

MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 24, 1902.

Number 1005

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

famous line of summer clothing, made in Baltimore, Md., and many other lines. Now is the time to buy summer clothing.

28-30 South Ionia Street

Grand Rapids, Mich.

IF YOU HAVE MONEY

and would like to have it EARN MORE MONEY, write me for an investment that will be guaranteed to earn a certain dividend. Will pay your money back at end of year if you desire it.

Martin V. Barker

Battle Creek, Michigan

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 veinage 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,

1023 Michigan Trust, Grand Rapids, Mich.

Noble, Moss & Co.

Investment Securities

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

Government Railroad Corporation
Municipal Traction

Members Detroit Stock Exchange and are prepared to handle local stocks of all kinds, listed and unlisted.

808 Union Trust Building, Detroit

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

Good but slow debtors pay upon receipt of our direct demand letters. Send all other accounts to our offices for collection.

Tradesman Coupons

IMPORTANT FEATURES.

- | | |
|-------|------------------------------|
| Page. | |
| 2. | Wrong Methods. |
| 4. | Around the State. |
| 5. | Grand Rapids Gossip. |
| 6. | The Small Boy. |
| 8. | Editorial. |
| 10. | Clothing. |
| 12. | Clerks' Corner. |
| 14. | Dry Goods. |
| 16. | Shoes and Rubbers. |
| 20. | Woman's World. |
| 22. | Poultry. |
| 23. | The New York Market. |
| 24. | Man During Christmas Season. |
| 25. | Commercial Travelers. |
| 26. | Drugs and Chemicals. |
| 27. | Drug Price Current. |
| 28. | Grocery Price Current. |
| 29. | Grocery Price Current. |
| 30. | Grocery Price Current. |
| 31. | Business and Politics. |
| 32. | Position of Shoe Salesman. |

Sentiment and Friendship Cut a Figure in Business.

"No, sir," said I, with that characteristic air of mine that seems to settle a question, once and for all, "sentiment cuts no figure in business. Neither does friendship. The best friend you've got—your brother, even—will leave you for your competitor if he sells something a cent cheaper than you do."

When I said this I was talking to a grocer in a small New Jersey town of about 5,000 people. It was only last week. We had been talking about the disposition of a man's friends to stand by him in his business. I had put an end to all discussion, as I thought, by the oracular observation which begins this article.

Buy Oro Hondo Stock

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.

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere—for every trader.

C. E. McCrone, Manager.

"That's where you're dead wrong," answered the grocer.

What d'ye think of that—to me!

"Wrong? How?" I asked, politely, but incredulously.

"Because there are times," he said, "when friendship and sentiment do cut a big figure, and I can give you a case that will prove it."

"Glad to hear it," I said, again incredulously, and he launched in.

"It happened right in this very town," he said, "about three years ago. This isn't a very good town for business. Things have sort of dropped back in late years. A salesman who stops here tells me it is the poorest town for business for its size he gets into."

"Well, it seemed about three or four years ago as if things had gotten about as bad as they could be, in the grocery business. Most of the factories hereabouts were closed down, or working on half time, and the grocery business was awful. Two or three grocers went out of business and I thought sure I'd have to, too. I had a lot of money on my books that I couldn't get in; why, I remember one day about that time I went out with bills to collect amounting to over \$300. How much d'ye think I got? Four dollars and fifty cents! Yes, sir!

"While we were in the dumps in this way we heard one day that —, a cutter who has a lot of stores through Jersey, was going to open one here. That put us all on pins and needles. The store came all right. He took one of the best corners in town and opened a great big place—meats in connection. Then he started in to advertise, and he cut an awful dash—had big circulars out and quoted prices such as I had never heard of before!

"Well, he knocked the rest of us silly. My trade fell off, because I could not begin to sell at such prices. A lot of people who owed me ran to the cut store and spent their cash. I was sick, my wife cried all the time and I thought I had come to my finish at last."

"One day I thought why wouldn't it be a good idea to get all the other grocers to meet and see if something could not be done? So, to make a long story short, I did that, and we decided to hold a meeting, which we did. There were about fourteen of us, and after a lot of discussion we decided to lay our case before the townspeople and throw ourselves on their mercy. We decided to do it by an advertisement in the two local papers, and I got the editor of one of the papers to write it. It took up about quarter of a page and made quite a show. Wait, I will show it to you."

He went back to his desk and lugged out a scrap book. In the back of it was pasted a great big advertisement, which I got permission to copy. Here it is verbatim:

An Appeal To Our Fellow Townsmen.

Being threatened with a condition which we are unable to meet, we, the grocers of —, have decided to appeal our case to the fair-minded residents of our town.

There has been recently established here a branch store for the firm of —,

who have several stores scattered throughout the State. This store has quoted prices so low that not one of the undersigned is able to meet them, because in most cases we pay more than that for our goods. We are threatened with failure on that account, and we appeal to our fellow townsmen not to let this invader come in here and undermine the business of citizens of the town. The low prices quoted by the store have drawn many people, and if this condition continues, some of us will be forced to retire from business. We are all citizens of the town, we have its interests at heart and we all pay taxes. Three of us have held local offices without salary. When you are tempted to patronize the cut store because of the cent or two you might save, please remember that our stores are local institutions and deserve your support. We are all people together of the town—let us stand together. Even before the invasion of the new store, business was very poor, on account of many of the factories being closed down. At the present time it is worse than bad, and hardly one of us is making a living. A grocer who runs twenty-five stores can buy goods cheaper than we can who only run one, thus presenting a form of competition that we could not meet if we would.

Think over the matter, fellow-townsmen, and decide to do what is right.

"This created a great time," continued the grocer. "The papers took our case up, notwithstanding the fact that they had the cut store's advertisement, and they fought for us. To make a long story short, the people here, that is, the best people, started to boycott the store and our trade began to come back."

"The cut store increased the size of its advertisements and made a big ado, but it didn't go; only a few of the poorest people in the town bought there. The place petered along here about nine months more and then one morning we woke up and found them gone."

"So you see how wrong you are," he concluded, "when you say that sentiment and friendship cut no figure in business."

And, by gum, I was wrong, too!—Stroller in Grocery World.

The broom has been a household implement for many generations, but they tell us that in a few years it will be classed with the curiosities of past civilizations. A New York man has invented an apparatus for cleaning rooms of dust and dirt by air suction. Not only are floors renovated in this new fashion, but carpets and rugs, and walls and draperies, upholsteries and ceilings, are all subject to its beneficial effects. The cleaning is done by passing the nozzle of a hose over the object to be cleaned, a machine in the cellar drawing the air—and incidentally the dust and dirt—into the hose at a lively rate and carrying all these accumulations through smooth-jointed two-inch pipes to the separators in the basement. Of course, a good thing like this costs something—several thousand dollars, in fact—and at present can be economically employed only in large buildings, but like automobiles it will become cheaper after a while, and everybody will throw away their brooms.

WRONG METHODS.

Features Which Render Successful Store-keeping Impossible.
Written for the Tradesman.

Once upon a time, as all good stories begin, there was a man to whom success was a stranger. No matter to what he turned his hand, he made a failure of it. I do not know whether he ever attempted storekeeping or not; but it is to be presumed he did, as it is about as easy to make a failure of storekeeping as of anything. It seemed that this man would never achieve distinction, for nothing he attempted prospered and he apparently possessed no talent which would make his name remembered. Yet he won fame, for when he died his friends wrote upon his tomb:

Write thus his name on fame's illustrious page:
He was the greatest failure of his age.

It is in some such spirit as the friends of that man inscribed this epitaph upon his tombstone that I devote a little of the Tradesman's space and some of my own and the reader's valued time to a description of a store with which I am acquainted and which is conducted by methods that entitle it to the name of failure. Failure in business does not always mean bankruptcy. A store may be a failure and still survive, may even produce a profit. The real failure in storekeeping, from a financial point of view, is a store that is not earning all that it might be earning if it were conducted in the proper way.

It may be that the man who owns that store may read this, although I doubt it somewhat, as owners of that kind of stores, as a rule, are not readers of the Tradesman. However, some progressive neighbor may place these lines before his eyes and, if one does, I hope that what is here written will do him some good, just as I hope it may do good to others who do not need this example as badly as does this one storekeeper. This article may fall into the hands of some other man than the one I have in mind, who may think that it is intended for him, and if he needs it, I hope he will make that error; if the coat fits him, I would like to have him put it on. There are wrecks along the shore of life, just as there are along the shore of the great ocean, which are stranded on some submerged rock, no longer of use to themselves, but which should serve as warning to every mariner who passes that way. Let this store serve as that kind of warning.

I speak of this store in the attitude of the man in front of the counter, but I trust that my opinion will not be taken lightly because, after all, the satisfaction of the customer is the great end in storekeeping. A satisfied customer means a full till and a satisfied banker. Some other method than that you are now using might seem better from a purely technical or mercantile point of view; but, if your customers are satisfied, and by satisfied I mean pleased, you have accomplished a great deal in merchandising.

The things in this store I have in mind which appeal to me as bad must appeal to every one as bad. First, because it is one of the worst, comes the abuse of clerks. I speak not only of the public abuse of the storekeeper's employees, but of the private amusement of that character which this storekeeper must indulge in. It may be that that which is done in public exceeds that which is done in private, for men sometimes prefer to exercise their authority in the presence of others through mere vanity; but in any event abuse of a

clerk is never profitable or good. There is a vast difference between reprimand and abuse and it is safe to say that no clerk ever improved or profited by anything that was said to him if he felt that an injustice was being done to him or that he was being made a spectacle of before customers. It should be the ambition of the storekeeper first of all to make his store a pleasant place. Fortunately, our sensibilities are not so deadened that we can enjoy seeing another man humiliated. Yet this is the spectacle which is daily presented in this store of which I speak. Leaving out all question of right and wrong, of his duty to himself and to the man in his employ, the fact remains that the storekeeper who publicly scolds—I know no better word—a clerk is making his place of business an unpleasant place for those who go there to buy. So policy as well as right should restrain the storekeeper who is given to this error.

More remarkable in this store in question is the abuse of customers. Abuse of clerks, sad to say, is not such a very uncommon thing, but most men in the mercantile business at least treat their customers with consideration and respect. In this place of which I speak the proprietor proceeds upon an exactly opposite line in dealing with customers from that on which he should proceed. The law says that every man is presumed to be innocent until he is proven guilty; in commercial law every customer is supposed to be honest and conscientious until he does something which proves him otherwise. The last thing a storekeeper should do is to question the honesty of his patrons or to doubt, if they attempt to drive a bargain, that at the worst their intention is other than to get the best value for their money. No man should be accused of sharp practice, yet I see these things done in this store of which I speak.

There is another element which enters into this question which is found in other stores than this, and that is the attempt that some people make to argue a customer into buying something that he does not want in preference to what he does want. Of course, it is plainly the seller's duty, if he thinks that something else is better suited to the buyer's wants, to tell him so; but, after he has

The Imperial Gas Lamp

Is an absolutely safe lamp. It burns without odor or smoke. Common stove gasoline is used. It is an economical light. Attractive prices are offered. Write at once for Agency

The Imperial Gas Lamp Co.
210 Kinzie Street, Chicago



Holiday Poultry

SHIP TO

LAMSON & CO., BOSTON

Ask the Tradesman about us.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

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 \$6.00 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.



Stop raising that terrible dust by using

The A. R. Wiens
Dustless and Hygienic Sweeper

The only perfect dustless brush in the world. A necessity in every clean up-to-date store and office building. Cleans quicker and cleaner, besides it never raises a bit of dust and kills disease germs as it sweeps. Saves health, time and worry.

Over two thousand A. R. Wiens Perfected Dustless Brushes sold in forty days, principally through circulars and advertising. Orders pouring in every day. A proof that it is wanted, and you will find it the best seller in the store. To see it is to buy it. Your money back if it is not as represented. The price is within the reach of everyone—\$1.50 upwards. Order a few now and reap the golden harvest. Our illustrated pamphlet and price list ready now. A postal will bring it.

The A. R. Wiens Dustless Brush Company

227-229 Cedar Street, Milwaukee, Wis.

F. C. LARSEN COMPANY

Wholesale Groceries and Provisions
Crockery and Woodenware

61 FILER STREET Telephone 143 MANISTEE, MICH.

IT IS YOUR DUTY

Protect your homes and business places against the dreaded fire fiend with some approved fire fighting appliance.

THE PHOENIX Dry Powder FIRE EXTINGUISHER

has merit worthy the attention of every property owner.

Least expensive and largest sale of any other device before the people. It requires no attention, does not deteriorate with age, cannot freeze, ready in an instant, will extinguish oil fires or any kind of flame, so simple a child can use it and when applied it does no damage to anything but the fire.

APPROVED FIRE APPLIANCE OF ALL KINDS.

JOHN L. SMITH, Mfrs'. Agent,

935 Michigan Trust Bldg.

Grand Rapids, Mich.

TO OUR TRADE

We extend a Merry Christmas and a prosperous New Year.

H. M. REYNOLDS ROOFING CO.

Manufacturers of Ready Roofing, Grand Rapids, Mich.

plainly shown it to him, it is enough to leave it to the other's discretion. Then, if the customer finds he has made a mistake, if he is possessed of any fairness at all, he will at least hold the seller guiltless.

There is another fault in this store that is not confined to this one place of business and that is that its advertising is poor. To attempt to write on this question opens up opportunity for unlimited discussion, and all that I shall say on this subject is to urge merchants anew not to underestimate this department of store conduct. Good advertising is always profitable; bad advertising is always a losing game. There is no medium; advertising is either so good that it is very good or else so bad that it is of no use at all.

In this store old goods are shoved to the front and new goods are kept in the rear. I do not believe that this is a good system, and I do not believe any sensible man will think it is a good system; it gives the store a look of staleness and does it an injustice. I do not believe that old goods ever sell new goods, but I do believe that new stock is an assistance in moving old stock. Special methods which will suggest themselves to the dealer are known to move old goods; and, by the way, will not the pursuit of advanced store methods keep that part of the stock known as old, at a minimum? The store with a large amount of old goods never seems to get caught up with itself.

Before I go farther I want to say that this is a real store I am describing. Perhaps the reader will ask, if it contains all these bad features, why it has not gone to the wall long ago. In a future article I will try to tell some more of its numerous faults and will also attempt to answer the question.

Charles Frederick.

Recent Business Changes in Indiana.

Holland—J. E. Steinkamp, dealer in jewelry and musical instruments, has removed to Jasper.

Indianapolis—The People's Outfitting Co., incorporated, succeeds Joseph Wineman in the household furnishing goods business.

Kempton—J. W. Southard, butcher, has admitted his brother to partnership in the business under the style of Southard Bros.

Montezuma—The Montezuma Mill Co. is succeeded by the Nordyke Hominy Milling Co.

Terre Haute—The Hickory Grocery Co., formed to engage in the meat and grocery business, is capitalized at \$60,000, equally divided in preferred and common stock. The incorporators are Lawrence Hickey, H. J. Hickey, D. W. Hickey, Charles B. Hagerty and John W. Corbin, all of Terre Haute.

Indianapolis—The wholesale and retail buying and selling of fish, oysters and game will engage the attention of the F. G. Kamps Fish and Oyster Co., which is capitalized at \$15,000. The members are Robert L. Roper, Isaac Erdman and Edward P. Booze, all of Indianapolis.

Worthington—The Worthington Elevator Co. has been organized with a capitalization of \$10,000. The new company will operate a grain elevator. The incorporators are Samuel H. Carnahan, Edward L. Taylor, Frank Wilson, David Landis, David W. Moffatt, Fletcher Owen and E. Byrd Squire. The three first named are made directors.

Speech may be silver, and silence golden, but the fellow with the most brass gets the tin.

The Doctor's Narrow Escape.

"I have always insisted," she said, after a long, sweet silence, "that I would never marry a doctor or a preacher."

He turned pale and a look of despair crept into his eyes.

"Arthur," she exclaimed, "what is the matter?"

With a heaving sigh, he answered: "Can't I induce you to overcome your prejudice? Ah, tell me, tell me that your decision against doctors and preachers is not irrevocable."

Six weeks before she had written a message on an egg and sent it out into the world. The frail messenger had fallen into Arthur Higgleston's hands, and there they were sitting on the baggage truck at the railway station, waiting for the hack, which they had missed, to return from town and convey them to the hotel, where they had planned to be married.

She looked up into his eyes with a wild yearning, and cried:

"Are you a preacher?"

"No," he groaned, "not that—not that."

"Oh, tell me, tell me," she wailed, "that you are not a doctor!"

He hung his head. There was a guilty look in his eyes, and she knew that the worst had come.

At last, pulling himself together with a mighty effort, he turned to her and said:

"Yes, Emeline. You have guessed the truth. I am a doctor. But why should that matter? Why do you discriminate against preachers and doctors?"

"Because they have to be among women so much," she sadly replied. "I should want my husband all to myself."

"Love," he cried, "then we may still be happy. I am a horse doctor."

Why He "Didn't Dast."

There is considerable risk attached to loaning books at a public library, for the "borrowers" not infrequently move away without going through the ceremony of returning the books.

To minimize this risk each patron is required to fill out a blank form, on which some reliable person signifies his willingness to be responsible for the books loaned.

A librarian in one of the suburban branches was recently hard put to it to find a "guarantor" for a diminutive lad who was anxious to join. Apparently the youth in question had no "influential friends" to vouch for him. Suddenly the librarian had an inspiration.

"Do you live around here?" she asked.

The would be borrower answered in the affirmative.

"Did you ever buy groceries in the store on the corner?"

Again he assented.

"Well, go over and ask the grocer to sign for you. He'll do it," she concluded with a relieved air.

But blackest gloom enveloped the youth, as he replied:

"Oh, I wouldn't dast! We owe him \$8.16 an' my mother sez 'tain't no use to pay him once, cos we're goin' to move soon!"

Needless to say, after this unexpected glimpse of the family ethics the prospective member was allowed to gain his ideas of current literature from the neighborhood billboards.

Burning Verses.

"I wouldn't care if that poet would bring in a hundred poems a day," said the country editor.

"He knows how to write 'em, does he?" asked the office bore.

"He certainly does," replied the editor; "he brings them in written on shingles."

Cheaper Than a Candle

and many 100 times more light from
Brilliant and Halo
Gasoline Gas Lamps
Guaranteed good for any place. One
agent in a town wanted. Big profits.
Brilliant Gas Lamp Co.
42 State Street, Chicago Ill.

C. C. Wormer Machinery Co.

Contracting Engineers and
Machinery Dealers

Complete power plants designed and erected. Estimates cheerfully furnished. Let us figure with you. Bargains in second-hand engines, boilers, pumps, air compressors and heavy machinery. Complete stock new and second-hand iron and brass and wood working machinery.

Large Stock of New Machinery

DETROIT, MICHIGAN
Foot of Cass St.

We have the Largest
Stock in Western Mich-
igan of

Sleigh Runners
Convex and Flat
Sleigh Shoe Steel
Bar and Band
Iron

Send us your orders.

Sherwood Hall Co., Ltd.

Grand Rapids, Michigan



RUGS

Made From

Old Carpets

Any size desired at small cost. Price list and information as to amount of carpet required free.

Michigan Rug Co.

43-5 S. Madison St., Battle Creek, Mich.

Rugs from Old Carpets

Retailer of Fine Rugs and Carpets.

Absolute cleanliness is our hobby as well as our endeavor to make rugs better, closer woven, more durable than others. We cater to first class trade and if you write for our 16 page illustrated booklet it will make you better acquainted with our methods and new process. We have no agents. We pay the freight. Largest looms in United States.

Petoskey Rug Mfg. & Carpet Co.,

Limited

455-457 Mitchell St., Petoskey, Mich.

F. M. C. COFFEES

are always

Fresh Roasted

STOP!

IT COSTS YOU

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SELLS FOR

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One Pound Cotton Pockets

Mother's

Rice

Packed 100 to Bale

Recipe in Four Languages on Each

Pocket.

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Co.	Decatur
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Payton, Palmer Co.	Danville
Danville Wholesale Gro.	Quincy
Co.	Quincy
Segers & Co.	Calro
Quincy Grocery Co.	Rockford
Wood & Bennett.	Rockford
Rockford Wholesale Gro.	Rockford
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Carpenter-Cook Co.	Ishpeming
Musselman Grocer Co.	Grand Rapids
Gustin-Cook-Ruckley	Bay City
Geo. W. Stout & Co.	Indianapolis
J. C. Perry & Co.	Dayton
Weakley & Worman Co.	Dayton

Orme & Sutton Rice Co.

Chicago New Orleans

Around the State

Movements of Merchants.

Shiloh—W. B. Conner has purchased the grocery stock of Frank Allen.

Detroit—John F. Clark has sold his grocery stock to Edgar & Lipton.

Flushing—Chas. Moss has purchased the general merchandise stock of C. A. Fox.

St. Louis—Bert Eckart, of Alma, has purchased the meat market of W. R. Brewer.

Owosso—Margaret B. (Mrs. Geo. R.) Black has sold her dry goods stock to C. J. Cudworth.

Davison—The style of A. Forsyth & Co., meat dealers, has been changed to Forsyth Bros.

Scottville—Wm. English is succeeded by Wm. English & Son in the grocery and restaurant business.

Ithaca—Crawford & Altenberg have introduced a marble top ice water drinking fountain in their store.

East Jordan—J. J. Bennett has leased the market building of N. Muma and engaged in the meat business.

Ann Arbor—Ottmer & Staeb, dealers in groceries, have dissolved partnership, Godfrey B. Ottmer succeeding.

Onsted—J. S. Kane has taken a partner in his general merchandise business under the style of Kane & Onsted.

Mayville—Atkins & Hopkins succeed John W. Atkins in the furniture, crockery and undertaking business.

Alba—Geo. Coons, grocer, died one day last week. The business will be continued by the family under the same style.

Cadillac—A. J. Broadway has leased a store building at 524 North Mitchell street and engaged in the retail shoe business.

Grand Blanc—George Jones has sold his furniture stock to Ned Bush and will devote his entire attention to his cheese factory.

Coleman—Sherman T. Laskey has purchased the interest of his partner in the general merchandise business of Curtice & Laskey.

Petoskey—M. Spaugenberg has purchased the meat market of E. W. Feile, 411 Howard street and will continue the business at the same location.

Owosso—J. Cudworth, of Detroit, for twenty years a dry goods merchant of Lapeer and Armada, has purchased the dry goods stock of George R. Black.

Union City—John Copeland has sold his grocery stock to Patrick Craig, lately returned from Dakota, who will continue the business at the same location.

Chelsea—The Chelsea Dry Goods & Shoe Co. has opened a stock of goods in the Staffen block. The proprietors of the company are Detroit gentlemen.

Detroit—The Hoenighausen Central Tea & Coffee Co., Ltd., has been formed with a capital stock of \$2,500, held by Jean Hoenighausen, Thos. J. Marsden and Wm. P. Jones.

