE OR business wherever located; we incorporate and float stock companies; write us. Horatio Gilbert & Company, 325 Ellicott Square, Buffalo, N. Y. 866

FOR SALE—SMALL STOCK CLOTHING, shoes and furnishing goods; invoices about \$2,500; stock new and clean; in town of about 1,200. Address No. 867, care Michigan Tradesman. 867

FOR SALE—FIRST-CLASS, EXCLUSIVE millinery business in Grand Rapids; object for selling, parties leaving the city. Address Milliner, care Michigan Tradesman. 507

SAFES—NEW AND SECOND-HAND FIRE and burglar proof safes. Geo. M. Smith Wood & Brick Building Moving Co., 376 South Tonia St., Grand Rapids. 321

FOR SALE—DRUG STOCK AND FIXTURES, involving about \$2,000. Situated in center of Michigan Fruit Belt, one-half mile from Lake Michigan. Good resort trade. Living rooms over store; water inside building. Rent, \$12.50 per month. Good reason for selling. Address No. 334, care Michigan Tradesman. 334

I HAVE SOME REAL ESTATE IN GRAND Rapids. Will trade for a stock of general merchandise. Address No. 751, care Michigan Tradesman. 751

FOR SALE CHEAP—SECONDHAND NO. 4 Bar-Lock typewriter, in good condition. Specimen of work done on machine on application. Tradesman Company, Grand Rapids. 465

MISCELLANEOUS

SALESMAN WANTED—SHOE SALESMAN to carry side line, on commission. Takes but little time and your commissions are large and quick. Give reference and territory traveled. Address The Salina Mercantile Co., Syracuse, N. Y. 932

SOLICITORS WANTED FOR MICHIGAN for specialty; big commissions; can handle as side line. Crown Stationery Co., Chicago, Ill. 941

EXPERIENCED DRY GOODS MAN WANTS permanent position, young, married, references. Address P. X., care Michigan Tradesman. 939

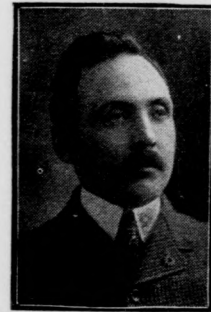
WANTED—POSITION AS BOOKKEEPER or office assistant, experienced, references. Address No. 938, care Michigan Tradesman. 938

WANTED—SALESMAN IN AN ESTAB- lished retail general store who can take an interest in the business; salary and share in the profits. Address A. J. Prindle, Howell, Mich. 900

WANTED—A GOOD TAILOR AND CLOTH- ing salesman, a young man steady and reliable; references required; good wages to right man. Address No. 910, care Michigan Tradesman. 910

WANTED—A MAN TO DELIVER AND work in grocery store. Must be of good character, a worker and strictly temperate; a steady job for the right man. Address No. 823, care Michigan Tradesman. 823

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