St. Louis—Carl P. Charles, the druggist, was married recently to Miss Blanche Johnson, of this place. The happy couple took a trip through Southern Michigan as a bridal tour.

Cedar Springs—G. F. Furner, farmer and implement dealer, has purchased the interest of E. S. Rose in the hardware business of Rose & Marvin. The new style will be Furner & Marvin.

Copemish—Crawford Bros., dealers in hardware and groceries, have sold their store building to Mrs. E. Hazard and will remove to West Branch, where they will engage in the mercantile business.

Provenmont—Mahn Bros. will shortly

open a general merchandise store on the new Provenmont branch of the M. & N. E. Railway, between here and the junction. The new location will be known as Schomberg.

Caledonia—Woodward & Snow, dealers in hardware, paints and farming implements, have dissolved partnership. The business will be continued by K. N. Woodward and his son, Gilbert A. Woodward, under the style of Woodward & Son.

Fremont—After January 1 the former banking house of J. T. Reynolds & Co. will be known as the First Bank of Fremont. Andrew Gerber, who is now the principal owner, has deemed the change expedient on account of Messrs. Reynolds having disposed of their interests.

Quincy—J. D. Holmes has sold his hardware and stove stock to Pugsley & Shepard and H. C. Waters & Co., who will divide the stocks and add it to their hardware stocks. Mr. Holmes will continue the plumbing, tinning, buggy and agricultural implement business at the same location.

Marquette—John Siegel is the pioneer merchant in the invasion of the new Pioneer furnace settlement in North Marquette. He has erected a store building, 32x36 feet in dimensions, which he will occupy with a grocery stock. Carl Siegel will act as manager of the business.

Escanaba—Herman Salinsky, who has for some time been engaged in the general merchandise business here under the style of the Fair Savings Bank Store, has organized a stock company with a capital of \$30,000, the other stockholders being Alfred S. Guiterman and Zenas H. Thomas, of St. Paul.

Gobleville—Meyers Bros., whose store and general stock were destroyed in the fire of Dec. 8, 1901, have lately moved into a new brick building and held their opening Dec. 19 and 20. Although it rained nearly all the time, their sales were the largest they had been on a corresponding day for twenty years.

Ithaca—A. P. Lane and E. J. Alverson have formed a partnership and will engage in the hardware business in the very near future. Mr. Lane was formerly associated with his brother in the hardware business and Mr. Alverson came here from Alma last year to superintend the completion of the courthouse.

Saginaw—The semi-annual meeting of the Michigan Hay Dealers' Association will be held Dec. 30. Papers will be read by Chas. England, of Baltimore, Md., President of the National Hay Association; Smith Young, of Lansing, ex-President of the National Association; Geo. T. McComb, of Lockport, N. Y., one of the largest hay dealers in that State, and others. The recent decision of the Interstate Commerce Commission restoring hay and straw to the sixth class will be one of the leading topics of discussion and the meeting is expected to be of great value to hay dealers and shippers generally.

Calumet—Miss Maggie Walz, editor and publisher of the Suometar and other Finnish journals, and the only woman Finnish editor in this country, is organizing a co-operative store exclusively for women. She has just completed the erection of a \$40,000 business structure and the ground floor will be used by the new concern. Shares of the company will be sold to women only. Every stockholder will be expected to buy the necessities at the store, and in turn se-

cure the patronage of all women possible who are not stockholders. Nobody but women will be employed in the store. The profits will be paid back to the purchasers as dividends.

Manufacturing Matters.

Manistee—The Manistee Flouring Mill Co. has increased its capital stock from \$12,200 to \$20,000.

Detroit—The Palmer Manufacturing Co. succeeds the Detroit Spring Bed Co. in the manufacture of beds.

Pontiac—The Bacon Manufacturing Co., manufacturer of seeders and cultivators, has increased its capital stock from \$15,000 to \$60,000.

Lawton—The Battle Creek Grape Juice Co., which has a factory here, is making arrangements for the erection of another factory at Paw Paw.

Standish—The Michigan Manufacturing & Mercantile Co. is succeeded by the Michigan Cooperage Co., Limited, in the manufacture of staves and headings.

Detroit—Meier & Schuknecht have merged their business into a corporation and will manufacture trunks, dress suit cases and leather novelties. The capital stock is \$100,000.

Benton Harbor—The Federal Lumber Co. has been incorporated with a capital stock of \$25,000, all of which is held by Evans Holbrook, of Chicago, with the exception of two shares.

Detroit—The Detroit Leather Specialty Co. has secured a contract with the United States Quartermaster's Department at Philadelphia for 3,000 pairs of gauntlets for the artillery of the army.

Detroit—The Wonderful Dream Salve Co. has filed articles of association. It has a capital stock of \$5,000 and is owned by Ora J. Mulford, 449 shares; John C. Mulford, 50 shares and Walter A. Stock, 1 share.

Jackson—Knickerbocker & Baker, manufacturers of buggy boxes, have dissolved partnership. Mr. Baker has formed a copartnership with Mr. Rhodes and the business will hereafter be conducted under the style of Baker & Rhodes.

Detroit—The Geo. H. Hammond Co., of Chicago, has placed with the American Blower Co. an order for sixteen large steel plate fans, two with direct-connected engines for induced draft work, the others for use in connection with cold storage plant.

St. James—The Beaver Island Lumber Co. has been organized with an authorized capital stock of \$75,000, held by the following persons: Gus Kitsinger, Manistee, 3,750 shares; W. E. Stephens, Freesoil, 1,875 shares; John S. Stephens, Freesoil, 1,875 shares.

Kalamazoo—The Henrietta Skirt Co., manufacturer of skirts and the Kalamazoo Pant & Overall Co., manufacturer of pants and overalls, have merged their business under the style of the Sam Rosenbaum & Sons Co. and will manufacture pants, overalls and skirts.

East Tawas—The Tawas Sugar Co. has merged its business into a corporation. The capital stock is \$500,000, held by several stockholders, of whom the following are the largest: H. A. Goodale, 50 shares; W. F. Whittemore, 50 shares; H. N. Loud, 833 shares; W. L. Churchill, 2,500 shares.

Detroit—The Everson Match Machine Co. has merged its business into a corporation. The capital stock is \$25,000, divided among the following persons: George Everson, 2,445 shares; Jos. Mayworm, 20 shares; Robert H. Mur-

ray, 20 shares; Robert B. Swart, 10 shares, and Alfred Jackson, 5 shares.

Detroit—Articles of association have been filed by the Stimpson Standard Scale Co., the capital stock being \$60,000. The principal stockholders are Walter F. Stimpson, 2,470 shares; Geo. F. Minto, 200 shares; T. W. Barnes, 200 shares; H. C. Sill, 200 shares, and J. J. Lannen, 500 shares.

Hillsdale—The Kesseling Hub & Wheel Co. has been incorporated with a capital stock of \$300,000. The officers are as follows: F. A. Roethlisberger, President; H. F. Doty, Vice-President; E. C. Shupp, Secretary, and L. A. Goodrich, Treasurer. The company is organized to manufacture the hub recently patented by Geo. Kesseling, of Reading. An extensive output is anticipated as soon as the building is erected and equipped.

Detroit—Oren Scotten has resigned the presidency of Scotten, Dillon & Co. Mr. Scotten retains his interest in the company and gave up the direction of its business to relieve himself of work and to be able to go in search of health all he wishes. He will shortly leave for Arizona to spend the rest of the winter. Edward C. Way was elected President to succeed Mr. Scotten. Mr. Way has been the general manager of the company and has for twenty four years been connected with the Scottens.

The Boys Behind the Counter.

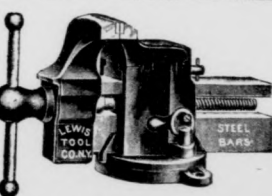
Fremont—John Timmer, with Reber Bros., will after January 1 be found with C. E. Pearson.

Merrill—Albert A. White has gone to Central Lake, where he has a good situation with the Central Lake Lumber Co. as book-keeper. Mr. White, during his fourteen years' residence in this place, has become known all over this part of Saginaw county as a man of sterling qualities.

Ishpeming—George Skogberg has resigned his position with the Finnish Mercantile Association to take a position with A. T. Van Alstyn at Marquette. Mr. Skogberg has been actively identified with the dry goods trade for a number of years in this city.

Went to Chicago On a Junket.

Lansing, Dec. 24—Food Commissioner Snow and State Analyst Doolittle were in Chicago yesterday, whither they went to consult with the Dairy and Food Commissioner of Illinois relative to the length of time they should accord the trade in promulgating a ruling which necessitates the calling in of goods and replacing them with other goods. They found that the information they desired is covered by statute in Illinois, where the trade is given a full year to make any change decided upon by the Food Department. It is believed that this information, which could have been obtained in the office of the Department at Lansing by simply referring to the reports of the Illinois Commissioner will result in Mr. Snow issuing an order, extending the time for putting into effect the Bennett-Doolittle extract of lemon ruling from Jan. 1 to July 1 and possibly to Jan. 1, 1903.



Machinists and Cabinet Makers

Solid and Self Adjusting Jaw Vises, Combination Pipe Vises, Pipe Tools, Iron Pipe, Valves and Fittings. Large stock. Prompt shipments. Our new Catalogue for the asking.

GRAND RAPIDS SUPPLY CO.
20 Pearl St. Grand Rapids, Mich.

Grand Rapids Gossip

The Produce Market.

Apples—The market is looking up and stock is moving more freely. Fancy commands \$2@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—Receipts of dairy grades are liberal and there are indications of a lower range in values after Jan. 1. Country merchants would do well to revise their paying prices, so as to be in a position to face a drop. Creamery is a little weaker, commanding 29c for fancy and 28c for choice. Pound prints from fancy command 30c. Dairy grades command 20@22c for fancy, 18@20c for choice and 16@18c for packing stock.

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 \$9.50 per bbl.

Dates—Hallowi, 5c; Sairs, 4½c; 1 lb. package, 7c.

Eggs—Receipts of fresh are coming in more freely, which is causing a weakening in cold storage goods. Owing to the determination of holders of cold storage to move their supplies shortly after Jan. 1, lower prices are looked for in near future. Local dealers pay 20@22c for case count and 22@24c for candled. 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, \$3.75; new Messinas, \$4.50.

Lettuce—12½c per lb. for hothouse.

Maple Sugar—10½c per lb.

Maple Syrup—\$1 per gal. for fancy.

Nuts—Butternuts, 65c; walnuts, 65c; hickory nuts, \$2.35 per bu.

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

Oranges—Floridas command \$3.50 per box. California Navels, \$3.25; California Seedless, \$2.75.

Potatoes—The market is without particular change. Local dealers meet no difficulty in obtaining 50c.

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.

The Grain Market.

Wheat has been slow and the market has had a holiday appearance. However, the situation is very strong and prices did not yield to the heavy pounding which they received. The visible, contrary to all expectations, showed only 665,000 bushels increase, which was about 1,000,000 bushels less than was anticipated, and this also gave strength to the market. Exports were fair during the week. Receipts at initial points seem to be decreasing. The amount on passage is 1,000,000 bushels less than last week. Continental stocks are small. Report had it that seventy-eight boatloads were chartered for export—a boatload is 8,000 bushels. On account of navigation being closed, we look for an increase in stocks in the West, especially at Duluth, Chicago and probably Milwaukee, unless the demand East is such that it will be carried by rail. There was a contract made with the railroads to-day of 100,000 bushels to ship East by rail, which seems peculiar at this early date, so soon after the close of navigation. The

present outlook seems to be for a rather slow market, which will continue until after New Years, as the traders will be absent during the holiday season.

Corn has taken another tumble and the "sky rocket" period passed with a certain thud. The price at present is normal as December options are selling at 45½c, while a week ago they were 53c. The weather has had considerable to do with it. There was not as much long corn out as was anticipated, which left the "tailers" in bad shape. However, it is nobody's funeral but their own; at least, people will get corn at nearer its value than they have been able to in the last two or three months.

Oats have remained exceptionally strong. While no gain can be recorded, prices are firm. The visible in oats, as usual, showed a small decrease of 175,000 bushels, which goes to show that the demand is equal to the supply, and so long as this state of affairs exists, prices will remain steady.

Rye has been very uninteresting and there has been hardly any demand. On the other hand, there has been but very little offered, so it is hard work to maintain prices. We look for still lower prices in rye.

Beans are jogging along as they have been for some time, with no change of price. They seem to remain steady and we see nothing in the present situation that would advance the price. It looks as if lower prices would be in order, especially as there are lots of foreign beans coming to this country.

Flour remains very firm at present prices and nothing is in sight at present to lower them. While the demand is not what it usually is, everyone is running his stock low at the end of the year for inventory. However, the mills are running very steadily and losing no time.

In mill feed there is nothing to report. Prices are very firm and the demand keeps up to the supply.

Receipts of grain have been normal, being as follows: wheat, 60 cars; corn, 11 cars; oats, 5 cars; flour, 2 cars; hay, 1 car; straw, 1 car; potatoes, 12 cars.

Millers are paying 76c for wheat.

C. G. A. Voigt.

Wm. B. Snow, State Dairy and Food Commissioner, was in town last Thursday and Friday and arranged to meet representatives of the wholesale and retail trade at the Morton House at 3 o'clock Monday afternoon. In case he could not keep the engagement, he agreed to telegraph the gentleman who made the arrangement with him at least six hours before the time set for the meeting. No telegram was received, nor did Mr. Snow put in an appearance. His action in this matter is exactly in keeping with his attitude toward the Grand Rapids Board of Trade, whose President wrote him an urgent letter nearly two months ago which called for an immediate reply. No answer was ever received, which naturally leads to the conclusion that Food Commissioner Snow cares as little for Grand Rapids as does His Excellency, Governor Bliss, who has gone out of his way on every occasion to vent his displeasure on the Valley City.

A. Levitt has sold his dry goods and men's furnishing goods stock at 1261 South Division street to George Hirschberg, who will continue the business at the same location in connection with his shoe and notion business at 1259 South Division street.

The Grocery Market.

Sugars—Raw sugars are somewhat easier and prices show a decline of 1-16c, with very few sales reported. Refiners seemingly are not anxious buyers at present at any price and both buyers and sellers are disposed to hold off, awaiting future developments. Prices for refined are unchanged, but the market presents a very tame appearance, with only a moderate business done. Dealers at present are fairly well stocked up and consequently making only light purchases. There is no reason to anticipate any important change in the refined product for the present unless conditions in the raw sugar market should change for the worse, in which case there might be a further decline in prices. However, it is expected that prices will be firmly maintained on their present basis, as there is still only a small difference between the net price of raw and refined.

Canned Goods—The canned goods market presents very little change and trade in general continues quiet. There is the usual number of small orders at this time of the year, which keeps things moving slowly until the beginning of the new year, when something better is looked for. Tomatoes continue in fair demand, but prices show no change. Buyers, apparently are well enough stocked with this article to supply their present needs, so are not giving it much attention just now. There is a fair demand for corn at steady, unchanged prices. Consumptive demand is moderate and is causing a steady decrease in supplies. There is no change in the price of peas, which are moving out quite well, especially for the better grades, which are scarce. Small fruits are in fair demand, but very few are offered, as stocks are so light. There is a good demand for salmon of almost all grades and stocks show a steady decrease. Prices show no change, but are firmly held. Sardines are unchanged in price, but are meeting with fair demand. Stocks are very light and no lower prices are expected in the near future.

Dried Fruits—Trade in dried fruits of almost all varieties continues good, as is the usual thing at this season of the year. Prunes are the strongest article on the list and are meeting with excellent demand, especially for the large sizes, some of which are almost impossible to obtain at any price. The advance noted last week has not curtailed business any, but buyers are still anxious to get hold of the large prunes at almost any cost. Raisins are unchanged in price, but are moving out very well for the holiday trade. This is particularly true of seeded, which are especially active. Currants have been meeting a good sale and the market is quite a little firmer in consequence, with the tendency toward higher prices. Peaches and apricots are steady, but trade in this line is rather limited and not much interest is manifested. Dates continue firm and the holiday trade on this article is very large. Stocks are moderate, but not considered at all excessive. Figs are quiet, but prices remain unchanged. These goods do not seem quite so active as usual at this time of year. Evaporated apples show no change in price and are meeting with only a moderate demand. A number of evaporators are holding their stock, looking for higher prices after the first of the year, but if these are not realized there will be a lot of stock forced on the market, which will have the tendency to lower prices.

Rice—Although full prices are still maintained, trade in rice is dull. Holders have full confidence in the market and will not make any concessions and buyers have to pay full prices for what they purchase. The stock of fancy grades is light, but medium grades are in good supply.

Molasses—Trade in molasses is not particularly active, although prices are firmly maintained. Stocks on hand are light and buyers will soon be compelled to enter the market to stock up to meet their actual requirements. Advices from New Orleans report that the receipts of the better grades of new crop molasses are very light. The medium grades, however, are in moderate supply.

Fish—Trade in fish is good. Prices show no change, but are held steady, particularly on mackerel, which has a higher tendency.

Nuts—Trade on nuts of all grades is very active, with prices on everything except almonds very firmly held. There is no actual change in price on these goods, but the market for same is a trifle easier.

Hides, Pelts, Tallow and Wool.

The hide market has slumped and stocks can not be moved at low prices. Bids are some higher, but asking prices are still above tanners' views. Country hides do not come in as expected. The kill is light. Packers can fill the demand, but ask more money.

Pelts are fairly plenty, with a good demand. Prices do not change. Pullers are selling wool more freely.

Furs are in great demand and active. The catch is light. Buyers are plenty and are very eager to purchase.

Tallow is weak, with little demand. Trade is practically stopped on account of low values.

Wool is firm and quoted some higher, but sales are small, with few looking for supplies. No buyers are in the State and no lots are being offered on the present market. Wools are higher abroad and above the importing point. Manufacturers are well supplied, while stocks in sight are not large for the season.

Wm. T. Hess.

Sturmer Bros., hardware dealers, Port Huron: Enclosed find check to apply on our subscription. We always take the time to read the Tradesman and always find it pays. Every live hardware dealer should read it.

The Grand Rapids Cereal Co. expects to begin operations in the Raniville building about Jan. 15 with a full complement of machinery and employees.

P. Steketee & Sons have sold a new dry goods stock to J. M. Wheeler, of Shelby.

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

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 SMALL BOY.

Unable to Withstand the Attractions of Christmas Toys.

Written for the Tradesman.

Now that it is nearing Christmas and the stores show more or less bountiful displays of holiday goods, the small boy and his smaller sister are unusually conspicuous.

Wherever are dolls or toys or penny whistles or red and yellow candies, there, also, swarm the young hopefuls in unwonted profusion and, all things being equal, there they abide from the rising of the sun until long after the going down thereof.

Ere the gray dawn of these wintry days the front door of our country store swings inward, and while the fire is being built or the janitor busily plies his broom, Jay Gould, newsboy, son of one of the local blacksmiths, and heir to a name that long jingled through the corridors of the money changers—Jay Gould, I repeat, ambles airily in.

Jay is a nice little fellow with honest, wide-open eyes that see everything; with a more or less freckled nose that touches the borderland of pugginess and with a mouth that readily twists itself into the most engaging smile.

"Good morning, Mr.," says Jay, walking straight to the stove. He stands there and rubs his hands by the fire, for the weather is pretty sharp.

"Good morning, Jay," I reply, as politely as I know how. "Are you pretty well this morning?"

Yes, Jay is all right, but his heart is not in his answer, for he has allowed his gaze to wander toward a display table that is loaded with mechanical toys and other proofs of the lunacy of the manufacturers of childish amusements, and he is stricken suddenly dumb.

After a time he withdraws his eyes long enough to see whether I seem in an amiable frame of mind, and then he slowly and quietly—Oh, so quietly—moves toward the goal of his desires. Again he looks my way and his eyes meet mine. He withdraws them in confusion.

"You've got in a nice lot of Christmas presents, hain't you?" he remarks, half interrogatively, half apologetically. I admit the allegation.

Jay stands spellbound before the wonders of the universe and holds his hands clasped steadfastly behind his back. It will take a greater temptation than this to cause him to swerve from his resolution to observe the hitherto oft-repeated admonition to "let things alone." His breath comes and goes in little half scared gasps, but, finding that he is not disturbed, he settles down to satisfied silence and a calm observation of what is laid before him.

Suddenly the hands are unclasped and one small finger, all unconsciously, no doubt, reaches out toward a pneumatic dancing bear. But feeling that there is an eye upon his movements, the erring member is quickly withdrawn. Abashed and silent he stands there, blushing visibly, until, unable to longer stand the suspense, he observes by way of relieving the strain:

"I suppose if a feller was to pinch that rubber thing that there bear would jump and dance all over."

The remark fell upon barren soil. Presently the cash register began to ring up the morning sales and, in the hurry of business, Jay was for a time forgotten. Suddenly from the neighborhood of the toy counter there came an ominous crash. Hurrying in that direc-

tion to see what new calamity had befallen the business, we found that a box of wooden building blocks had been upset and scattered over the floor and Jay Gould and three or four more small Americans were on their knees, frantically trying to gather up the pieces.

* * *

During the holiday season we always look for a rattling trade.

That is one good thing about this kind of business. We may indulge unhindered in all sorts of pleasant anticipations. In our minds we may build as high as we please; we may see our aisles swarm with countless multitudes, and hear our coffers groan with their burden of gold and silver and diamonds and pearls. We may fancy ourselves getting all the trade away from the other fellows and wonder what the poor chaps will do for a living after the sheriff has closed them out; but there is apt to be a rough awakening from these dreams and the hand of fate oftentimes rests heavily upon him who too freely indulges in this sort of mental dissipation. But I digress.

On the day mentioned trade was really pretty good and time whirled on unnoticed until the hour hand of the store clock scraped acquaintance with the third figure on its dial. There was a lull in business and, as I turned my attention once more to the toy department, I became aware of the fact that Jay Gould was there. No one had seen him enter. No one knew how he got there. He was simply present. There was no mistake about that.

"Hello, Jay," said I in no very pleasant tones, I am afraid, for the incident of the morning still rankled in my breast. "Are y-o-u still here? I thought you went home."

Jay looked me full in the eye, a little affrighted, it is true, but still with a sort of pleading that is hard to resist, and said simply:

"O, I did go home, but I come back ag'in."

"So I see," said I, with perhaps less of acidity than I had intended. "Well, I hope you'll try to keep your hands off things now."

"Sure, I will," he replied heartily. Trade improved presently and, although I meant to keep an eye on the toys, it soon became a matter of impossibility

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.



"Eagle Lye"

We are the one and only manufacturer in our line that makes a cash guarantee upholding the quality of our goods.

\$1,000 for one grain of adulteration

For thirty-three years this offer has stood unaccepted. A challenge open to all chemists of the world.

Buy Eagle Lye.

EAGLE LYE WORKS,

MILWAUKEE, WIS.

DON'T ORDER AN AWNING



Until you get our prices on the Cooper Roller Awning, the best awning on the market. No ropes to cut the cloth.

CHAS. A. COYE,
11 and 9 Pearl St.,
Grand Rapids, Mich.



If the people ask for it you will buy it. If you buy it the people will ask for it. We create the demand—leave that to us.

JUDSON GROCER COMPANY, Grand Rapids

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

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.

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.

until things in that region became so hilarious that no sane man could endure it and attend to customers at the same time. Who was responsible for the occurrence will probably never be made public, but the giggle of half-grown girls, the shouts of small children and the sonorous guffaw of some lumbermen from the Torch Lake country were mingled with the clatter of mechanical toys and the shrill shrieks of half a dozen penny whistles that were trying to play an accompaniment to a dancing nigger, a tin crocodile on wheels and an automatic impossibility supposed to represent a Senegambian ape. Some one had wound them up and the crowd was enjoying a free "mins' rel show."

Jay saw me coming and pulled himself together with an effort.

"Is the 3 o'clock train in?" he asked, hesitatingly, as he attempted to shrink back into nothingness, "cus if it is, I'll have to go."

"Yes, it is," I snapped.

"Oh," said he, "I didn't know. I didn't hear it."

Hear it! Hear that train! With all that racket going on the crack of doom would fall upon the ear as lightly as April sunshine smites the rock!

Jay escaped.

It was late in the evening—time to close the store. The last customer had been bowed out, the cash counted, the fires banked, the back door fastened and the large lamps extinguished. The clerks were putting on their wraps preparatory to taking their leave.

"Hello! What's this?" exclaimed Dave, enquiringly.

We all looked toward the object of his solicitude, and there, sitting on a counter stool, half hidden behind some temporary shelving that held a lot of Christmas novelties, his head pillowed on his arms which in turn rested upon the counter and his eyes closed in sleep was a small boy.

There was something strangely familiar in his appearance. We approached more closely and, as the light from the remaining lamp shone brightly on his passive countenance, we all, with one accord, recognized the intruder.

It was Jay Gould.

Geo. L. Thurston.

Many Women Buyers in Business World.

There is a small business book in quite general use and known as a "Buyer's Directory." In it appear the names of more than nine hundred women buyers, who are the representatives of business firms all over the United States that send to New York for goods. Those who should know say that there are more women buyers than this list shows—women whose name are merely set down as S. Brown or C. Jones, without the distinguishing prefix of Miss or Mrs.

Nearly every woman buyer has become such after a long apprenticeship in the house that employs her, having begun work as a cash girl or in the taking care of the stock, and worked her way through all the intervening grades to top rank. Occasionally a bright woman with a talent for comparing values will learn the market and its possibilities and limitations in less than five years' time.

One of the largest stores in the city employs a woman as buyer and manager for its cutlery department. Her trade sense is as keen and trustworthy as the knives and scissors she handles, and she has full swing in all matters connected with her department, her success

in the past having led the firm to rely on her judgment, no matter what innovations she may see fit to make. Until recently women buyers were employed chiefly in the infants' or women's departments, in buying corsets and articles exclusively feminine. But they are being trusted with the buying of higher-priced lines of stock, shoes, umbrellas, leather goods and jewelry—departments in which, as in cutlery, men and youths are as often catered to as women and children.

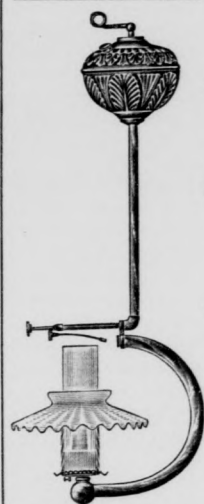
The fur department in one of the biggest shops in a Northwestern city is controlled by a woman who buys \$250,000 worth of goods in a single season. She gets them direct from the factories and makes such shrewd selections that the men say she can not be fooled on the value of a garment.—N. Y. Commercial.

A Henney Hint.

A duck which had faithfully stuck to business during the summer and had laid several dozen large, fawn colored eggs complained that she was not appreciated.

"See that hen over there?" said she; "she hasn't laid as many eggs as I have, nor as big, but she has books written about her, and verses composed in honor, while nobody is saying a word about me."

"The trouble with you is," said a wise rooster, who was standing near, "that you don't tell people what you have done. You lay an egg and waddle off without saying a word, while that wife of mine never lays one without letting everyone in the neighborhood know it. If you want to cut any ice in this community you must follow this example and learn to blow your own horn."



The "CROWN" Incandescent Gasoline Lights

Latest and most
perfect on the
market.

Write for catalogue
and prices—

The Whiteman
Mfg. Co.
CANTON, OHIO.

Before you set up that stove in the house of the purchaser obtain a special report on the paying capacity of your customer from the Commercial Credit Co. It is possible that detailed information of this character will satisfy you that a new stove in your store is preferable to a second-hand stove in the possession of a man who does not pay.

Absolutely the Best

MARK THE BRAND



Packed
Where
Grown

Packed
When
Ready

Natural flavor fully retained.
Try the Early June Sifted Peas.
For Sale by

WORDEN GROCER COMPANY

Grand Rapids, Michigan

All Kinds of Calendars

This is a good time to order a supply of calendars for 1903 and the Tradesman Company has a full line, from the highest to the lowest priced.

By all means call and inspect our line if possible. If not convenient to call, tell us how many you require and the limit of expense, and we will see that you get value received.

**Tradesman
Company,**

Grand Rapids, Mich.



Devoted to the Best Interests of Business Men

Published weekly by the
TRADESMAN COMPANY
Grand Rapids

Subscription Price

One dollar per year, payable in advance.
No subscription accepted unless accompanied by a signed order for the paper.
Without specific instructions to the contrary, all subscriptions are continued indefinitely. Orders to discontinue must be accompanied by payment to date.
Sample copies, 5 cents apiece.

Entered at the Grand Rapids Postoffice

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

E. A. STOWE, EDITOR.

WEDNESDAY • DECEMBER 24, 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 17, 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 twentieth day of December, 1902.

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

CHRISTMAS DAY.

The anniversary which presents the most important spiritual and temporal event that is recorded in the annals of human history recurs to-morrow.

Apart from the fact that the Christmas festival is a memorial of the coming among men of the Savior of the world, it stands for civilization, upward human progress, intellectual enlightenment, extraordinary scientific discovery and manifestations of human charity far beyond anything that was ever before known upon this planet. That it is all both directly and indirectly the result of the operation of the Christian religion is proved by the fact that no such standard of high excellence has ever been reached by men under the inspiration and influence of any of the other great religious systems to which mankind has been devoted.

Christmas day, it should seem, would be celebrated by acts of beneficence and holy rejoicing; but it is a fact, most disgraceful to the people of Christian countries, that this holy day is the occasion of more intemperance, extravagant expenditure and general debauchery than are practiced on any other day in the year. At this season men who are commonly sober and quiet become to an unseemly degree noisy, turbulent and disregardful of the ordinary proprieties of life, so that for many reasons the Christmas holidays are dreaded by large bodies of every community.

But whatever may be the shortcomings of many people at this sacred season, it is a pleasing fact that almost everybody is aroused to a special sense of the importance of remembering on this day the helpless and the needy. Charity, the most divine of the three heavenly graces, shines out with distinguished brightness. This doing of good must atone for all the other failures and misdeeds of which Christmas is too often the occasion.

For twenty successive Christmas days the Tradesman has borne to its readers

a greeting of friendship and benevolence meet for the season. To-day it again tenders its regards and best wishes and renews its pledge to its patrons, for their advancement and prosperity, all in its power, and it never had more power to work for their good than it has at this moment. Strong in this determination and desire, it wishes all to whom it may come, from its heart of hearts, a merry Christmas and a most prosperous year to follow.

EXTENSION OF TEA CULTURE.

The signs are not wanting that at no distant date the Russian Empire is likely to become a serious competitor with India and China in the world's tea markets. Extensive experiments have been carried on of recent years in the Caucasus, and the result has been so satisfactory that the Minister of Agriculture and Imperial Domains is taking active steps toward establishing the industry on a sound working basis. The experiments have been not only exhaustive as regards the scientific aspect of tea culture, but thoroughly practical as well. Next year expert tea cultivators are to be imported from India, Ceylon and China, to act as instructors on the Caucasian plantations. The yield this year was thirteen and a half tons, and the best qualities were disposed of at over a dollar a pound. That such a price could be had in the open market for the product shows that the tea had unusual merit, and if the careful methods of the planters of Ceylon and India in the matter of curing of the product be adopted there is every reason to suppose that Caucasian tea will be as serious a rival of the product of India and Ceylon as the latter proved to China. Climatically, the region of the Caucasus is most highly favored, and tea is not the only product of world-wide consumption capable of cultivation. The planting of cotton is gradually assuming a scale which will practically make the Russian spinner independent of this country, save for exceptionally fine grades of the staple.

State Dairy and Food Commissioner Snow confirms the statement made in the Tradesman of last week to the effect that he knows nothing about food products and does not undertake to perform any of the duties of his office—except signing a voucher for his salary once a month. He says he knows nothing about terpeness lemon or any other kind of lemon and never sees a Bulletin until it is issued, the rulings and other reading matter contained therein being prepared and promulgated by his subordinates, who practically perform the duties of Commissioner, while he draws the stipend connected with the office. Humiliating as this admission is, it relieves Mr. Snow, to some extent, of the responsibility for the ridiculous positions recently taken by the Department on several subjects, from which it has been compelled to recede by the force of public opinion.

Since the office of State Analyst has been occupied by a beardless youth of small experience and even smaller mental capacity, the analyses of food products published monthly in the Bulletin of the Food Department have been decidedly interesting reading, albeit they have brought the Department into disrepute all over the country and made it the laughing stock of those who are thoroughly familiar with the subjects treated.

THE PROMISE OF CHRISTMAS.

"On earth peace, good will toward men" is said to have been the theme of the angelic song announcing to the human race an event that was to bring greater benefits to mankind than any other that had previously occurred upon this earth.

Nineteen centuries have passed away since the song of the angels proclaiming peace rang out from the skies that hung over Judea, and another has started on its course of one hundred years, and yet the universal peace which has been so long looked for and so eagerly longed for through so many ages has not made its appearance.

Human history is little more than a chronicle of wars, and the men to whose memory and in whose honor the loftiest and most distinguished monuments arise throughout the world are the conquerors, the men who led armies and accomplished the greatest destruction of their fellows.

When the advent of the Savior of Men, the Prince of Peace, was announced, there was universal hope that the age of peace had come, and that wars would be known no more. How complete and utter has been the disappointment need only be stated, and when it is recalled that Christ himself declared that he had not come to bring peace but a sword, it can well be realized that we have not fully comprehended the real meaning of the angelic anthem.

St. Jerome, who translated the Scriptures from the original tongues into Latin, in the last part of the fourth and beginning of the fifth centuries of the Christian Era, rendered the song of the heavenly hosts in this wise: "Peace on earth to men of good will." Christianity teaches that the peace that passeth all understanding can come only to men of good will—that is to say, whose wills and understandings are disposed to receive it—and, since all men are masters of their own wills, it rests with them whether or not they will accept the perfect peace of Heaven.

If all the inhabitants of the earth were men of good will, then, indeed, would wars come to an end, and the tremendous procession of the world's conquerors who have marched to peace over the dead bodies of millions of their fellows, and through regions where only the ruins of human habitations remain and where all is black with death and desolation, would be stopped and hurled back upon itself, like the waves of the ocean whose fury is stayed by a rocky cliff.

But not only would wars cease—the entire generation of men would give up their selfish and cruel ambitions, their unscrupulous and desperate schemes, their ferocious and degrading lusts, their intolerable bigotry and fanatical hate and all their dishonesty and meanness. The world has waited long for such noble and glorious changes in human hearts and manners and still the time of their accomplishing seems afar off.

Are men growing better; are they any more endued with love and charity than they have been, and are they striving by their manner of living to realize that perfect peace which the angels promised more than 1900 years ago? Let us hope so; and, indeed, when, by the light of human history, human life in the past ages is compared, not year by year but century by century, great changes for the better are seen.

With the enlightenment and a vast in-

crease in the comforts of life, there has been a corresponding growth in works of beneficence and charity. When, in any other age, were there such enormous gifts for the endowment of schools and libraries for the education and uplifting of the masses, and when were there ever so many hospitals and asylums for the relief of the afflicted and the helpless? Charity, the chiefest of the heavenly graces, is to-day in the ascendant in every civilized and Christian country. It seems to have taken a deep and powerful hold upon the human heart, and it is softening and tuning all the chords of human feeling into harmony with that requirement of good will which is to be the harbinger and the bringer of the perfect peace which the angels promised at the dawn of the first Christmas. So may it be!

EDUCATE THE CONSUMER.

The Tradesman has received several letters from retail grocers during the past week, enquiring what course they should pursue with reference to the ruling of the State Dairy and Food Commissioner on the subject of handling terpeness lemon extract.

The Tradesman's position on the ruling is an open book. No more ridiculous position was ever taken by an erratic inspector and an amateur chemist who happened to hold office under an indifferent Commissioner whose chief anxiety is, apparently, to see how little equivalent he can render the State for a salary which ought to command the services of a competent man.

While the Tradesman has every reason to believe that the Supreme Court will declare the ruling outrageous and void, and while there are good grounds for believing that the ruling will be nullified by the present Commissioner or his successor in the very near future, the retail grocer need not go out of his way to take part in the controversy and can avoid the possibility of trouble by having his neighboring druggist make up a small amount of lemon essence in conformity with the Pharmacopoeia. This can be doled out to customers who enquire for lemon extract, accompanied by a statement that the legitimate lemon extract of commerce is temporarily on the prohibited list of the State Food Department. This inferior preparation will result in so much dissatisfaction that there will soon be a clamor for the more modern article, which the Supreme Court will, undoubtedly, give the seal of its approval. Under no circumstances would the Tradesman advise the return of terpeness extracts to the jobber or manufacturer or the putting in of a full stock of inferior oil extracts until the matter has been fully passed upon by the Supreme Court.

General Grant is credited with the remark that the quickest way to secure the repeal of an unjust law is to enforce it; and the Tradesman believes that the quickest way to secure immunity from further annoyance at the hands of ignorant and incompetent officials is to afford the consumer a realizing sense of the injustice of the rulings and the inferiority of the product they are undertaking to foist upon the people of Michigan.

The way to get business is to go after it. Sitting in one's office will not bring it. Put out advertising, circulars, booklets, samples or anything that will put the people in touch with you and your goods. The time that is whiled away doing nothing might be profitably employed in keeping literature moving through the mails.

Stock it Promptly!

—You will have enquiries for—

HAND SAPOLIO

Do not let your neighbors get ahead of you. It will sell because we are now determined to push it. Perhaps your first customer will take a dollar's worth. You will have no trouble in disposing of a box. Same cost as Sapolio.

Enoch Morgan's Sons Co.

**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

Common Sense Heat Circulator and Radiator

A Fuel Saver

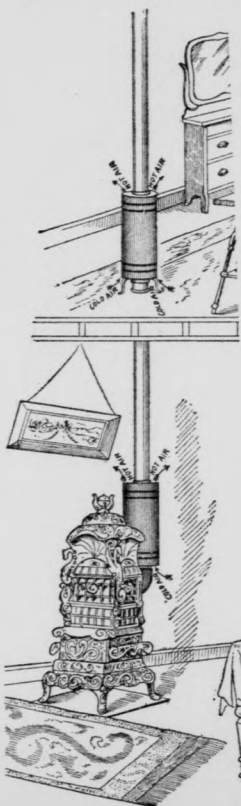
(PATENT APPLIED FOR.)

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 unequalled 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.



Would a system of keeping your accounts that

Lessens Bookkeeping By One-Half

That gives you the Total Amount your customer owes you with Every Bill of goods he buys;

That gives your customer a duplicate of his order together with the total amount of his account;

Thereby keeping your accounts up to date like a bank, be of interest to you?

Our descriptive booklet tells all about it and we will gladly send you one if you will drop us a card.

The Simple Account File Co.

500 Whittlesey Street,
Fremont, Ohio

Clothing

Novel Methods of Attracting the Attention of Customers.

"It is a matter of wonder to me," said the clothing buyer of a large store the other day, "why manufacturers of clothing do not make a point of getting up their goods in such a way that there will be little points about a garment for clerks to talk about. I am always glad to get a garment that has little peculiarities that my clerks can bring to the attention of customers. Here, for example, is a pair of trousers with a false pocket which renders it difficult for a thief to pick the pocket. If a clothing maker were to put on his trousers a label saying that the trousers were sewed with pure dyed silk, or do other little things like that, it would help the sale of goods greatly. The clerk can point out the advantages of this pocket to customers. He could also enlarge on the benefit of having garments sewed with good silk. These are little things that help to give individuality to garments and that should help the clothing manufacturers in their sale of goods. Why would it not be a good thing for makers of good garments to furnish sample pieces of the insides of garments so that clerks can show customers the difference between a good and a bad inside? Such a plan would help the sale of clothing."

A correspondent submits to us this scheme for selling shoes: Four tickets are sold to a person for eighty cents, or twenty cents each. He will then sell each of the tickets to different persons for twenty cents each, thus getting his money back. Each of the persons purchasing the tickets will in turn buy four tickets for eighty cents, which they in their turn will sell for twenty cents each, thus getting their money back. As soon as the four persons buying the first four tickets have turned in their eighty cents each, the original purchaser is presented with a pair of three-dollar shoes by the shoe dealer. The same principle holds with all the ticket holders. This is a remarkably neat scheme for getting something for nothing, and, as is usual in such schemes, somebody is sure to get badly bitten. The folly of engaging in such a questionable merchandising scheme must be apparent to any merchant who believes in legitimate methods.

A personal letter to a customer very often brings results when no other form of advertising will do so, but personal letters require so much time that most merchants compromise with the imitation typewritten letter. One merchant, having a very high-class trade, observed that one of his clerks, a man of some education, necessarily, had a good deal of spare time on his hands. So he hired a secondhand typewriter and induced this clerk to practice on it in his leisure moments, until he became expert enough to turn off creditable work. Then, at idle moments, he would copy personal letters to be sent to customers. The results were excellent.

Among the many forms of guessing contests which are popular the pot of beans or seeds is most attractive. A glass jar is filled with a quantity of beans, sunflower seeds, nuts or some other small articles, such as a variety of beads of different sizes. It is announced that the jar will be opened on a specified day and the contents counted by a jury, who will award a specified first, second and third prize to the persons guessing nearest the num-



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.

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.

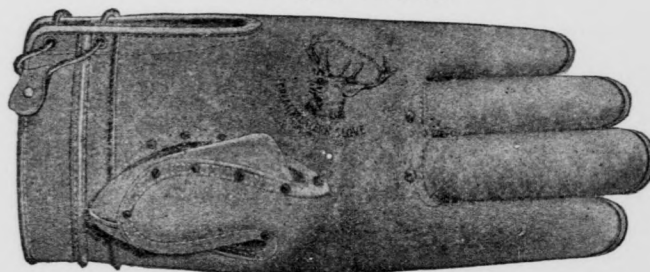
WINTER OVERCOATS and SUITS

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.

Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS., U. S. A.

Sole Manufacturers of the



Great Western Patent Double Thumbed Gloves and Mittens
UNION MADE

We have everything in gloves. Catalogue on application. We want an agency in each town.
B. B. DOWNARD, General Salesman.



That Air of Jauntiness

which is a distinguishing characteristic of

PAN-AMERICAN GUARANTEED CLOTHING

added to our famous guarantee,

"A NEW SUIT FOR EVERY UNSATISFACTORY ONE,"

makes it the best selling line of Popular Price Clothing for Men, Boys and Children in the United States. And the Retailer's profit is larger, too—Union Label has improved quality—has not changed the price, though.

ISSUED BY AUTHORITY OF UNITED GARMENT WORKERS AMERICA

7041144

REGISTERED

Men's Suits and Overcoats

\$3.75 to \$13.50

High grade materials, all wool, stylishly cut and handsomely finished, substantial trimmings, stayed seams—every suit made so that it will uphold our guarantee. Our salesmen or our office at 10 Kanter Building, Detroit, will tell you about it. Or a postal to us will bring information and samples.



WILE BROS. & WEILL
BUFFALO, N.Y.

ber of seeds or other articles in the jar. One concern has a guessing contest of this kind, with gold watches for prizes, in operation all the year around. The prizes are awarded every month or two. Every purchaser is given a numbered ticket with coupon to be torn off, on which the guess is written. The coupon is deposited in a sealed box until the contest closes. The advantage of such a plan as this is that it is quite apparent to everyone that it would be very improbable that the number of seeds in the jar would be counted beforehand and any unfair manipulation practiced. Such a guessing contest in operation all the year around with tickets given away with every purchase, no matter how small, has proved very successful with some dealers.

A Cleveland tailoring concern is offering to give an extra vest with every one of its twenty-five dollar suits purchased. It is now in order for some competitor to go it one better by offering an extra pair of trousers. It is not unusual for dealers in some parts of the country to offer with purchases of a specified amount a present of a cravat prettily boxed for presentation purposes. A useful plan to follow in stimulating shirt business would be to offer shirt studs or collar and cuff buttons with every shirt purchased.

Presents to customers at holiday time and Easter are a regular feature of some merchants' business. One concern gives a turkey free with every ten-dollar purchase at Thanksgiving; another concern gives a pot of lilies in bloom to every lady patron the Saturday before Easter. Another concern carrying many lines of goods makes a feature of poultry of all kinds sold below cost at holiday time. In a small place, where such a plan as the last would bring one into direct competition with other tradesmen, it is obviously impracticable, but in larger places it might be operated with success.

A recent variation of the prize scheme is the prize box to be opened with three keys. A locked glass box has three ten-dollar gold pieces placed in it. Every purchaser receives a key, which on the set day he can use in an attempt to unlock the box. The three persons who are able to unlock it each receive a ten-dollar gold piece.

In one small place it has for years been the custom of a public-spirited merchant to provide the prizes that are awarded at graduation time to the young men and women of the high school. Sometimes they are books, sometimes jewelry, sometimes articles of apparel. This practice has in a way identified this merchant with the educational institutions of the place and he has benefited by the good-will obtained, although his practice has not been dictated by advertising motives.

Gilchrist & Co., Boston, have opened in their store a miniature theater, seating two hundred persons, where moving pictures are exhibited. Scenes from "Bluebeard," "A Trip to the Moon" and other features are exhibited daily to crowded houses. It may not be practicable for every merchant to give such an exhibition, but an orchestra to render selections in the store at stated times during the day, or a juggler to amuse the crowd in the window are among the possibilities for everyone. And why would not a Punch and Judy show be of interest to the children? The immortal drama of these two historic personages never fails to delight the

juvenile heart, and very often the adult heart as well.

A shoe dealer who desired to interest the best people of his town in his children's department wrote personal letters at Thanksgiving time to between thirty and fifty of the most influential women of his town, stating that at the close of a most prosperous year he desired to make an offering to the poor of the place and would give a pair of good shoes to that lad or girl who should be designated by the recipient of the letter. It is needless to say that many of the persons addressed called in person at the store to answer the request and the gift was the means of securing trade that would not have been secured had the shoes been given in a lot to some charitable institution.

One dealer, in opening his new store in a new neighborhood, used this plan to get a list of addresses: He gave away free to every man visiting the store a key-ring having a numbered metal tag on which was stamped a notice offering a reward for its return to the dealer in case of its loss. The name and address of every recipient of a key-ring was noted in a book, so that the key-ring might be returned in case of loss. For a comparatively small expenditure the dealer got a very valuable list of names for his mailing list.—Apparel Gazette.

BUY

**GOLD SEAL
PURE GUM
RUBBER SHOES**

Write for catalogue.

GOODYEAR RUBBER CO.
382-384 E. Water St.
Milwaukee, Wis.

W. W. WALLIS, Manager

Share in Our Profits

From November 27th to December 31st 10 per cent. of each cash sale amounting to \$10.00 or over goes to the customer who makes the purchase. Send for our catalogue and further information.

Chicago
SHOE
TORE
SUPPLY
Company

154 Fifth ave. Chicago

This offer expires Dec. 31, 1902

An Honest Tale Speeds Best Being Plainly Told.—Shakespeare.

January is just the right time to look through our line; have more time. Over 325 alert merchants of Michigan have seen it, liked it and bought it and we

Should be pleased to add your account to our list of customers. Can we?

Every one says: "My, it is so different from the old lines we see." P. sitively, people like a change even in Hats, Caps and Straw Goods. Hats! Yes, sir, we sell 'em.

Straw goods in all those new snappy, breezy shapes and styles built for 1903.

Have you a good Cap trade? We can make it a better one.

Remember, we are not an experiment in the Hat business; we were 32 years old last month.

Incidentally would remark if our Mr. F. H. Clarke has not called yet, advise us. He will.

Every hatter and merchant wants the best up-to-date goods, and these are "near it; very near it"

Regarding Prices, Terms, Discounts, they always do their own talking.

FRED H. CLARKE, Michigan Representative

78 Woodland Avenue

Detroit, Michigan



Alpha New England Salad Cream

Contains No Oil

The Cream of All Salad Dressings

This is the cream of great renown,
That is widely known in every town.
For even the lobster under the sea
With THIS a salad would fain to be.

20 and 25 cents per bottle

Valuable pillow tops given free for 5 trade marks.

H. J. Blodgett Co., Inc.

12 India St. Boston, Mass.

Also manufacturers of

Wonderland Pudding Tablets

The perfect pure food dessert. One tablet, costing one penny, makes a quart of delicious pudding.



115 Michigan Street



CONSOLIDATED GAS & ELECTRIC CO.-CHICAGO, ILL. U.S.A.

Clerks' Corner.

She Left Him All She Had to Leave.
Written for the Tradesman.

Arthur Rugg, Kittredge's new clerk, had not been in the store a week before he began to notice the "performances" of a customer whom Kittredge called Betsey Babbit. "She ain't bigger 'n a pint o' cider and she don't buy enough at a time to amount to anything, but she's the quietest, gentlest little woman n ten states and you want to give 'er the best we have and you need not try to make too much on her. She never will make any fuss and she never brings anything back and she always pays cash for what she buys. She minds her own business and, by jingo! she will make you mind yours. What made you ask and what do you mean by 'performances'?"

"I think I'd better change that or else say I don't know. A couple of days ago when you were over to Hastings I was alone here and busy with orders when all at once I looked up and there stood this little thing looking as if she had stepped out of a band-box without a bit of the primness that such people bring with them out of it. I think I should have been a little startled if it hadn't been for the hint of a smile that nestled down on her face as if it belonged there and when she saw me looking at her she said in such a dainty way, 'I think thee are the new clerk, aren't thee?' When I said, yes, ma'am, she said, 'John Kittredge says thy name is Arthur and if you say I may I would like to call thee that. May I?' I couldn't say yes to such a question as that from such a little lady as that and I blurted out, 'I hope you'll never call me anything else!' Then was the time I wished I had a nicer way of saying decent things."

"Well, where do the performances come in?"

"Right there. She wasn't rude about it—I don't believe she could be that, anyway—but she kept looking at me in such a funny way, as if she had known me somewhere and was just trying to locate me. When she looked at my hair I wondered if I had forgotten to brush it. I remembered putting on a clean collar, but I like to wear that red necktie if it has got a hole in it and I wondered if that was what fastened her eyes on me when she looked there. I was glad I had on this one. You better believe I was glad that my hands were clean and it was comforting to know that there wasn't a fingernail or anything about me that suggested mourning."

"She seemed to be satisfied when she got through and then she wanted to know if my mother's maiden name wasn't Wainbridge and if she wasn't a member of the Connecticut branch of the family. That is a fact and I said so; but that branch isn't putting on airs on that account and I went on with my orders and she went on with her looking."

"Pretty soon she took a paper out of that little bag she carries and gave me a pretty big order—more'n she could make use of in seventeen years! Before she began with that she seemed to think that it would seem a little out of proportion and so she said it was a good while before Thanksgiving, but she thought that she would look out for some few friends she hoped to invite and because she liked the old-fashioned way of doing everything herself, she wanted

to have everything ready on time and she wanted it in the good old New England way. Just listen to a few of the things I've got down: A turkey that mustn't weigh less than seventeen pounds. She wants me to find it at once so that it will be sure to weigh at least that and be fed expressly for her; a brace of ducks and a pair of chickens; a half-peck of cranberries; four medium-sized pumpkins, and then here's a list of spices and raisins and nuts and oranges that will reach from here to Minden. What does it mean, anyway?"

"I don't know. Next time she comes in, ask her!"

Rugg concluded not to follow his advice. Aside from the implied warning, that if he did he'd wish he hadn't, there was something about the woman that appealed to him most strongly. She was so gentle; she had brought from girlhood through the intervening years so much womanly beauty and grace; "Her voice was ever soft, gentle and low—an excellent thing in woman;" her manner and all that centered in her was so pleasing that he felt constantly drawn to her and more than all there was something that suggested his mother to him, so that he showed his admiration whenever chance gave him the opportunity.

In one way this was natural enough. It was the bringing together of extremes—the law of contrast. In age they were opposites. She was weak and he was strong. She was small and fragile; he was big and stout with the great desire of the large and strong to support and protect the weak and dependent. In connection with this he had been brought up to lend a helping hand wherever opportunity offered, and as the woman saw this tendency she did not hesitate to make use of it; so that the weeks that intervened between the giving of the order and the National feast day saw these two often together.

"The fact is, Arthur," she said one day, "I'm not going to be a selfish old



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

\$1,960,000

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

3% interest

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.

Old National Bank,

Grand Rapids, 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.



Mr. Grocer

you can recommend

Malt-Ola

to your customers. The best by test. Once used, always used. None better. The food for all people. Try it.

Order of your jobber or send direct to us.

Write for sample package and literature now, lest you forget.

LANSING PURE FOOD CO., Ltd., Lansing, Mich.

Already the Leader

in many markets.

Tryabita Food

the pepsin celery wheat flake is making rapid strides for first place in the cereal world. Tryabita Food is steadily advertised—and pays the profit to the grocer.

Our Tryabita Hulled Corn is a winner, too.

Tryabita Food Company, Ltd., Battle Creek

Our Trade Winners

The Famous Favorite Chocolate Chips,

Violetta, Bitter Sweets,

Full Cream Caramels,

Marshmallows.

MADE ONLY BY

Straub Bros. @ Amiotte, Traverse City, Mich.

woman any longer. For the last few years, just because it was too much work, I have let the day go by and eaten my good Thanksgiving dinner alone when I knew there were at least a dozen right around me who had no turkey and mince pie and plum pudding and the only thing I had to remember after it was all over was a hard headache and that other feeling which comes and stays after one has given away to his unbounded selfishness. Last year I determined I wouldn't do it again and the determination has strengthened. So I have been looking around for my guests. Up to now I have fifteen on my list. There are the Chandlers, mother and children whose last year's chief reason for giving thanks was a bake-shop pumpkin pie—and I had more mince than I could eat! That's four. There are the Rutlands—three; five Starkeys and the three Kentzers. Do you happen to know of any who ought to be invited?"

"Yes. There's that little Hungate boy over on the flats who hasn't had a smell of meat since he can remember and the Wylands down here on the Westover road look as if they were starving to death while that sot of a father is drinking up every cent he can put his hands on."

"How did you know about them?"

"They come to the store. Kittridge has to look out that they don't get into him too far and that puts me on my guard. I've no use for these people that are poor because they are willing to be, but these that I've given to you are a pitiful lot. I've had my eye on them for the last few weeks and I'd made up my mind little Joe should have one good stomachache if a good dinner can give it to him. The Wylands are looking fate in the face and are stumping him to do his worst and I've about made up my mind to strangle the old man! You see, Aunt Betsey, we have a lot of odds and ends at the store that won't sell and are too good to throw away and it's easy to turn these in where they will do the most good. Mother says that's what we're here for and I guess she's right. Anyway, that's the way I feel after I've given these a whirl. How many does that make?"

"Twenty, if we count in Wyland. Shall we?"

"Do you know that it's a tough thing for me to say yes to that? I suppose you'll laugh, but I always think in such cases, 'I guess, Lord, you'll have to take care of this. I'm afraid I shall overdo it!'"

There was a smile behind the sadness of the gentle face, but the smile and the sadness gave place to an expression of profound satisfaction as the kind-hearted woman looked upon the determined earnestness of the youthful manhood before her. It was another instance of "Now letest thou thy servant depart in peace according to thy word," and so refreshed and strengthened the preparations went on. With two such earnest workers there could be but one result and it was easy to see what that was when the table was pronounced ready for its eager and thankful guests. The crowning glory, however, was what the seated guests could not see, for they, without knowing it, put on the finishing touch as they sat in their best with happy hearts looking into each others' smiling faces with a bulging white envelope on the plates before them, Aunt Betsey at one end of the table in lace almost as dainty as her own loving life and Arthur Rugg at the other end

behind the mammoth turkey, staring at his fat envelope and wondering how in the dickens it got there without his knowing it. She said grace, never once thinking, bless her dear heart! that she was its living embodiment and then she said as if it was the only next best thing, "you'll find on your plates just a little bit of a surprise."

There was an "Oh!" from every guest when the envelopes were opened except from the man behind the turkey and he was the only one that Aunt Betsey looked at. He turned white and then red and when a minute later he took up the carving-knife and fork his hands trembled so that he could scarcely use them—a circumstance unnoticed because just then each guest was busy with his own emotions.

What Rugg's envelope held was not known until months afterwards when Aunt Betsey had sunk into "the sleep that knows no waking," and the only sentence on the enclosed paper which is needful here is this: "Inasmuch as ye have done this unto the least of these my brethren, ye have done it unto me." She had left him all she had and that was much.

Richard Malcolm Strong.

There is one thing which convinces us that there is a tender, merciful Providence watching over all; no poor little babies are born at the homes of the equal suffragists.

38 HIGHEST AWARDS
in Europe and America

Walter Baker & Co.'s

PURE, HIGH GRADE

COCOAS

—AND—

CHOCOLATES



TRADE-MARK

Their preparations are put up in conformity to the Pure-Food Laws of all the States. Grocers will find them in the long run the most profitable to handle, as they are absolutely pure and of uniform quality. In writing your order specify Walter Baker & Co.'s goods. If OTHER goods are substituted, please let us know.

Walter Baker & Co. Ltd.

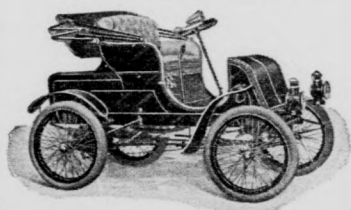
DORCHESTER, MASS.

Established 1780

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



Walloon Lake, Mich., Nov. 22, 1902

Allen Gas Light Company, Battle Creek, Mich.

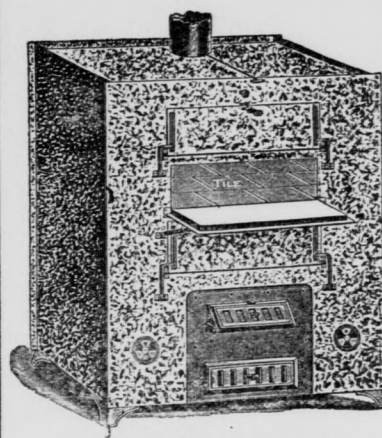
Gents—I write to tell you that the Gas Lighting Plant you put in for me last June is perfectly satisfactory; I have never had the least trouble with it and consider I have as good a light as it is possible to have. Wishing you every success with your machines, I am Yours truly,

A. E. HASS.



NOT AT ALL
OFFENSIVE

SCH.
5¢ CIGAR



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

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.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Wide sheetings have been advanced this week on an average of 5 per cent., due, it is said, purely to the good condition of the market in these lines. Cotton flannels and cotton blankets are very firm, owing to extremely limited supplies. Coarse colored cottons remain firm and sales are small, due to the fact that contracts cover the products of the mills for some little time ahead.

Prints and Gingham—Staple prints have shown a steady and fairly good demand this week, and buyers have no hesitancy in placing orders at prevailing prices. Sellers claim that future prospects are excellent and are unwilling to commit themselves for any long time ahead. Nevertheless there does not seem to be any immediate prospect of material changes in prices. The market for fancy calicoes shows no new features of consequence and a quiet business is being transacted at previously quoted prices. Printed flannelettes are in a strong position. Dimities and other woven patterned goods are strong in all desirable styles. Gingham is firm with no particular change in the situation. The demand is moderate, but supplies are small and prices are very strong.

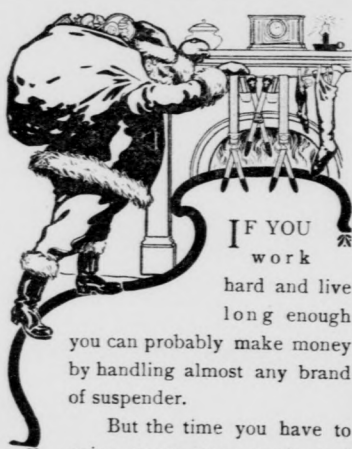
Linings—There has been nothing of special interest to note in the market for cotton linings. The general demand has been small from the dry goods trade for both plains and fancies. Kid finished cambrics and other low grades have not been selling particularly well, but sellers have made no effort to push this end of the market. Silesias have been selling on a moderate scale in medium and lower grades and in very small quantities in the higher grades. Percalines are steady in price with an average amount of business in progress. The clothing trade has bought in average quantities of cotton Italians, twills, etc., and these lines have held firm in price.

Underwear—In spite of the time which has elapsed since fleece-lined underwear first made its appearance on the market this season, very little reliable information in detail can be obtained in regard to prices. There is a considerable business in these lines reported by a number of houses and while they invariably claim to be getting satisfactory advances over last year, ranging from 5 to 8 per cent., others in the market state that very few manufacturers are obtaining much more than last year's prices, which, if true, can not be in any manner satisfactory to any one but the buyer. There is always more or less secrecy in regard to the opening of fleeces, but this year it appears to be greatly emphasized. It is even hard to find out just how many lines are out. But it is sure that not all of them admit they are out. It is pretty safe to say, however, that every agent has taken orders and will continue to do so. Ribbed goods are moving fairly well at last year's level, and others are about the same as last year. There were some manufacturers who tried to get an advance of moderate size, but were unable to sustain prices and came down. There are some lines, however, that are not yet out. Although nearly all lines of wool underwear are before the buyers, there has been but a small amount of business transacted. Several lines among the most important in the market have been shown lately,

and it had been thought that buyers were waiting for these before going ahead with the ordering. The cold, seasonable weather [has had a splendid effect on the retail trade, and they have sold large quantities of heavyweight underwear. This is beginning to be felt in the jobbing circles, which is a welcome relief after the depressed period through which they have been recently. There is room for a considerably greater improvement, however, which will come with a continuation of winter temperature.

Hosiery—There is little new to be said in regard to the jobbing end of the hosiery market this week, except that the orders show a slight increase in the aggregate over last week. The trading here is good for this time of the year. Prices are very firm, although there is no sign of scarcity in any lines. Retail business has let down to some extent in favor of goods more particularly adapted to the holiday trade, although in some sections it has kept up remarkably well. Putting pairs of fancies in boxes with appropriate decorations has helped a little. Spring lines are selling quite well now. For women, in particular, lace openwork effects are taking well, especially patterns with pronounced effects. Blacks and whites in extracted patterns are also favorites apparently.

Carpets—The carpet trade continues active with no material change in evidence since a week ago. Weavers in general are well employed on old business and bid fair to be so for many weeks to come. The majority of the big Eastern factors of the trade have their production for the season pretty well contracted for, which places them in a pretty independent position as far as the remainder of this season is concerned. Philadelphia weavers, in general are enjoying a good, active business with a good many contracts on hand. Only a small portion of the initial orders have been filled, so it will be some time yet before anything in the



But the time you have to enjoy your steam yacht and your gout is limited, so why not handle a rapid moneymaker like the

"KADY" SUSPENDER

If you think that you are making big money with some other suspender, just try the "Kady."

Leading jobbers handle it.

The Ohio Suspender Co.

MANSFIELD, OHIO.

P. Steketee & Sons

Grand Rapids, Mich.

WHOLESALE DEALERS IN
DRY GOODS AND NOTIONS

Don't Wait 5 Days

But go through your stock now. If you are apt to need any Mackinaws, Kersey Coats, Cover 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

Every Cake



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

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

way of duplicates can be turned out. While prices are quoted in full accordance with values made at the beginning of the season, the tendency to quote even higher values is more apparent. The anticipations expressed before the present season opened up in reference to the too-high prices exerting a tendency to put a damper on the demand for carpets, have not as yet been realized. While jobbers realize that carpet values are relatively high compared with other years, they perfectly understand the manufacturers' reasons for putting up prices. Ingrain weavers in and about Philadelphia all report a great deal of activity in their respective lines. Western jobbers are beginning to look to their initial deliveries, which will be heavy. The better lines of ingrain have certainly shown up remarkably well as far as the volume of business has been concerned, but weavers have been seriously handicapped by the excessive yarn values. Cotton ingrain and granites have been very good sellers of late, the majority of the sales coming from the West and South. Granites find a ready call in the extreme South, where a cool fabric is required the year around. Printed ingrain and tapestries are receiving some good business.

Rugs—Rug weavers report a very heavy demand for all kinds of rugs with orders on hand to last for many weeks to come. The carpet-sized Brussels and Axminsters, ranging from \$35 to \$50, are attracting a great deal of attention. The small Wiltons and Smyrns are also in good request.

Nothing But a Cheap Doll.

He was a middle-aged man, with stains of machine grease upon his blue overalls. As he edged his way up the narrow aisle of the Lyon street car, his shoulders slouched forward as if he were used to standing long hours, bent and weary, at his work. His dinner can hung carelessly in one hand, while with the other he guarded a little package wrapped in white paper. Every now and then he raised a tiny corner of its covering and smiled happily upon it, although the rich woman sitting next him saw nothing but a common doll, dressed in tawdry tinsel. She, too, smiled as she looked, thinking of her own petted darlings and their scorn of such a present, and she could not know that the man was dreaming of a pale, wistful faced little child to whom it was to be the crowning glory of Christmas morning. Poor and cheap as it was, it had cost the man heavily enough, and was the price of many a bit of patient self-sacrifice. Times had been hard with him. There were terrible weeks in the summer when he lay on a sick bed, unable to do a stroke of work, when he finally gained sufficient strength to resume his place in the factory, there were all the arrears of rent and grocery bills to be paid and the evening up that is so cruelly hard to those who must live by each day's labor and in the shadow of whose doors the gaunt specter of want is forever standing. Then Janie fell ill. She had been ailing all her life with an incurable malady that rendered her lame, but there had always been the click of her little crutch about the house, and her brave, patient little face smiling at him from the doorway. Now he lifted a burden that grew lighter day by day from the bed to the couch by the fire, where Janie lay the long day through, because she said she was so tired. She had never had any boughten toys, and the hours were long

enough with so little to amuse her. Her hardworked mother could spare her little time, and the neighbors' children, with the callous selfishness of youth, merely looked in now and then and went about their play, leaving Janie for sole comforter a battered old rag doll that she fondled and cuddled and made her heroine of a thousand bits of childish make-believes. In the old days, when she had been able to go on short excursions, it had been one of her treats to hobble around to a little shop around the corner and there "choose" among the flaxen-haired wax dolls that ornamented the window. Perhaps she never really hoped to possess one, any more than the rest of us really expect our dream of dreams to come true, but it was this desire that the man had remembered and that had sent him trudging home through the cold and wet on foot to save up the money to gratify her. How she would smile—and of late Janie had almost forgotten how to smile. How her eyes would brighten; how it would gladden the long, dreary days! She could amuse herself with it all winter, and by spring, when it was warm enough to get out—the man turned suddenly, and caught at his package, but too late. The rich woman was leaving the car and, in passing him, her silk-lined frock had accidentally caught on the little bundle and swept it out of his hands, and it lay a tiny broken heap of painted china and crumpled tinsel on the floor of the car. "It was nothing but a cheap doll," she thought, as she passed on. "It doesn't matter," but the man gathered up the pieces with trembling hands, and as the car stopped he passed slowly and wearily out into the darkness.

WRAPPERS

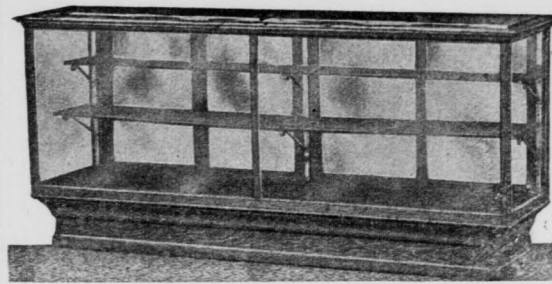
Full size. Perfect fitting. Modern styles. Choice patterns. Carefully made. Prints and Percalés. Lawns and Dimities.

Price \$7.50 to \$15 per dozen.

Send for samples. Manufactured by the

Lowell Manufacturing Co.,

91 Campau Street, Grand Rapids, Mich.



SUNDRIES CASE.

Also made with Metal Legs, or with Tennessee Marble Base. Cigar Cases to match.

Shipped knocked down. Takes first class freight rate.

Grand Rapids Fixtures Co.

Bartlett and S. Ionia St., Grand Rapids, Mich.

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 whatsoever. 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

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BURNS 90% AIR

SIZE: 6" X 24"

ALMOST EQUALS SUNLIGHT COSTS BUT LITTLE MORE

COMPLETE GAS PLANT IN ITSELF

COST OF GAS

City Gas costs you from 90c 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 a-out 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

M. B. MARTIN, ADV. GRD. RAPIDS, MICH.

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

ACTUAL COST 2/3¢ PER HOUR.

1000 CANDLE POWER NO UNDER SHADOW.

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

LONG DISTANCE—BOTH PHONES 2090.

Shoes and Rubbers

How a Certain Shoe Salesman Spent Christmas.

As Levermore came out of the telephone cage, after ringing off, the head of the concern called to him:

"Who was that? Scrivens & Company?"

"Well, not exactly. I was talking with Miss Fairfax, our 'hullo girl.' She seems to think we're reliable and wants to know what a pair of Dongola kids, with patent leather tips, will cost her."

"She does, eh? What did you tell her?"

"Oh, I said I'd see what we had in stock and call her up later on. I think there was a sample pair, just about her size, in that 'two twenty-five' line."

"Well, say, Levermore; to-morrow's Christmas, you know—by the way, didn't we sympathize with her a little last year?"

"To the extent of ten dollars—guess it came in handy, too; those 'Central girls' aren't making much of a fortune."

"This one seems to be a pretty decent sort—we've averaged forty calls a day and she hasn't lost her temper once. She called me up when the factory caught fire, too—overheard Chief Kay talking with the department and thought I'd like to go right over. I guess we'll continue the ten-dollar subscription and throw in the shoes as well. What did you say her name was?"

"Fairfax. She's a good deal of a lady, and well educated, besides."

"Well, now, you just pick out the handsomest pair of shoes in stock, put the ten dollars inside, and send them to her with the compliments of the house. I suppose it wouldn't be quite the correct thing to take them around yourself. Say, George, why the devil don't you find some nice girl and get married? You'll be a confirmed old bach first thing you know."

"Can't afford it."

"Can't af—great Scott! How much do you think it takes to support a wife? Why, man alive, you're well fixed! You don't spend half your income, and I know you own three or four houses. You're afraid of the women, that's what's the matter with you!"

"Oh, I don't know; perhaps if I could make an impression on one of those Kalamazoo girls, I might try it. Those Kalamazoo people treated me pretty white on the last two trips, and there are some handsome women in the Celery City. I am not in any hurry, though. There's plenty of time and as good fish in the sea as ever came out of it."

"Yes, but, confound it all, you don't seem to consider that the bait may be a trifle moldy. You're getting on, George; and you'll be wanting some one to take an interest in you before long."

Levermore laughed a little and, as he went out of the private office, said he'd think of it. Then, while he was doing up the shoes for Miss Fairfax, he fell to speculating as to what sort of a Christmas she was going to have—whether she was good looking or otherwise—where she lived—how she lived—whether she wore, that is, whether—oh, pshaw!—it's all in the line of business for a shoe man to know something about stockings or to notice the difference between a shapely foot and a bunion-plated extremity resembling an Irish potato.

Being a "three-thousand-dollar man," he felt at liberty to leave the store early and take a bath, which constituted the

first of his preparations for Christmas. After this refreshment he got into evening clothes and ordered his dinner, which proved to be an excellent one and raised his spirits. Then, while smoking a Rosa Concha, he began to wonder what he should do next. Whist? Whist was whist, of course, but it didn't quite seem to fill the bill. There was something common and every-day-like about whist. What the devil had "M." meant, anyhow, by talking to him about getting married and holidays and all that rot! He'd always been contented enough before! Confound it all, he was getting on! He'd be getting gray some day, if he didn't look out! And, come to think of it, the interest other people showed in him was rather confined to dollars and cents. Thoughts like these were depressing; he began to cast about for something to brace him up—something which would take his mind from himself. Why not go to the theater? Not a bad idea; there were several good things on the boards. One of the pages helped him into his fur-lined ulster and he sauntered out in search of amusement.

There was a play which he had been intending to see for some time, at one of the theaters, and he was fortunate enough to secure a good seat. The house was filling rapidly, and presently an usher slammed down the two seats next him for a young couple who seemed to be anticipating a most enjoyable evening. One was a fair specimen of the "twenty-dollar clerk—" Levermore knew the species from long experience and had something of a fellow feeling for it—but the girl, somehow, appeared to represent a different class. Her taste in dress was so good that the observer's attention was fixed upon her head and figure in thorough unconsciousness of clothes, while her face, with its dreamy black eyes, red lips and delicate color, would have made a more confirmed woman-hater than George Levermore look at it a second time. In spite of Mr. "M.'s" insinuation, the genial bachelor was very far from being "afraid of women." With a most thorough respect for them, he had reached an age where he permitted himself to enjoy a good thing when he saw it. Being too much of a gentleman to stare at the girl offensively, his glances were directed over the audience in general; but she noticed that his eyes frequently rested upon her with a pleased expression, and, although a heightened color stole into her cheeks, it came from a feeling which was certainly not resentment against the fine-looking stranger on her right.

Presently she fell to discussing theatrical matters with the young man, and her soft, lazy accent easily accounted for her interest in the Virginian locale of the play. If Levermore had been attracted toward her before, he was even more delighted when she spoke—delighted and puzzled. Her voice seemed so very familiar. He taxed his memory to recall where or under what circumstances he had heard it before.

An old gentleman who sat at his right soon directed Levermore's attention to a bit of character acting which seemed especially good. This led to a short conversation between the two, during which he was conscious that the girl was listening attentively—listening with an expression of pleased wonder sparkling in her eyes—and when he glanced around the red lips parted as if she were upon the point of speaking.



A rubber that fits the foot or shoe over which it is worn wears better and lasts longer than one that doesn't. This is one reason why Bostons are so durable.

Write us to ship you Boston Rubber Shoe Co.'s rubbers. We've all kinds and sizes.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Michigan

Should be handled by every shoe dealer because they give satisfactory service and hold the trade. Six hundred skilled workmen are kept busy turning out all grades of shoes from the ordinary everyday shoe to the finest for dress wear, suitable for all classes of trade. Mayer's shoes give satisfaction where others fail. Write for particulars.

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

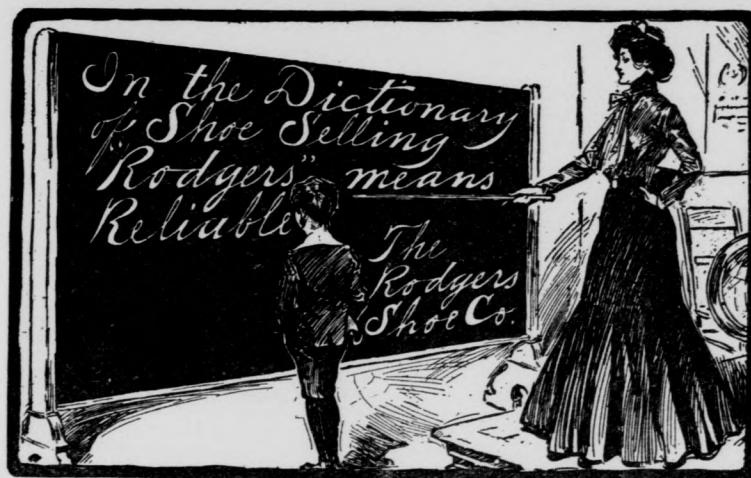


Women's Blue Cross Shoes

Have no equal for comfort.
They have rubber heels.

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





Then she appeared to hesitate, blushed slightly and turned away.

By this time the performance had almost lost its interest for him. He thought of and discarded a hundred plans for ascertaining who she was and securing an introduction. Twice again he caught her listening when he spoke, each time with a growing friendliness in her face. Then came a bit of magnificent acting which it was impossible to ignore, and then—the match with which the "Colonel" had just lighted his cigar flamed up, for just one tiny second, after he had tossed it into the corner. Just a fraction of time, just an atom of fire, yet it caught on the painted canvas drop and in a few seconds more had grown to a mighty tongue of flame that shot clear up to the flies.

For just one moment the audience were stunned by the suddenness of the catastrophe and then pandemonium broke loose. In the galleries, men and women could be seen frantically climbing over the backs of the seats—in the parquette, the aisles were jammed with a struggling, screaming mob of animals.

Fortunately for Levermore, he was a man who usually thought before he acted, and his first impulse was to retain his self-control. In this he was strengthened by the elderly stranger, who remained quietly in his seat studying the situation. The girl's escort, when the panic galvanized his limbs, grabbed her arm and plunged wildly toward the struggling crowd. Being a hollow-chested, cigarette-blighted youth, his frantic assurance that he'd "fight a way through for her" somehow did not carry much weight, for she hesitated, and freed her arm from his grasp. By this time he had lost his wits completely, like most of the others, and fought blindly on under the impression that she was still with him. In another moment the lights went out, and a faint reflection of the roaring flames behind the asbestos curtain, together with the darkness and smoke, gave the place all the appearance of an Inferno.

Obedient an impulse which he never stopped to consider, Levermore reached out, in the semi-obscure, and touched her shoulder. In another instant she was leaning tremblingly against him, and his arm was about her waist. Then, to his amazement, she said:

"Do you think there's any chance of getting out, Mr. Levermore?" (Why was it that her voice sounded so much more familiar in the darkness? Who under the canopy was she, anyhow? It was on the tip of his tongue to ask, but there were other things demanding immediate attention.)

"Well, I hope so! I don't think any of us want to be roasted alive! There must be a side entrance somewhere—all theaters are built with them now, and—" (Here the calm voice of his elderly neighbor broke in.)

"The programmes ought to show. Here's mine—have you a match?"

"Lots of them—wax ones, fortunately. Now, then—here's a light—look on the last page. There you are! Turn it the way we're facing. Here are two exits on this side—one to an alleyway, and another through this box to the stage—"

"Guess we won't try the stage! It's a furnace back there now. Let's go for number nineteen—I remember seeing an iron door in the wall as I came in—"

"Hold on a second! Suppose that iron door is locked? This plan shows a double brick wall beyond the stage exit, and the space opens on to the same alley as the other! It may be a trifle warm, but there won't be any crowd, and the fire can't have got through those bricks yet. See that fireman at the orchestra plug—he's playing his hose as if he had all night before him. He wouldn't be taking things easy unless he was sure of getting out all right!"

"That's so! We'll go through the box—come on!"

The girl was trembling so that Levermore picked her up without ceremony and hurried through the box with his burden. It was the work of but a few seconds to find the outer door and step into an alley which opened on the back street; then, after assuring himself that they were both uninjured, the stranger bade them good night, and Levermore asked his companion where he should take her? He was about to hail a cab, but she stopped him.

"It's only a short walk to where I live," she said, "and the fresh air will take away this faintness."

"Well, but—hadn't we better go into the drug store and get something to strengthen you up a little?"

"Oh, no, thanks; if I'm not feeling better when we get home, I will; but really, I don't think I'll need it. Poor Mr. Smith! I hope he got out all right."

"After seeing you safely in the house I'll go back and enquire. Then, if you don't mind waiting up, I'll return and tell you, Miss—?"

"Do you mean to say you don't know me, Mr. Levermore? Why, I was sure it was you the minute I heard you speak, although" (shyly) "I thought you were—older—than you seem to be."

"You—you did!" (A shiver of satisfaction traveled up and down Levermore's back. Then a flash of compre-

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.

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

Lycoming Rubbers

but we also carry an assortment of the old reliable

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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.

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Mr. Retailer

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

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Made in
All Leathers

The Lacy
Shoe Company
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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.

hension streaked through his mind.) "By—by Jove! You—you can't be—eh? Yes, you are! Miss Fairfax?"

"Why, of course! 'Hello, 262 Franklin!'" (mischievously). "Isn't it strange that we should finally meet in this way! There is where we live—the tree is in our front yard. You must come in and be introduced to papa. You've placed him under obligations to-night that he will never forget."

The house was one of a row, with iron-grilled balconies, which stood some distance back from the street, and, in answer to the bell, a veritable colored "mammy," with "Dixie" written in every fold of her bandanna turban, creased in every wrinkle of her shining black face, opened the door. Experience with Northern book agents and other pests had evidently cast a shade of conservatism over her inborn sense of hospitality, but the moment she saw who stood outside, the door was swung wide open.

Miss Fairfax led the way into a cozy back parlor, and when Dinah reappeared with the egg-nogs neither of the two felt like slighting them; they were a revelation to Levermore in spite of his road experience. Then, hurrying back to the theater, he found the fire under control. The scenery had gone up in smoke, but the walls and auditorium were uninjured, and most of the audience had escaped with minor injuries. There were a few motionless forms upon the floor of a neighboring store at which it gave him cold shivers to look, but Miss Fairfax's escort was not among them, so, purposely omitting the more shocking details when he returned, he was able to reassure her.

He was strongly tempted to take matters into his own hands by announcing an intention to call again very soon, but this seemed so like an unfair advantage, under the circumstances, that he merely said, smilingly:

"Well, I'll call you up first thing Monday morning and see how you're feeling."

"If your arrangements are not already made, Mr. Levermore, it would be a kindness to dine with us to-morrow. There will be no one but ourselves, so you can imagine how welcome an old friend will be."

"An old friend!" Levermore felt so tickled at this admission of telephonic acquaintance that he wanted to hug the girl. Dinah's broad grin and the whole atmosphere of the quaint little house were the most hospitable things he ever remembered; so, with a stammering assurance that he would certainly avail himself of the invitation, he said "good night" and walked slowly back to the club, with the reflection: "M.'s going to show me what a holiday's like, to-morrow, is he? Humph! I reckon by Monday I'll be able to give him points!"

Next morning the hours seemed to merely crawl. He figured that it wouldn't do to present himself before half-past twelve, so walked the length of the street to kill time. Finding a florist's shop open, he bought a magnificent bunch of roses backed up with maiden-hair ferns, and after what seemed an interminable time, rang the bell of the old house. Dinah's face shone like polished ebony as she showed him into the rear parlor, with its sunny conservatory just beyond; then, after a moment's disappearance, she came back with a tray, upon which stood a beautiful ruby cocktail in a thin glass which was polished until it reflected the light like a diamond.

Levermore had scarcely pulled himself together when Miss Fairfax appeared, looking, in her pretty dinner gown, quite the most charming specimen of womanhood he had ever known. Then the Judge came in with such a delightful atmosphere of Southern cordiality that the guest was placed upon the footing of old acquaintance at once.

The dinners of Levermore's previous experience had been rather formal affairs, but this one proved a novel exception. With a total absence of ceremony, the center table in the sunny parlor was cleared by Dinah, a snowy cloth was spread upon it, plates, dishes, wine, and finally the smoking "turk" himself appeared, without interrupting the conversation, which was spiced with a soft Virginia accent and seasoned with the Judge's wealth of anecdote.

To a close observer there were indications here and there that the little family were not overburdened with wealth; but the old gentleman's linen was spotless, the wine was of the kind which lingers deliciously in the memory, the various dishes were cooked as only the daughters of Ham know how to cook them, and every-day cares were conspicuous by their absence.

The cloth was subsequently removed with the same comfortable informality which had hailed its coming. Dainty cups of Miss Virginia's own painting, accompanied by more of the mirror-like glasses, were placed upon the polished mahogany. Steaming coffee, sherry, walnuts and fragrant cigars were arranged within easy reach and, as the blue smoke curled toward the ceiling, Miss Fairfax began singing to her own guitar accompaniment the Judge chiming in with a clear, sweet tenor, while a harmonious echo from the kitchen proved that Dinah had a rich alto voice which she knew how to use. Plantation songs, creole songs, bits of opera, followed each other without a break, until the matter-of-fact shoe salesman began to wish his associates could be near enough to envy his blissful enjoyment.

The Judge's sense of hospitality would have made him forego the afternoon nap, which had become a fixed habit of his life, without a moment's thought, but when his daughter frankly explained this to their guest, both insisted that he should retire as usual. Then followed a couple of hours which Levermore will never forget—hours filled with personal reminiscences and the patching of blank spaces in personal history which neither had trusted to the telephone wires. He discovered that his name had been family property ever since she took her place in the "Franklin Central," and she began to understand the extent to which a sober business man can individualize a familiar voice in his daily thoughts.

As the shadows deepened, and the cheerful fire-logs tinged their faces with a ruddy gleam, he thought of Dinah's sprig of mistletoe, and wondered whether he really dared. It could scarcely offend her to gently place it upon the dark, waving hair which fell so bewitchingly over the little ears, he thought, and presently this was done. She felt the touch and put her hand up to see what it was. But he stopped her and took from the mantel a small mirror, in which she could see the top of her head. The crimson surged into her cheeks as she raised her eyes to his—shrank back just a little—and waited.

Then Dinah came in with the lamp, looked at them over her spectacles, with a budding grin twitching the corners of her mouth, and waddled softly to her kitchen, where she soliloquized: "Dah ain't nuffin' slow 'bout de Kunn'l; he don' need no muss'l'toe'. Reckon I'se hab teh 'speriment wid er weddin' cake bimeby."

Clarence H. New.

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

\$2.20

8 in. grain top duck R. E. \$1.75

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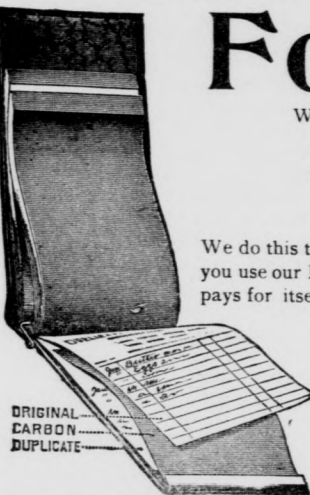
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AGAINST THE TRUST. See Quotations in Price Current.

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Paint, Color and Varnish Makers

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

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HARDWARE

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.

Foster, Stevens & Co.
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A Solution of the Fuel Situation

Fully
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Money
refunded
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Price
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Burton's Fuel Economizer

attached to a stovepipe will reduce your fuel bill

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.

DEALERS—Secure agency for your town at once.

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The Good Sense Oscillating Bob Sled

Number	Size of Runner	Width Between Bolster Stakes	Width of Track	Weight	Code Word
2.....	1 7/8 x 4 1/4 x 6 feet.....	3 feet 6 inches.....	44 inches.....	400 lbs.....	Stive
3.....	2 1/4 x 4 1/2 x 6 feet 5 1/2 inches.....	3 feet 6 inches.....	44 inches.....	550 lbs.....	Stoat
4.....	2 3/8 x 4 3/4 x 6 feet 7 1/2 inches.....	3 feet 6 inches.....	48 inches.....	620 lbs.....	Stocky
5.....	2 3/4 x 5 x 6 feet 11 inches.....	3 feet 6 inches.....	48 inches.....	700 lbs.....	Stoic

We can, if desired, make the track 38, 40, 42, 44, 48 inches. For hauling heavy loads over rough ground this sled has no equal. The material in this sled is the very best obtainable from the famous forests and mines of Michigan, selected to best suit the purpose for which it is intended. Very thoroughly and strongly ironed. The runners are plated full length; the ends of the beams are ironed so as to prevent splitting. The bolster stakes are of iron and will NEVER WORK LOOSE.

Woman's World

Suggestions of a Practical Woman on Christmas Shopping.

The practical woman put on a rainy-day skirt, jabbed another hatpin in securely and took up a long and business-like looking list.

"Whither away?" I asked.

"I am going to take Christmas by the forelock," she replied, "and buy all my presents while there is still time to look things dispassionately over in the shops, without being hustled and trodden upon by women until you feel as if you had played right tackle in a football match and were the battered remains. Oh, I know, of course, it is not conventional. The proper way to do is to wait until the last minute, when everything has been pulled and pawed over and the shop girls are nervous and cross, and then rush in and snatch up some old thing that you never thought of before and nobody wants and that creates murderous feelings in the breast of the person to whom you present it as a token of affection.

"I used to do that way and I suppose it comes nearer to accounting for the misfit Christmas presents than anything else. I confess that when I see the absurd and useless things that people give each other and the money that they waste, I am tempted to think that Christmas-giving ought to be abolished by law or a commission appointed to do the buying. Just think of one rational human being presenting another with a painted celluloid box that goes to pieces if you look at it or one of those awful plush and satin monstrosities that is good for nothing on earth but to collect dirt and aggravate the housemaid.

"I suppose there isn't one person in a hundred who ever looks over their Christmas presents without a feeling of impotent anger at the givers for the money they have thrown away. You are needing tablecloths and your dearest friend sends you a fifteen-dollar illustrated copy of 'The Ancient Mariner.' You were yearning for a salad bowl and the bachelor friend who wants to be nice to you bestows a ten-dollar bunch of American Beauty roses on you. You yearned for a silk petticoat and your husband buys you a fine box of candy. It always makes me think of what a popular society man said once. He showed me forty silk-embroidered and tinsel things that his girl friends had sent him Christmas and remarked: 'I would trade them all for one good pair of socks.'

"Now I believe in Christmas and in Christmas giving, but I think we do our best to make what should be the happiest and merriest time of all the year a season of toil and turmoil and trouble unspeakable, and so I have worked out for myself what I call a 'reformed Christmas' that brings me peace and happiness and trust carries cheer to others. In the first place I have simplified my giving. The three classes who are hardest to buy presents for and who simply reduce you to parestis when you try to think of something that would please their fancy are men, children and servants.

"Of course, Christmas is pre eminently the children's season. They come first, and there is a general impression that they are overjoyed at anything. Nothing on earth is farther from the truth. Most children in well-to-do families now are swamped with toys and books for one thing and for an-

other. No grown person has the slightest idea of what is going to fire a child's fancy. I used to accumulate gray hairs and wrinkles trying to think of something these spoiled little darlings did not have, but I do not now. I give money. That in itself is a blessed rarity to the little folks and the fun they have in going down town and spending it themselves is the best part of the Christmas to them. Take my word for it a child would rather have one dollar in cold cash than a ten dollar present.

"Servants are the same way. For years I used to inwardly resent the cold and perfunctory thanks of my maid over some gift that had cost hours of worry as well as money, but I have no reason to complain of the lack of gratitude for the money gift. Nor is the reason of that far to find. The \$1, \$2 or \$5 that a family bestows upon the cook or housemaid is an accumulative gift and enables her to buy some bit of finery that she yearns for and which she could not have afforded out of her wages.

"As for men, I have one standing present for these outside of my own family to whom I wish to send some token of remembrance—a subscription to a magazine. It is not imaginative to always give the same thing, but it is acceptable, and in that way I never give a book a man has already. For the men of one's own family the selection is never difficult, because men are not shy about expressing their needs. If a man has a bachelor apartment he is always pleased with a sofa cushion or a good picture. If he boards he regards such things as rubbish and bestows them upon the landlady; but a magazine brings its monthly, pleasant reminder, without the burden of having to be cared for. Personally, I like these

Opportunity Knocks at Your Door

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.



Would you put money in a savings bank that refused to give you any record of deposits made?

If it is desirable to have a dependable record of your transactions with a savings bank, is it not also desirable to know exactly how much money is deposited and taken out of your cash-drawer?

The National Cash Register gives you a complete and detailed record of every money transaction that takes place in your business.

It shows the amounts expended and who paid them out. It shows when money was paid on account and who paid it.

You take no chances—you are absolutely sure.

Let us send you all the reasons why you need a Register.

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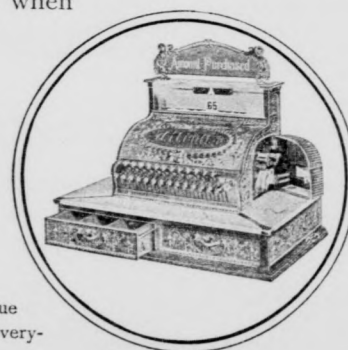
Dayton, Ohio

"A True Account of All Cash Transactions"

The Register has been of especial value to us in giving us a true account of all cash transactions. It has made us feel that everything relating to it is done properly

D. K. H. CRAIG,

Philadelphia, Pa.



Registers from \$25 up.

Second-hand registers always in stock

A
Fine
Booklet
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NATIONAL CASH
REGISTER CO.,
DAYTON, OHIO.

GENTLEMEN: Referring to your advertisement published in the MICHIGAN TRADESMAN, we shall be pleased to receive printed matter, prices and full information as to why a merchant should use a National Cash Register.

Name _____
Mail address _____

perennial presents, and no other gift I ever received ever gave me half so much pleasure as a little red-bound memorandum book that came to me last Christmas and that has been of daily use and joy ever since.

"Another life-saving device I have adopted is curing myself of the habit of making things for Christmas gifts. I used to work myself to death embroidering and sewing and making dinky little things that were of no use after they were done, and that nothing but family affection could have made acceptable presents. I did this because I shared in the universal fallacy that I was saving money, whereas, in reality, it is the rankest extravagance. Count up what your lace and ribbon and tinsel and embroidery silk cost you, and you will find you have the price of solid silver. Add to it the doctor's bill resultant from overwork and you might have given diamonds.

"To my mind there is no other gift so precious as the one that answers some need of ours and shows that we have really been remembered. I try never to give a thing that is not of some practical use, and if you think that people are banking more for sentiment than comfort around Christmas time, you just try it. Somehow I have managed to get used to the thought that Christmas is going to come around at the same old time every year, and I get ready for it, and when I hear any of my friends or family express a wish for something, like Captain Cuttle, I make a note on it.

"Now, here is Sallie, for instance: Last summer I spent a week at her house in the country and noticed that she had miserable lamps. I might send her, of course, an illuminated copy of Browning, but I'm not. I am going to buy the best lamp in town, and I venture to say there won't be an evening this winter, when they gather around the reading table, that they won't remember me with joy and gratitude.

"Then there is Aunt Polly. I happen to remember that she loves to take a nap sitting in her chair. Do you suppose I am going to add to her voluminous collection of 'Pilgrim's Progress' and Bibles and hymnals? Not much. I am going to buy her a Morris chair with big, soft cushions, where she can take her forty winks in a comfort she has never known before.

"Heaven has blessed me in one thing," went on the practical woman, surveying her list, "and that is that I have friends with fads. They can always be provided for. The woman who is collecting plates or steins or etchings or pipes or curious weapons will be pleased with anything that bears on her hobby. Nor do I worry over housekeepers, for them the linen closet is an inexhaustible source of need, and the woman who is not thrilled over a new table cloth or bit of embroidered linen or set of napkins is simply wanting in womanly feeling, that is all.

"Perhaps we would not make so many mistakes in giving if we would follow the old motto of, 'Put yourself in his place.' Just think, if you were an invalid, how you would like to receive a medicine glass, or if you were an old person, how it would seem to be deluged with books carefully selected to impress on you the fact that you were not long for this world. But, after all, Christmas resolves itself into a lot of 'don'ts,' does it not? Any fool can do the right thing, but it takes a wise person to refrain from doing the wrong ones. Here are some of my rules:

Don't wait until the last minute to shop. Saleswomen have some right to the season of peace on earth and good will towards men.

Don't buy foolishness. A useless present is of no more account at Christmas than at any other season.

Don't give people things unless you understand their tastes. Better is five cents' worth of candy of the flavor we like than a ton of the kind that nauseates us.

Don't give books to people who do not read.

Don't buy editions de luxe for any but connoisseurs. Most people would care more for the contents of a book than for its binding.

Don't give your seamstress a thimble or your housemaid an apron. Nobody cares to be presented with a badge of service.

Don't give men a lot of dinky little trinkets to litter up their desks. A man's desk is his workshop and he despises the judgment of the woman whose gifts get in his way.

Don't give sensible presents to a young girl. A woman has to be 30 years old before she appreciates the useful.

Don't give presents expecting to get them back with usury. Sometimes the bread that is cast upon the water sinks.

Don't give presents to curry favor. Bribe at some other time than Christmas.

Don't, if you are a man, give your wife a dress unless you let her pick it out herself. A man's judgment of color is worth as much as a woman's knowledge of cigars.

Don't, if you are a wife, buy your husband a present and send him the bill. It is hard to be grateful for what we pay for.

Don't, if you are a girl, send young men presents. They feel bound to repay them with usury.

Don't, if you are a young man, go in debt for a Christmas gift for a girl. The ides of January approach and the bill collector never tarries.

Don't think that only expensive gifts are appreciated. It is the thought and not the price tag that counts.

Don't forget that a letter or a telegram are just as welcome and as sweet as a gift that costs much money.

"Don't forget the poor, the needy and the lonely," wound up the practical woman, her eyes bright with unshed tears, "and as Tiny Tim says, 'a merry Christmas to all, and God bless us every one.'"

Dorothy Dix.

New Mother-in-Law Joke.

Hewitt—Gruet says that you are the best friend he ever had. What have you ever done for him?

Jewitt—I married his mother-in-law.

The surest way to get good flour is to get it under a good brand.

CERESOTA

has stood the test and proved its reliability. Confidence in Ceresota grows with each sack used, because the quality never varies. It is good every day as it is any day, and as good any day as the best flour produced in the United States.

Northwestern Consolidated
Milling Co., Minneapolis, Minn.

Judson Grocer Company,
Distributors for
Western Michigan

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.

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.

Julius H. J. Friedrich

30 and 32 Canal st.,
Grand Rapids, Mich.

Pianos, Organs,
Sheet Music,
Talking Machines,

and all kinds of
Small Musical Instruments

Right Goods, Right Prices and Right Treatment is our motto



The New York Market

Special Features of the Grocery and Produce Trades.
Special Correspondence.

New York, Dec. 20.—It is hard to find much, if anything, of interest in the wholesale markets. Everybody is strictly looking after his Christmas sales and nothing will divert attention therefrom. The weather is simply perfect. There is no snow and the sun shines brightly and warmly. The crowds that throng the streets up-town are so dense that a poor lone man is mighty apt to be ostled to death as he tries to get through the swarms of the gentler sex.

There is, of course, something doing among jobbers and, taking coffee as the usual starter, we have to report a firmer feeling in the market generally. Quite a little has been done in the speculative line and whether there is solid ground for this firmer undertone or not, the fact remains that a more confident feeling exists to-day. Reports from Brazil indicate a crop up to June 30, 1903, that will be comparatively small and dealers are looking some distance ahead. In store and afloat there are 2,594,235 bags, against 2,419,843 bags at the same time last year. There has sprung up a better demand for mild grades, owing, perhaps, to a little uneasiness in the South American situation. If the worst comes, our dealers want to be fairly well supplied with certain grades that might be rather difficult to obtain in quantities. Good Cucuta is firm at 8½¢. East Indias are steady and unchanged in any material respect.

Refined sugars have had one of the duller weeks of the whole year. This is accounted for by the slump in raws, which have had a bad time, and to the near arrival of stock taking time. New business has been almost nil and little has been done in old contracts. Prices seem to be steady and practically without change.

Tea prices, as a rule, are firmly adhered to, but buyers are taking only smallest possible lots. They can not expect to find better rates after the turn of the year, but they do not wish to be burdened with any surplus.

The better grades of rice have been well enquired for, for this time of the year, and, upon the whole, dealers are quite well satisfied with the trend of affairs. Prices are practically without change.

Pepper is strongly held and sellers seem not at all anxious to part with holding on present basis. They look for a further advance in the not distant future. Other goods are decidedly quiet and transactions are on a very small scale.

Offerings of really desirable grades of molasses have been limited and buyers are obliged to pay full values. Sales have not been large in any particular instance, but there is a fairly steady run of orders all the time and dealers profess to be quite well pleased with the situation. Quotations are without change. Syrups are in moderate demand. Stocks are light.

Canned goods have had about as dull a week as we have had for a year. Corn is so hard to find in decently large lots that dealers are loath to name prices. The tomato situation is quiet and, as time goes on and the figures of the pack for 1902 come in, it is evident that the aggregate will be far larger than was supposed at the beginning of the season and may run up well toward 80,000,000 cases. Prices sag and New Jersey threes are worth \$1.12½@1.15 at the factory. Salmon is slow and the demand is of only an average character.

Fruits and nuts have been in good request for holiday trade. Large sized prunes, especially, are well sustained, while currants, raisins, dates and figs are all moving with a good degree of freedom at well sustained rates.

Best Western creamery butter is steady at 30c. Arrivals have been rather moderate and the week closes very firm. Seconds to firsts, 25¢@29c; imitation creamery, 18¢@22c, latter for finest grades; factory, 17½¢@18½¢; renovated, 17¢@22c.

Cheese is quiet and about unchanged. Full cream State, large size, is worth 13½¢@13¾¢ and are said to be very scarce.

Eggs meet a dull market, quite in contrast to what we have been having. While stocks are not being greatly added to, there is rather more than needed and prices for fresh gathered Western have fallen off about 2c and are now quotable at 28c. At mark, the range is from 22¢@26c.

Couldn't Fool the Ant Twice.

An interesting demonstration of the intelligence of the ant was made by a student in the biological department of the University of Pennsylvania last week. The young man constructed a roadway, two feet in length, of metal, and divided this into two parallel paths, separated by a high partition. One of the paths he painted red and the other blue; and at their end, in plain view, he put a morsel of rich cake. Then he set an ant at the beginning of the roadway. The ant at once made for the cake over the red path, whereupon the student turned on a lamp under his mechanism and heated the path to an uncomfortable degree. The ant kept on, and finally secured the cake, but on its return it must have told itself that it had had a mighty uncomfortable journey. Several hours later the student brought it out again, another morsel of cake being set at the end of the roadway. The ant thought a moment, and then started for the cake over the blue path. It remembered that the red one had been hot. To prove still more conclusively that it remembered, the student next blocked up the blue path, whereupon the ant did without the cake rather than venture after it by the red one.

Only Two Guesses.

Doctor—You want exercise.
Invalid—But, doctor, I'm a postman.
Doctor—Then you need rest—join the police force.

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

\$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.

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

WHOLESALE OYSTERS

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

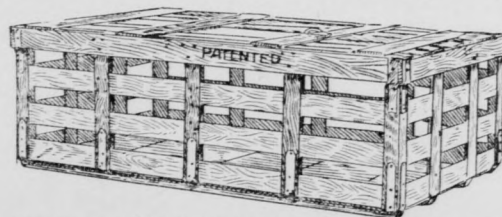
DETTENTHALER MARKET, Grand Rapids, Mich.

Butter

I always want it.

E. F. Dudley
Owosso, Mich.

POULTRY CRATES



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.

WILCOX BROTHERS,
CADILLAC, MICH.

Man's Uses During the Christmas Season.

What is man at the time that is called "Xmas" that he should vaunt himself, that he should say unto himself: "Lo, I am a good many?"

Verily he is about three-for-a-cent and no sales.

Behold, if he has a wife, she sayeth unto him: "This is Xmas," and taketh from him all the X's he hath.

That she may buy presents therewith. She attireth herself in fine raiment and goeth unto the market places where everything is sold for half the price thereof, yet no one loseth money.

She meeteth other women that have husbands, and sayeth unto them:

"Truly, John is a good husband. Behold, has he not given me all his wealth, that I may buy gifts?"

And the other women, with one voice, say:

"Surely, my husband is the same kind of a man."

And they smile one upon the other with smiles that hold more language than the dictionary.

She goeth about from merchant to merchant, saying to one, "I am just looking to-day," and to another, "Send that up."

And she buyeth gifts for her folks and her friends, and her friends' folks. Toys and doilies and pictures she purchases.

Also slippers for the minister.

And a bookmark for the minister's wife.

She getteth a statue of Apollo for her aunt and a copy of "Quo Vadis" for her uncle.

A pipe that needeth a mustard draft, she chooseth for her brother.

And a necktie that would put an alarm clock out of commission she getteth for her nephew.

For her husband she buyeth a powder box and a fur boa and a parlor lamp and a cameo brooch and a piano cover.

Likewise a motto which readeth: "It is better to give than to receive."

Whereupon he reflecteth that under the circumstances there are arguments for the one side as well as for the other.

Yet again, consider the man who hath no wife—doth he not come to the same end?

He spendeth all that he hath for a gift for the maiden that he considereth his Sunday regular.

And he sendeth also the American Beauty roses and the large box of bonbons.

And the result is that he eateth the bonbon which is called the baked bean, and smoketh the Hackman's Pride cigar for six months in his effort to make himself even financially.

But his sweetheart forgetteth him not; nay, she does not overlook him.

She sendeth him something that is tied with blue ribbons and hath a shape like 10 cents' worth of hay.

And he knoweth not if it be a tobacco holder or a glove box.

So he hangeth it upon the wall and putteth matches in it.

And when he seeth the maiden, she asketh him how he liketh the penwiper she hath worked for him with her own fair hands.

Yea, verily, man is not much.

Not with any exceeding muchness, at any rate. Peradventure he getteth next to himself and communeth with himself, saying: "Of a truth I will hang up my nose. 'Also my watch and my overcoat and my jewelry."

"For it is better to give than to receive, but it is more wearing on the

treasury department." Surely, man is a busted community after Christmas, and he is not often upon the map at other times and seasons.

Is it not so, even as it is typewritten? Yes, truly, very much so. Yes, indeed.

What He Was Reading.

George F. Baer, President of the Reading, was a successful lawyer before he became a railroad magnate, and was regarded as a practitioner who, as a rule, won his cases in the lower courts, even if he was at times reversed by the higher tribunals.

On one occasion while journeying to Pittsburg a friend found him in the cars engaged in reading a thick law book.

"What is the matter," he enquired jokingly, "can't you read enough law in the office, without lugging your books around the country?"

"I am not reading law," responded Mr. Baer. "I am reading the decisions of the Supreme Court of Pennsylvania."

Wherein They Harmonized.

"An ideal match," they say, indicating the newly married pair.

"Eminently suited to each other," they continued.

Here they pause and watch the happy pair.

"Seems like a made-to-order meeting of affinities," they conclude.

"He is a vegetarian and she is a grass widow."

Definition of a Kiss.

A kiss is a peculiar proposition. Of no use to one, yet absolute bliss to two. The small boy gets it for nothing, the young man has to steal it, and the old man has to buy it. The baby's right, the lover's privilege, the hypocrite's mask. To a young girl faith, to a married woman, hope, and to an old maid, charity.

SOME PEOPLE NEVER PROGRESS

Other people are leaders and they are usually successful, but the idea of a successful business man writing his business letters with a pen is a thing of the past, at least is coming to be a thing of the past, as fast as people discover how easy it is to use a typewriter, and what a good typewriter "THE FOX" is.

Our free trial plan enables anyone to thoroughly try the machine before buying. Let us take the matter up with you.

Fox Typewriter Co., Ltd.

350 N. Front St., Grand Rapids, Mich.

Little Giant

\$20.00

Soda Fountain

Requires no tanks or plumbing. Over 10,000 in use. Great for country merchants. Write for

Soda Water Sense Free

Tells all about it.

Grant Manufacturing Co., Inc.,
Pittsburg, Pa.

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.

WHELOCK 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

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.

Commercial Travelers

Michigan Knights of the Grip
President, JOHN A. WESTON, Lansing; Secretary, M. S. BROWN, Saginaw; 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.

Pontiac Gazette: R. R. Nelson has taken a position with the Pittsburg Plate Glass Co. and will act as its traveling representative in Southern Michigan and Northern Ohio.

Louis J. Koster has started in on his twenty-fourth year with Edson, Moore & Co., of Detroit, apparently as enthusiastic and aggressive as when he first started out on the road a quarter of a century ago.

Fred J. McWilliams, formerly with Lautz Bros. & Co., has engaged to cover Southern and Eastern Michigan and Northern Indiana for Gowan & Sons, of Buffalo. He begins work under the new auspices next week.

C. C. Davidson has returned from Manchester, England, where he has been for the past few months in the interest of the American Machinery Co. He is accompanied by Owen Livingston, who is in charge of the English branch of the same house.

Joseph P. Visner, Grand Rapids representative for Edwin J. Gillies & Co., left to-day for New York, where he will spend a week in the house and taking in the sights of Gay Gotham. Incidentally, he will sign a contract for the fifteenth consecutive year with his house.

Joseph J. Finckler, who has been connected with Spring & Company for the past twenty years—six years in the house and fourteen years on the road—has engaged to travel for Burnham, Stoepel & Co., of Detroit, covering the same territory as heretofore. He will put in next week in Detroit posting up, starting out on the warpath the second week of the new year.

St. Ignace Enterprise: Chas. Wenzel, who has been traveling representative for Cudahy Bros., has taken a position in a similar capacity with Nelson Morris & Co., the well-known Chicago packing firm. His headquarters will be at Houghton. Mr. Wenzel is an experienced man in his line on the road, as his new employers will find out on his first round in their behalf.

Grand Rapids Council, No. 131, U. C. T., has every reason to be satisfied with the artistic and financial results it has achieved in connection with the publication of its souvenir, which is now being delivered to the members and advertising patrons. The book is replete with handsome illustrations pertaining to the city and environs and the intention has been to present portraits of every member of Grand Rapids Council. The net proceeds of the publication will be devoted to the furnishing of the new club rooms recently leased by the organization in the Barnhart building.

Lansing Republican: The local post of the Michigan Knights of the Grip met at the Downey Saturday evening and completed arrangements for attending the annual convention at Battle Creek one week from to-day. A committee was appointed to secure a special train over the Grand Trunk, on which it is hoped to take the 100 mem-

bers of the Lansing lodge and the Capital City band of eighteen pieces, which has been engaged to accompany them. Lansing does not intend to quietly leave the official roster of the Association. A year ago John A. Weston was elected President. Under the constitution he is not eligible to a second term and his retirement would leave Lansing without a representative in the governing of the order. At the Saturday meeting a motion was made endorsing the candidacy of H. C. Klocksism of this city for membership on the Board of Directors. The hundred members and the brass band will work overtime in his behalf. The members expect to have the time of their lives at the convention. It was announced that the programme arranged by the Battle Creek prosperity agents includes a banquet on Monday evening at the Phelps Sanitarium and a fancy dress ball on Tuesday evening.

Endorsed by the Traveling Men of St. Johns.

St. Johns, Dec. 23—At a meeting of the traveling men of St. Johns, held Saturday evening, Dec. 20, the following resolution was unanimously adopted:

Whereas—It being apparent that a large number of traveling men throughout the State are expressing opinions favorable to the candidacy for President of the Michigan Knights of the Grip, of one of our esteemed citizens, Brother B. D. Palmer, we appreciate the honor thus conferred and we as traveling men take great pleasure in assuring the members of our order that in selecting Mr. Palmer for this high office, time will prove that no mistake has been made, and that the office will be filled by a gentleman of ripe experience and good judgment, who will lend dignity and ability to this position and certainly ring success to the coming administration; therefore

Resolved—That we, the traveling men of St. Johns, heartily endorse the candidacy of our friend and brother, B. D. Palmer, for this position, and we hope that for 1903 our esteemed friend "Ben" may be addressed as "Mr. President" by the brightest, brainiest, jolliest men on earth.

E. P. Waldron,
Ezra Smith,
C. S. Scofield,
J. H. Tilden,
Dell Chick,
H. L. Kendrick,
Willard C. Lyon,
Geo. Woodruff,
E. F. Brown,
Committee.

Supports the Nomination of Mr. Palmer.

Saginaw, Dec. 20—I notice with some degree of pleasure the three letters published in the Tradesman of Dec. 17, written from different parts of the State, supporting the candidacy for the presidency of the Michigan Knights of the Grip of our esteemed brother, B. D. Palmer, and especially so, as I come from the same town.

While a friendly contest always brings out an increased interest in our annual meetings, it is always essential to have such contests of the most friendly nature, and I am sure that the Saginaw Valley will be willing to wait until she is through holding the office of Secretary before expecting to receive another office so important as that of President. Any good thing that can be said of any candidate can also be said of Brother Palmer, who has served most efficiently on the Board of Directors and is well equipped to discharge the duties of President.

E. P. Waldron.

Bay City Strong for Randall.

Bay City, Dec. 22—Bay City Knights of the Grip are going to the State convention in Battle Creek with the determination to capture the presidency for George H. Randall, of West Bay City. Randall has long been prominent in the order and his fellow-travelers think he should be recognized by the highest office.

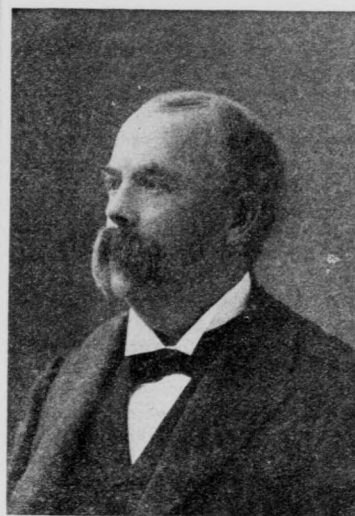
Look on This Picture and Then On That.

Members of the Michigan Knights of the Grip have an opportunity this year to vote for either one of two good men



GEO. H. RANDALL

for the office of President, and it naturally affords the Tradesman much pleasure to present its readers with counterfeited presentments of each gentleman. Both are old-time traveling men and both have been long-time members of the Michigan Knights of the Grip. Both have served on the Board of Directors with credit to themselves and with profit to the organization. Which-



B. D. PALMER

ever one is elected, the members need have no fear but what the affairs of the office will be carefully and conscientiously conducted.

Features of the Saturday Evening Entertainment.

Grand Rapids, Dec. 22—The fourth party of the winter series and the last one for the year 1902 was given by Grand Rapids Council, No. 131, U. C. T., at the council rooms, 66 Pearl street, Saturday evening. Promptly at 8:30 C. P. Reynolds, chairman of Entertainment Committee, started twelve tables playing pedro and for two hours all went happily at cards. At the conclusion the ladies' first prize was awarded to Mrs. F. J. Herbert and second to Mrs. Will Hine. The gentleman standing highest was John D. Martin, with F. J. Herbert second. Prizes were awarded them and then the floor was cleared for dancing. At the commencement of these parties it was not the intention to have any dancing at all on the evenings set apart for card playing, but as so many thoroughly enjoy dancing the

Committee devised a means of giving some dancing after the games were finished, so as soon as the floor was in readiness, Secretary Baker with his violin, accompanied by Miss Minnie Reynolds at the piano, furnished for the next hour and a half music for dancing. Talk about music! Well, all we can say is that we never danced to any better and it was very pleasing and gratifying to be able to furnish within ourselves—by our members—entertainment for our friends and guests in such a pleasant way. Secretary Baker is all right in any place he is called upon to fill, for positively he and Miss Reynolds received compliments and congratulations from all sides for their music.

Ja Dee.

Met Death While Writing to His Mother.

Chicago, Dec. 22—Leaning from the window of his room on the twelfth floor of the Great Northern Hotel to get a breath of fresh air while he was suffering from a headache to-day, Harrison S. Potter, traveling salesman for the Sun Stove Co., lost his balance, fell to the sidewalk and was killed.

Although his body was horribly mangled, Potter lived for a few seconds and made an ineffectual effort to speak. The street was filled with Christmas shoppers and Potter's body narrowly missed striking several people as it fell.

An unfinished letter to his mother, in St. Joseph, was found in Potter's room. After stating that he had arrived in Chicago and was well, with the exception of a headache, he said: "I guess I will have to lay off writing for a minute or so and get a breath of fresh air."

Railroad companies have exerted a powerful influence in promoting temperance. Employes who become addicted to drink know that if the fact is discovered their names will be instantly dropped from the pay rolls. No matter what ability a man possesses if he has not the virtue of sobriety he is not wanted in the railroad business. Just now there is an interesting situation at Collinwood, a suburb of Cleveland. The Lake Shore Railroad Company offers to make extensive additions to its shops there, provided the sale of liquor is prohibited in that community. Here is a temperance argument that citizens must regard as forceful, to say the least.

The expression, "Long and short of it," is readily understood when you long for money and are short of it.

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 HEIM, Saginaw - Dec. 31, 1902
WIRT F. DORTY, 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 HEIM, Saginaw.**
 Secretary, **JOHN D. MUIR, Grand Rapids.**
 Treasurer, **W. F. DORTY, 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.**

Error Killed Two Persons.

A woman sixty years old and her grandson, only seven months old, were the victims recently of the mistake of a young drug clerk. William J. Rogers, employed as assistant in a New York store, is said to be the one who made the error.

The story told the police is that Mrs. Vincenza Orlanda sent her granddaughter Jenny, eight years old, to Renneberg's drug store, at 103 Ninth avenue, to buy 5 cents' worth of a mixture of castor and almond oils. The girl returned with something in a glass which her mother says she smelled and thought had a peculiar odor. She sent the little girl, with her elder sister, Mary, back to the store to tell the man that he had made a mistake.

The children returned with the report that the clerk had said it "was all right." The grandmother poured some of it into a teaspoon and gave it to the baby, after which she took a tablespoonful herself. In five minutes both the child and the aged woman fell into convulsions. Dr. James Shea was called, but he found the woman dead. The child was taken to the New York Hospital, where it died in a few minutes.

The drug store proprietor said that Rogers was employed to assist the registered clerk. It is customary for him to wait upon customers, it was said, and serve out drugs which do not require any more mixing than would be involved in putting with castor oil some innocent material intended to disguise its taste. What the young man put in in this case or how he did it the proprietor did not profess to be able to explain. The registered clerk had not noticed the sale. Dr. Shea examined the glass and the contents, and thought the mixture contained cyanide of potassium.

Apparently the clerk used an excess of oil bitter almond, of which most druggists do not realize the very poisonous nature. Numerous cases are on record of dangerous illness being caused from its use. In many cases one drop is sufficient to cause alarming symptoms. Benzaldehyde is as good as the true oil of bitter almond for flavoring purposes, and, being free from hydrocyanic acid, should be used in all cases. The true oil should be kept in poison locker and dispensed only on prescription.

The Preservation of Solution of Mercuric Chloride.

H. G. Greenish and F. A. Upsher Smith have conducted an investigation with a view of determining what change, if any, takes place in solution of mercuric chloride on keeping in glass bottles according to the nature of the bottle. For the investigation bottles were

procured of different colors, viz., ordinary white, ordinary dark blue, actinic green and amber. The effects of the character of the water used, as well as the influence of magnesium bicarbonate and of organic matter, were noted, and the particulars given. These conclusions are drawn by the authors from their experiments:

(1) That solution of mercuric chloride in distilled water will keep satisfactorily in white, green or blue bottles for a reasonable length of time if not exposed to direct sunlight. (2) That even in direct sunlight it will keep, if protected by the use of amber glass; we, therefore, recommend the use of bottles made of such glass. (3) That the ordinary white glass bottles, whether of English, German or French manufacture, as sold to pharmacists do not appreciably differ in their action. (4) That the minute deposit gradually formed is partly or wholly mercurous chloride. (5) That mercuric chloride with tap water gives a copious precipitate in blue, green or white glass bottles; the precipitate will not form, however, in amber bottles or in darkness. (6) That in diffused light amber bottles preserve the solution better than blue, green or white bottles. (7) That in strong light the amber glass alone is satisfactory. (8) That strong light effects more decomposition than diffused light, especially with tap water.

The Drug Market.

Opium—Is firm in the primary market and unchanged.

Quinine—Is steady.

Morphine—Is unchanged.

Cod Liver Oil—Is very firm and has advanced again \$2 per bbl.

Glycerine—Is very firm and has been advanced a fraction by some manufacturers.

Menthol—The market is firmer and an advance is looked for.

Strychnine—The manufacturers have advanced their price 10c per oz.

Oil Wormseed—Is scarce and advancing.

Oil Cloves—Is very firm and advancing.

Oil Wintergreen—Has again advanced and is tending higher on account of scarcity.

Oil Bergamot—On account of higher prices in primary market, has been advanced.

American Saffron—Has advanced and, as stocks are scarce, higher prices are looked for.

Assafoetida—Prime gum is in small supply and has advanced.

Seneca Root—Crops were light and prices rule very high. Another advance is looked for.

Italian Anise Seed—Has advanced and is tending higher.

Paraffin in Confectionery.

There is at present on the market a confection purporting to be "butter Scotch," but consisting of glucose and paraffin of high melting point. The fraud may be detected by attempting to dissolve the mass in warm water, when the paraffin, amounting to about 20 per cent. of the whole, will slowly rise and form a layer on the surface of the water or else collect on the spoon at the level of that surface. We think this is not an entirely new form of sophistication, but it is one the danger of which, intestinal obstruction by the accumulation of paraffin in the digestive canal, ought to be pointed out.

You can buy coal for \$7 a ton at places where there isn't any.

Three Formulas For Glycerin Jellies.

A lotion or jelly of almost any desired consistency may be made by using enough Irish moss. Mucilage of quince seed may be considerably thickened by evaporating some of the water. This procedure is not very satisfactory, as however made the mucilage does not keep well and it should be only employed in preparations for immediate use. In most of the toilet or cosmetic jellies the "body" consists of gelatin starch, tragacanth, or similar substances, the amount used depending upon the stiffness or consistency of the preparation to be made. Here are formulas for glycerin jelly:

1.
 Glycerin..... 1 fluidounce.
 Cornstarch..... 1 drachm.
 Water..... 1½ drachms.
 Otto of rose, or extract of white rose..... q. s.

Mix the starch, glycerin and water, and bring to the boiling point; when cold add the perfume, and color if desired with solution of cochineal or red aniline.

2.
 Gelatin..... 1 ounce.
 Glycerin..... 16 fluidounces.
 Water..... 3 fluidounces.
 Oil rose..... 2 drops.
 Oil lavender flower..... 10 drops.

Soak the gelatin in the mixed glycerin and water for twelve hours, then heat on a water-bath until dissolved, and finally add the oils. Other odors may be employed.

3.
 Mucilage Irish moss..... (thick)..... 4 ounces.
 Glycerin..... 6 fluidounces.
 Distilled extract witch-hazel..... 4 fluidounces.
 Cologne water..... 2 fluidounces.
 Borax..... 30 grains.

Dissolve the borax in the witch-hazel extract, mix with three fluidounces of glycerin and with the cologne, and add slowly to the mucilage previously mixed with the remainder of the glycerin. After standing a few hours strain the mixture.

Action of Grape Juice on the Organism.

The grape is composed of various constituents which give it its value in the so-called grape cure: Water, grape sugar, cream of tartar, tartaric and malic acids, albuminoids, various minerals, as potassium salts, lime, magnesia, the oxides of iron and manganese, a little silicium and alumina, also certain acids—phosphoric, sulphuric and nitric. There are traces of chlorides and a small quantity of soda, and phosphates. The seeds contain tannin. Grape juice from its constituents is a veritable natural mineral water.

In taking the grape juice cure the quantity at first taken is small and is gradually increased, the length of the time of treatment being from three to six weeks. Walking and exercise in the open air assist very much in bringing about good results during the time of this cure. The general health is improved, the appetite is increased, and the digestive functions are greatly improved. The patient usually puts on

flesh. This cure is especially indicated in affections of the digestive organs, visceral congestions, ascites, jaundice, in cases of hepatic calculi, diarrhea, habitual constipation, in certain skin troubles, and in neurasthenia; pulmonary tuberculosis is benefited by this treatment, but the intestines must be in good condition. It seems contraindicated only in persons who are too fat or who have a tendency to become so, and during the period of menstruation.

Danger in Amyl Nitrate.

Dr. John J. Abel, of Johns Hopkins University, had his hand severely cut and was made ill recently by the explosion of a bottle of amyl nitrate in the physiological hall. Dr. Abel's pulse rushed up to 140, and he hurried out of the building to the lawn to inhale as much fresh air as possible and get the poison out of his lungs.

One of the tendons of his right hand was cut by the broken glass. It is thought the drug was impure, containing oxides of nitrogen, and there was no way to guard against the accident. Charles Snelling, an employee at the laboratory who was assisting Dr. Abel at the time, was also affected by the gas. The explosion caused a scare in the laboratory, but did no damage to the apparatus.

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.

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.

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

WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Bergamot, Strychnine,
Declined—

Acidum		Conium Mac.		Scilla Co.		Seidlitz Mixture		Linseed, pure raw	
Aceitum	80¢ 8	Copaiba	80¢ 80	Tolutan	2 50	Morphia, S. P. & W.	2 50	Linseed, boiled	47 50
Benzolcum, German	70¢ 75	Cubebae	1 30¢ 1 35	Prunus virg.	2 50	Morphia, S. N. Y. Q.	2 15¢ 2 40	Neatsfoot, winter str	59 85
Boracic	2 27	Erigeron	1 50¢ 1 50			Morphia, Mal.	2 15¢ 2 40	Spirits Turpentine	59 34
Carbolcum	22¢ 27	Gaultheria	1 00¢ 1 10	Tinctures		Moschus Canton	2 40	Paints	
Citricum	40¢ 42	Geranium	2 20¢ 2 30	Aconitum Napellis R	80	Myristica, No. 1	85¢ 80	Red Venetian	1 1/2 2 2 1/2
Hydrochlor.	3¢ 5	Gossypii, Sem. gal.	50¢ 60	Aconitum Napellis F	80	Nux Vomica, po. 15	2 10	Ochre, yellow Mars.	1 1/2 2 2 1/2
Nitrosum	8¢ 10	Hedera	1 80¢ 1 85	Aloe	80	Os Sepia	35¢ 37	Ochre, yellow Ber.	1 1/2 2 2 1/2
Oxalicum	12¢ 14	Juniper	1 50¢ 2 00	Aloe and Myrrh	80	Pepsin Saac, H. & P.	2 1 00	Putty, commercial	2 1/2 2 1/2 3/4
Salicylicum	50¢ 55	Lavendula	90¢ 2 00	Arnica	50	D Co.	2 1 00	Putty, strictly pure	2 1/2 2 1/2 3/4
Sulphuricum	1 1/2 2 5	Limonia	1 50¢ 1 25	Assafoetida	50	Picls Liq. N.N. 1/4 gal.	2 1 00	Vermilion, Prime	13¢ 15
Tannicum	1 10¢ 1 20	Mentha Piper.	5 50¢ 5 00	Atrope Belladonna	50	Picls Liq., quarts	2 2 00	American	70¢ 75
Tartaricum	38¢ 40	Mentha Verid.	5 00¢ 5 00	Aurant Cortex	50	Picls Liq., pints	2 1 00	Vermilion, English	14 1/2 12 1/4
Ammonia		Morhuze, gal.	2 60¢ 2 10	Benzoin	50	Piper Nigra, po. 22	2 18	Green, Paris	14 1/2 12 1/4
Aqua, 16 deg.	40¢ 6	Myrica	4 00¢ 4 50	Benzoin Co.	50	Piper Alba, po. 35	2 18	Green, Feminular	13¢ 16
Aqua, 20 deg.	60¢ 8	Olive	75¢ 3 00	Barosma	50	Pilx Burgun.	2 7	Lead, red	5 2 1/2
Carbonas	13¢ 15	Picls Liquida	10¢ 12	Cantharides	75	Plumbi Acet.	10¢ 12	Lead, white	6 2 1/2
Chloridum	12¢ 14	Picls Liquida, gal.	92¢ 35	Cardamom	75	Pulvis Ipecac et Opil	1 30¢ 1 50	Whiting, white Span	2 1/2 2 1/2
Aniline		Ricna	92¢ 38	Cardamom Co.	75	Pyrethrum, boxes H.	2 1 00	Whiting, gliders	2 1/2 2 1/2
Black	2 00¢ 2 25	Rosmarin	6 00¢ 7 00	Castor	1 00	Pyrethrum, pv.	25¢ 30	Whiting, Paris, Amer	2 1/2 2 1/2
Brown	80¢ 1 00	Rose, ounce	6 00¢ 7 00	Catechu	50	Quassia, S. P. & W.	25¢ 30	Whiting, Paris, Eng.	2 1/2 2 1/2
Red	45¢ 50	Saccul	40¢ 45	Cinchona	50	Quinia, S. German	25¢ 30	Universal Prepared	1 10¢ 1 20
Yellow	2 50¢ 3 00	Sabina	90¢ 1 00	Cinchona Co.	50	Quinia, N. Y.	25¢ 30	Varnishes	
Bacca		Santal	2 75¢ 7 00	Columba	50	Rubia Tincturum	12¢ 14	No. 1 Turp Coach	1 10¢ 1 20
Cubebae, po. 25	22¢ 24	Sassafras	55¢ 65	Cubebe	50	Saccharum Lactis pv	20¢ 22	Extra Turp	1 80¢ 1 70
Juniperus	6¢ 7	Sinapis, ess., ounce	1 50¢ 1 60	Cassia Acutifol	50	Salaol	4 50¢ 4 75	Coach Body	2 75¢ 3 00
Xanthoxylum	1 50¢ 1 60	Thyme	40¢ 50	Cassia Acutifol Co.	50	Sanguis Draconis	4 50¢ 4 75	No. 1 Turp Furn.	1 00¢ 1 10
Balsamum		Thyme, opt	1 60	Digitalis	50	Sapo M.	10¢ 12	Extra Turk Damar	1 55¢ 1 60
Copaiba	50¢ 55	Theopromas	15¢ 20	Ergot	50	Sapo G.	10¢ 12	Jap. Dryer, No. 1 Turp	70¢ 79
Peru	2 1 70	Potassium		Gentian	50	Oils			
Terabin, Canada	60¢ 65	Bl-Carb.	15¢ 18	Gentian Co.	50	Whale, winter	70 70		
Tolutan	45¢ 50	Bichromate	13¢ 15	Gulaca	50	Lard, extra	85 80		
Cortex		Bromide	33¢ 35	Gulaca ammon.	50	Lard, No. 1	80 85		
Abies, Canadian	18	Carb	12¢ 15	Hyoseyamus	50				
Cassia	12	Chlorate, po. 17@19	18¢ 18	Iodine	75				
Cinchona Flava	12	Cyanide	34¢ 38	Iodine, colorless	75				
Euonymus atropurp.	30	Iodide	2 30¢ 2 40	Kino	50				
Myrica Cerifera, po.	30	Potassa, Bitart, pure	25¢ 30	Lobelia	50				
Prunus Virgini	12	Potassa Nitras, opt.	7¢ 10	Myrrh	50				
Quillaja, gr'd	12	Potassa Nitras	6¢ 8	Nux Vomica	50				
Sassafras, po. 15	12	Prussiate	23¢ 28	Opil	50				
Ulmus, po. 20, gr'd	38	Sulphate po.	15¢ 18	Opil, camphorated	50				
Extractum		Radix		Opil, deodorized	50				
Glycyrrhiza Glabra	24¢ 30	Aconitum	20¢ 25	Quassia	50				
Glycyrrhiza, po.	28¢ 30	Althea	30¢ 33	Rhatany	50				
Hamatox, 15 lb. box	11¢ 12	Anchusa	10¢ 12	Sanguinaria	50				
Hamatox, 18	13¢ 14	Arum po.	2¢ 25	Serpentaria	50				
Hamatox, 1/4s	14¢ 15	Calamus	20¢ 40	Stromonium	50				
Hamatox, 1/4s	16¢ 17	Gentiana, po. 15	12¢ 15	Tolutan	50				
Ferru		Glycyrrhiza, pv. 15	18¢ 18	Valerian	50				
Carbonate Precip.	15	Hydrastis Canaden.	75	Veratrum Veride	50				
Citrate and Quina	2 75	Hydrastis Can.	75	Zingiber	20				
Citrate Soluble	75	Hellebore, Alba, po.	12¢ 15	Miscellaneous					
Ferrocyanidum Sol.	15	Inula, po.	18¢ 22	Aether, Spts. Nit. 7 F	30¢ 35				
Solnt. Chloride	40	Iris plox, po. 35@38	2 75¢ 2 80	Aether, Spts. Nit. 4 F	34¢ 38				
Sulphate, com'l.	2	Jalap, pr.	25¢ 30	Alumen	2 1/2 3				
Sulphate, com'l, by	80	Maranta, 1/4s	25¢ 35	Alumen, gro'd, po. 7	30¢ 4				
Sulphate, pure	7	Podophyllum, po.	22¢ 25	Annatto	40¢ 50				
Flora		Rhel	75¢ 1 00	Antimoni, po.	40¢ 50				
Arnica	15¢ 18	Rhel, cut	75¢ 1 00	Antimoni et Potass T	40¢ 50				
Anthemis	22¢ 25	Rhel, pv.	75¢ 1 00	Antipyrin	20¢ 25				
Matricaria	30¢ 35	Spigelia	35¢ 38	Antifebrin	20¢ 25				
Folia		Sanguinaria, po. 15	35¢ 38	Argent Nitras, oz.	42				
Barosma	35¢ 40	Serpentaria	50¢ 55	Arsenicum	10¢ 12				
Cassia Acutifol, Tin-	20¢ 25	Senega	1 00¢ 1 10	Balm Gilead Buds	45¢ 50				
nevelly	25¢ 30	Smlax, officinalis H.	2 40	Bismuth S. N.	1 60¢ 1 70				
Cassia Acutifol, Alx.	25¢ 30	Smlax, M.	2 40	Calcium Chlor., 1s.	2 10				
Salvia officinalis, 1/4s	12¢ 15	Sellia, po. 35	10¢ 12	Calcium Chlor., 1/4s.	2 10				
and 1/4s	12¢ 15	Symplocarpus, Foeti-	10¢ 12	Calcium Chlor., 1/4s.	2 10				
Uva Ursi	8¢ 10	dus, po.	2 25	Cantharides, Rus. po	2 10				
Gummi		Valeriana, Eng. po. 30	2 25	Capsiel Fructus, af.	15				
Acacia, 1st picked	6 65	Valeriana, German.	15¢ 20	Capsiel Fructus, po.	15				
Acacia, 2d picked	6 45	Zingiber a.	14¢ 15	Capsiel Fructus B, po	15				
Acacia, 3d picked	6 35	Zingiber j.	25¢ 27	Caryophyllus, po. 15	12¢ 14				
Acacia, sifted sorts	6 28	Semen		Carmine, No. 40	3 00				
Acacia, po.	45¢ 55	Anisum, po. 18	2 15	Cera Alba	55¢ 60				
Aloe, Barb. po. 13@20	12¢ 14	Apium (graveleons).	13¢ 15	Cera Flava	40¢ 42				
Aloe, Cape, po. 15	6 12	Bird, is	40¢ 6	Cocculus	2 40				
Aloe, Socotri, po. 40	6 12	Cardamom	10¢ 11	Cassia Fructus	2 35				
Ammoniac	55¢ 60	Coriandrum	1 25¢ 1 75	Centraria	2 10				
Assafoetida, po. 40	25¢ 40	Cannabis Sativa	50¢ 6	Cetaceum	45				
Benzoinum	50¢ 55	Cydonium	75¢ 1 00	Chloroform	50¢ 60				
Catechu, is	6 13	Chenopodium	15¢ 16	Chloroform, squibbs	1 10				
Catechu, 1/4s	6 14	Dipterix Odorata	1 00¢ 1 10	Chloral Hyd Crst.	1 35¢ 1 60				
Catechu, 1/4s	6 16	Feniculum	2 10	Chondrus	20¢ 25				
Camphora	64¢ 68	Foenugreek, po.	7¢ 9	Cinchonidine, P. & W	38¢ 48				
Euphorbium, po. 35	2 40	Lini, gr'd	4 2	Cinchonidine, Germ.	38¢ 48				
Galbanum	2 1 00	Lini, gr'd, bbl. 4	4 2	Cocaine	4 50¢ 4 75				
Gamboge	80¢ 85	Lobelia	1 50¢ 1 55	Corks, list, dis. pr. et.	4 50¢ 4 75				
Gualacum, po. 35	2 80	Pharlaris Canarian.	5 2	Creosotum	2 45				
Kino	2 75	Rapa	5 2	Creta, bbl. 75	2 2				
Mastic	2 60	Sinapis Alba	9¢ 10	Creta, prep.	2 11				
Myrrh	13¢ 14	Sinapis Nigra	11¢ 12	Creta, rubra	2 9				
Opil, po. 10@4.30	3 00¢ 3 10	Spiritus		Cudbear	2 28				
Shellac	35¢ 40	Frumentum, W. D. Co.	2 00¢ 2 50	Cupri Sulph.	64¢ 68				
Shellac, bleached	40¢ 45	Frumentum, D. F. R.	2 00¢ 2 25	Dextrine	70¢ 78				
Tragacanth	70¢ 1 00	Frumentum	1 25¢ 1 50	Ether Sulph.	75¢ 92				
Herba		Juniperis Co. O. T.	1 65¢ 2 00	Emery, all numbers	2 8				
Absinthium, oz. pkg	25	Juniperis Co.	1 75¢ 2 10	Ergota	85¢ 90				
Eupatorium, oz. pkg	20	Saccharum N. E.	1 90¢ 2 10	Flake White	12¢ 15				
Lobelia, oz. pkg	25	Spt. Vini Galli	1 75¢ 2 10	Galla	2 23				
Majorum, oz. pkg	25	Vini Oporto	1 25¢ 2 00	Gambler	2 20				
Mentha Pip. oz. pkg	23	Vini Alba	1 25¢ 2 00	Gelatn, Cooper	2 60				
Mentha Vir. oz. pkg	23	Sponges		Gelatn, French	35¢ 60				
Rue, oz. pkg	25	Florida sheeps' wool	2 50¢ 2 75	Glassware, flint, box	75 & 5				
Tanacetum V. oz. pkg	22	carriage	2 50¢ 2 75	Glue, brown	11¢ 12				
Thymus, V. oz. pkg	25	Nassau sheeps' wool	2 50¢ 2 75	Glue, white	15¢ 25				
Magnesia		carriage	2 50¢ 2 75	Glycerina	17¢ 25				
Calcined, Pat.	55¢ 60	Velvet extra sheeps'	2 50¢ 2 75	Grana Paradisi	25¢ 25				
Carbonate, Pat.	15¢ 20	wool, carriage	2 1 50	Humulus	25¢ 25				
Carbonate, K. & M.	15¢ 20	Extra yellow sheeps'	2 1 50	Hydrarg Chlor	2 1 00				
Carbonate, Jennings	15¢ 20	wool, carriage	2 1 25	Hydrarg Chlor Cor.	2 1 00				
Oleum		Grass sheeps' wool	2 1 00	Hydrarg Ox Rub'm.	2 1 20				
Absinthium	6 50¢ 7 00	carriage	2 1 00	Hydrarg Unguentum	50¢ 60				
Amygdalae, Dura	50¢ 55	Hard, for slate use	2 75	Hydrargyrum	2 85				
Amygdalae, Amare.	8 00¢ 8 25	Yellow Reef, for	2 1 40	Ichthyobolla, Am.	65¢ 70				
Anisi	1 60¢ 1 65	slate use	2 1 40	Iodine	75¢ 1 00				
Aurant Cortex	2 10¢ 2 20	Syrups		Iodine, Resubl.	3 40¢ 3 80				
Bergamit	2 70¢ 3 00	Acacia	2 50	Iodoform	3 60¢ 3 85				
Caliputi	80¢ 85	Aurant Cortex	2 50	Lupulin	2 50				
Caryophylli	75¢ 80	Zingiber	2 50	Lycopodium	65¢ 70				
Cedar	85¢ 88	Ipecac	2 50	Liquor Arsen et Hy-	2 25				
Chenopadii	2 20	Ferri Iod.	2 50	drarg Iod.	2 25				
Cinnamoni	1 00¢ 1 10	Rhel Arom.	2 50	Liquor Potass Arsenit	10¢ 12				
Citronella	35¢ 40	Smlax Officinalis	50¢ 50	Magnesia, Sulph.	20¢ 3				
		Senega	2 50	Magnesia, Sulph, bbl	2 14				
		Scilla	2 50	Mannila, S. F.	75¢ 80				

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.We are dealers in Paints, Oils and
Varnishes.We have a full line of Staple Druggists'
Sundries.We are the sole proprietors of Weath-
erly's Michigan Catarrh Remedy.We always have in stock a full line of
Whiskies, Brandies, Gins, Wines
and Rums for medical purposes
only.We give our personal attention to mail
orders and guarantee satisfaction.All orders shipped and invoiced the same
day received. Send a trial order.Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

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

London Layer Raisins
Buckwheat Flour

DECLINED

Rock Candy
Popcorn

Index to Markets

By Columns

A	Col.
Akron Stoneware	15
Alabastine	1
Ammonia	1
Axle Grease	1
Baking Powder	1
Bath Bricks	1
Bluing	1
Breakfast Food	1
Brooms	1
Brushes	1
Butter Color	1
Candles	14
Canned Goods	2
Cats p.	3
Carbon Oils	3
Cheese	3
Chester	3
Chewing Gum	3
Chicory	3
Chocolate	3
Clothes Lines	3
Cocoa	3
Cocoanut	3
Cocoa Shells	3
Coffee	3
Condensed Milk	4
Coupon Books	15
Crackers	4
Cream Tartar	5
Dried Fruits	5
Farinaceous Goods	5
Fish and Oysters	15
Fishing Tackle	6
Flavoring Extracts	6
Fly Paper	6
Fresh Meats	6
Fruits	14
Gelatine	6
Grain Bags	7
Grains and Flour	7
Herbs	7
Hides and Pelts	13
Indigo	7
Jelly	7
Lamp Burners	15
Lamp Chimneys	15
Lanterns	15
Lantern Globes	15
Licorice	7
Lye	7
Meat Extracts	7
Molasses	7
Mustard	7
Nuts	14
Oil Cans	15
Olives	7
Pickles	7
Pipes	7
Playing Cards	8
Polish	8
Potash	8
Provisions	8
Rice	8
Salad Dressing	9
Saleratus	9
Salt Soda	9
Salt	9
Salt Fish	9
Seeds	9
Shoe Blacking	9
Shuff	9
Soap	9
Soda	9
Spices	10
Starch	10
Stove Polish	10
Sugar	11
Syrups	10
Table Sauce	11
Tea	11
Tobacco	11
Twine	12
Vinegar	12
Washing Powder	13
Wickling	13
Woodenware	13
Wrapping Paper	13
Yeast Cake	13

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	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
3/4 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

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 70
No. 2 Carpet 2 25
No. 3 Carpet 2 15
No. 4 Carpet 1 75
Parlor Gem 2 40
Common Whisk 2 85
Fancy Whisk 1 10
Warehouse 3 50

BRUSHES

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

Shoe

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

Stove

No. 3, Roasted 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 1 20

2

CANDLES

Electric Light, 88	12
Electric Light, 168	12 1/2
Paraffine, 68	9 1/4
Paraffine, 128	10
Wickless	17

CANNED GOODS

Apples 85
Gallons, standards 2 00

Blackberries

Standards 35

Beans

Baked 8 1/2 @ 30
Red Kidney 75 @ 85
String 75 @ 85
Wax 75 @ 85

Blueberries

Standard 1 50

Brook Trout

2 lb. cans, Spiced 1 90

Clams

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

Clam Bouillon

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

Cherries

Red Standards 1 30 @ 1 50
White 1 50

Corn

Fair 9
Good 1 00
Fancy @ 1 40

French Peas

Sur Extra Fine 22
Extra Fine 19
Fine 15
Moyen 11

Gooseberries

Standard 90

Hominy

Standard 85

Lobster

Star, 1/2 lb 2 00
Star, 1 lb 3 00
Picnic Tails 2 40

Mackerel

Mustard, 1 lb 1 80
Mustard, 2 lb 2 80
Sous d, 1 lb 1 80
Sous d, 2 lb 2 80
Tomato, 1 lb 1 80
Tomato, 2 lb 2 80

Mushrooms

Hotels 18 @ 25
Buttons 22 @ 25

Oysters

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

Peaches

Pie 85 @ 90
Yellow 1 35 @ 1 85

Pears

Standard 1 00
Fancy 1 25

Peas

Marowfat 1 00
Early June 90 @ 1 00
Early June Sifted 1 65

Plums

Plums 85

Pineapple

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

Pumpkin

Fair 90
Good 1 00
Fancy 1 25

Raspberries

Standard 1 15

Russian Caviar

1/2 lb. cans 3 75
1 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

Sardines

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

Strawberries

Standard 1 10
Fancy 1 40

3

Succotash

Fair 85
Good 1 00
Fancy 1 20

Tomatoes

Fair 1 10
Good 1 15
Fancy 1 25
Gallons 8 53

CARBON OILS

Barrels

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

CATSUP

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

CHEESE

Acme @ 2 15
Amboy @ 2 14 1/2
Elsie @ 2 14
Emblem @ 2 14 1/2
Gem @ 2 14 1/2
Gold Medal @ 2 13
Ideal @ 2 11
Jersey @ 2 14
Riverside @ 2 14 1/2
Brick @ 2 15
Edam @ 2 30
Leiden @ 2 17
Limburger @ 2 14 1/2
Pineapple @ 50 @ 75
Sap Sago @ 19

CHEWING GUM

American Flag Spruce 55
Beeman's Pepsin 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 46
Breakfast Cocoa 46

CLEANER & POLISHER

Brunswick's Easybright
INSTANTANEOUS
CLEANS EVERYTHING

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

Samples and Circulars Free.

CLOTHES LINES

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

Jute

80 ft. 75
72 ft. 90
90 ft. 1 05
120 ft. 1 50

Cotton Victor

50 ft. 80
60 ft. 95
70 ft. 1 10

Cotton Windsor

50 ft. 1 20
60 ft. 1 40
70 ft. 1 65
80 ft. 1 85

Cotton Braided

40 ft. 75
50 ft. 85
60 ft. 95

Galvanized Wire

No. 20, each 100 ft long 1 90
No. 19, each 100 ft long 2 10

COCOA

Cleveland 41
Colonial, 1/2 35
Colonial, 1/2 33
Epps 42
Huyler 45
Van Houten, 1/2 12
Van Houten, 1/2 20
Van Houten, 1/2 40
Van Houten, 1/2 70
Webb 30
Wilbur, 1/2 41
Wilbur, 1/2 42

COCONUT

Dunham's 1/2 26
Dunham's 1/2 26 1/2
Dunham's 1/2 27
Dunham's 1/2 28
Bulk 13

COCOA SHELLS

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

COFFEE

Roasted
Telfer Coffee Co. brands

No. 9 9
No. 10 10
No. 11 12 1/2
No. 14 14

4

No. 16 16
No. 18 18
No. 20 20
No. 22 22
No. 24 24
No. 26 26
No. 28 28
Belle Isle 20
Red Cross 24
Colonial 26
Juvo 30
Koran 14

Delivered in 100 lb. lots.

Dwinnell-Wright Co.'s Brands.

White House, 1 lb. cans 10
White House, 2 lb. cans 10
Excelsior, M. & J. 1 lb. cans 10
Excelsior, M. & J. 2 lb. cans 10
Tip Top, M. & J. 1 lb. cans 10
Royal Java 10
Royal Java and Mocha 10
Java and Mocha Blend 10
Boston Combination 10
Ja-Vo Blend 10
Ja-Mo-Ka Blend 10
Distributed by Judson Grocer Co., Grand Rapids, C. El
Lott & Co., Detroit, B. Desen
berg & Co., Kalamazoo, Symons
Bros. & Co., Saginaw, Jackson
Grocer Co., Jackson, Meisel &
Goeschel, Bay City, Fleibach
Co., Toledo.

Common 8
Fair 9
Choice 10
Fancy 15

Common 8
Fair 9
Choice 10
Fancy 15

Common 8
Fair 9
Choice 10
Fancy 15

Common 8
Fair 9
Choice 10
Fancy 15

Common 8
Fair 9
Choice 10
Fancy 15

Common 8
Fair 9
Choice 10
Fancy 15

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Choice 10
Fancy 15

Common 8
Fair 9
Choice 10
Fancy 15

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 50
Pearl Barley	
Common	3 00
Chester	3 50
Empire	3 50
Peas	
Green, Wisconsin, bu.	1 80
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, 90 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	
1/2 to 1 inch	6
1 1/2 to 2 inches	7
2 to 2 1/2 inches	9
2 1/2 to 3 inches	11
3 inches	15
Cotton Lines	
No. 2, 15 feet	5
No. 3, 15 feet	7
No. 4, 15 feet	9
No. 5, 15 feet	10
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	26
Large	34
Poles	
Bamboo, 14 ft., per doz.	50
Bamboo, 18 ft., per doz.	65
Bamboo, 18 ft., per doz.	80

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

COLEMAN'S HIGH FOOT & JENKS' EXTENDED	
Vanilla	80
Lemon	80
2 oz panel. 1 20 2 oz panel.	75
3 oz taper. 2 00 4 oz taper.	1 50

JENNINGS' CONCENTRATED FLAVORING EXTRACTS	
Folding Boxes	
D. C. Lemon	1 20
D. C. Vanilla	1 20
2 oz. 1 50 4 oz. 2 00	
6 oz. 2 00 6 oz. 3 00	
Taper Bottles	
D. C. Lemon	1 25
D. C. Vanilla	1 25
3 oz. 1 25 3 oz. 2 10	
4 oz. 1 50 4 oz. 2 40	
Full Measure	
D. C. Lemon	85
D. C. Vanilla	85
1 oz. 65 1 oz. 1 00	
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	
Carcass	5 @ 7
Forequarters	5 @ 6
Hindquarters	6 @ 7 1/2
Loins	6 @ 14
Ribs	7 @ 10
Round	5 1/2 @ 8 1/2
Chucks	5 @ 5 1/2
Plates	4 @ 5
Pork	
Dressed	7 @ 7 1/2
Loins	8 @ 9 1/2
Boston Butts	8 @ 8 1/2
Shoulders	8 @ 8
Leaf Lard	11 1/2

7

Mutton	
Carcass	4 1/2 @ 5 1/2
Lamb	7 @ 8 1/2
Veal	
Carcass	4 @ 5
GELATINE	
Knox's Sparkling, pr gross	1 20
Knox's Sparkling, pr gross	14 00
Knox's Acidulated, pr gross	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 lb. 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 00
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-Weils Co.'s Brand	
Pillsbury's Best 1/2s.	4 80
Pillsbury's Best 1/4s.	4 50
Pillsbury's Best 1/8s.	4 40
Pillsbury's Best 1/2s paper.	4 40
Pillsbury's Best 1/4s paper.	4 40
Pillsbury's Best 1/8s paper.	4 40
Lemon & Wheeler Co.'s Brand	
Wingold 1/2s.	4 40
Wingold 1/4s.	4 50
Wingold 1/8s.	4 20
Judson Grocer Co.'s Brand	
Ceresota 1/2s.	4 60
Ceresota 1/4s.	4 50
Ceresota 1/8s.	4 40
Worden Grocer Co.'s Brand	
Laurel 1/2s.	4 50
Laurel 1/4s.	4 40
Laurel 1/8s.	4 30
Laurel 1/2s and 1/4s paper.	4 30
Meal	
Bolted	2 70
Granulated	2 80
Feed and Millstuffs	
St. Car Feed screened	21 00
No. 1 Corn and 1/2s.	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	60
Hay	
No. 1 Timothy car lots	9 50
No. 1 Timothy ton lots	12 00
HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Menna Leaves	25
INDIGO	
Madras, 5 lb. boxes	55
S. F., 2 1/2 and 5 lb. boxes	50
JELLY	
5 lb. pails, per doz.	1 85
15 lb. pails	40
30 lb. pails	78
LICORICE	
Pure	30
Calabria	23
Stilly	14
Root	10
LYE	
Eagle Brand	
High test powdered lye	
10c size, 4 doz cans per case	3 50
Quantity deal	
\$3.50 per case, with 1 case free with every 5 cases or 1/2 case free with 3 cases	
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	26
Good	22
Half-barrels 2c extra	
MUSTARD	
Horse Radish, 1 doz.	1 75
Horse Radish, 2 doz.	3 50
Bayle's Celery, 1 doz.	1 75

8

OLIVES	
Bulk, 1 gal. kegs	1 35
Bulk, 3 gal. kegs	1 10
Bulk, 5 gal. kegs	1 05
Manzanilla, 7 oz.	80
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 25
PIPES	
Clay, No. 216	1 70
Clay, T. D. full count	61
Clay, T. D. full count	61
PICKLES	
Medium	
Barrels, 1,200 count	8 00
Half bbls, 600 count	4 25
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
No. 98, Golf, satin finish	2 00
No. 808, Bicycle	2 00
No. 632, Tournam't Whist	2 25
POLISH	
SEARCH METAL POLISH	
BRASS, COPPER, ALUMINUM, STEEL, TIN. REMOVES ALL RUST. USE WITH SOFT CLOTH. WIPES OFF WITH DRY CLOTH. FOR CANNING.	
McCORMICK & CO. BALTIMORE, MD.	
Sold by all jobbers or write manufacturers.	
Packed 1 dozen in case	
Paste, 3 oz. box, per doz.	75
Paste, 6 oz. box, per doz.	1 25
Liquid, 4 oz. bottle, per doz	1 25
Liquid, 1/2 pt. can, per doz.	1 80
Liquid, 1 pt. can, per doz.	3 00
Liquid, 1/2 gal. can, per doz.	9 00
Liquid, 1 gal. can, per doz.	15 00
Search Bar Polish	
1 lb. sifters, per doz.	1 80
POTASH	
48 cans in case	
Babbitt's	4 00
Penna Salt Co.	3 00
PROVISIONS	
Barreled Pork	
Mess.	21 25
Back	20 00
Clear back	20 00
Short cut, clear	19 00
Pig	22 00
Family Mess Loin	21 75
Family	20 00
Clear	19 50
Dry Salt Meats	
Belles	10 1/2
S P Belles	12 1/2
Extra shorts	11
Smoked Meats	
Hams, 12 lb. average	12 1/2
Hams, 14 lb. average	12 1/2
Hams, 16 lb. average	12 1/2
Hams, 20 lb. average	12 1/2
Ham dried beef	12
Shoulders (N. Y. cut)	12
Bacon, clear	13 @ 14
California hams	10 @ 10
Bolled Hams	17 1/2 @ 17 1/2
Picnic Bolled Hams	14 @ 14
Berlin Ham pr's'd	9 1/2 @ 10
Mince Hams	9 1/2 @ 10
Lard	
Compound	7 1/2 @ 7 1/2
Pure	11 1/2 @ 11 1/2
60 lb. Tubs, advance	7 1/2 @ 7 1/2
80 lb. Tubs, advance	7 1/2 @ 7 1/2
50 lb. Tins, advance	7 1/2 @ 7 1/2
10 lb. Pails, advance	7 1/2 @ 7 1/2
5 lb. Pails, advance	7 1/2 @ 7 1/2
Vegetable	8
Sausages	
Bologna	6
Liver	6 1/2
Frankfort	2 8
Blood	8 @ 8 1/2
Tongue	5
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 75
Tripe	
Kits, 15 lbs.	1 80
1/4 bbls., 40 lbs.	1 50
1/2 bbls., 80 lbs.	3 00
Casings	
Pork	26
Beef rounds	12
Beef middles	12
Sheep	85
Uncolored Butterine	
Solid, dairy	11 1/2 @ 12 1/2
Rolls, dairy	12 @ 12 1/2
Rolls, purity	16
Solid, purity	15 1/2
Canned Meats	
Corned beef, 1 lb.	2 50
Corned beef, 1/2 lb.	17 50
Roast beef, 1 lb.	2 50
Potted ham, 1/2s.	50
Potted ham, 1/4s.	90
Deviled ham, 1/2s.	90
Deviled ham, 1/4s.	90
Potted tongue, 1/2s.	90
Potted tongue, 1/4s.	90

9

RICE	
Domestic	
Carolina head	7
Carolina No. 1	6 1/2
Carolina No. 2	6
Broken	3 1/2
Imported	
Japan, No. 1	5 1/2 @
Japan, No. 2	5 @
Java, fancy head	2 @
Java, No. 1	2 @
Table	2 @



Best grade Imported Japan, 3 pound pockets, 33 to the bale.

Cost of packing in cotton pockets only 1/2c more than bulk.	
SALAD DRESSING	
Alpha Cream, large, 2 doz.	1 85
Alpha Cream, small, 2 doz.	95
Durkee's, large, 1 doz.	4 15
Durkee's, small, 2 doz.	4 85
SALERATUS	
Packed 60 lbs. in box	
Church's Arm and Hammer	3 15
Deland's	3 00
Dwight's Cow	3 15
Emblem	2 10
L. P.	3 00
Wyandotte, 100 lbs.	3 00
SAL SODA	
Granulated, bbls.	95
Granulated, 100 lb. cases	1 05
Lump, bbls.	90
Lump, 145 lb. kegs	95
SALT	
Diamond Crystal	
Table, cases, 24 3 lb. boxes	1 40
Table, barrels, 100 3 lb. bags	3 00
Table, barrels, 50 6 lb. bags	3 00
Table, barrels, 40 7 lb. bags	2 75
Butter, barrels, 320 lb. bulk	2 75
Butter, barrels, 20 14 lb. bags	2 85
Butter, sacks, 28 lbs.	27
Butter, sacks, 56 lbs.	27
Shaker, 24 2 lb. boxes	1 50
Common Grades	
100 3 lb. sacks	2 25
60 5 lb. sacks	2 15
28 10 lb. sacks	2 05
56 lb. sacks	2 05
28 lb. sacks	2 22
Warsaw	
56 lb. dairy in drill bags	40
28 lb. dairy in drill bags	20
Ashton	
56 lb. dairy in linen sacks	60
Higgins	60
Solar Rock	60
56 lb. sacks	23
Common	
Granulated Fine	75
Medium Fine	80
SALT FISH	
Cod	
Large whole	@ 5 1/2
Small whole	@ 5
Strips or bricks	7 @ 9
Pollock	@ 8 1/2
Halibut	
Strips	12
Chunks	13
Herring	
Holland white hoops, bbl.	10 50
Holland white hoops, 1/2 bbl.	5 50
Holland white hoop, keg.	@ 75
Holland white hoop mchs.	85
Norwegian	30
Round 100 lbs.	3 80
Round 50 lbs.	2 10
Sealed	13 1/2
Bloaters	1 85

10

Trout	
No. 1 100 lbs.	5 50
No. 1 40 lbs.	2 50
No. 1 10 lbs.	70
No. 1 8 lbs.	59
Mackerel	
Mess 100 lbs.	16 50
Mess 50 lbs.	8 75
Mess 10 lbs.	1 80
Mess 8 lbs.	1 47
No. 1 100 lbs.	15 00
No. 1 50 lbs.	9 00

12	13	14	15
Lubetsky Bros. brands B. L. 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. 21 Prairie Rose. 49 Protection. 37 Sweet Burley. 42 Tiger. 38 Plug Red Cross. 32 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 Hedsick. 31 Boot Jack. 38 Honey Dip Twist. 39 Black Standard. 38 Cadillac. 38 Forge. 30 Nickel Twist. 50 Smoking Sweet Core. 34 Flat Car. 37 Great Navy. 34 Warpath. 25 Bamboo, 16 oz. 24 I X L, 5 lb. 25 I X L, 16 oz. palls. 30 Honey Dew. 35 Gold Block. 35 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. 24 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 Air Brake. 36 Cant Hook. 30 Country Club. 32 Forex 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 Elkoline, 24 1/2 lb. 3 90 Pearlina. 2 75 Soapline. 4 10 Babbitt's 1776. 3 75 Roseline. 3 50 Armour's. 3 70 Nine O'clock. 3 35 Wisdom. 3 80 Scourline. 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. 1 25 Market. 30 Splint, large. 6 00 Splint, medium. 5 00 Splint, small. 4 00 Willow Clothes, large. 8 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. 68 Mop Sticks Trojan spring. 85 Eclipse patent spring. 85 No. 1 common. 70 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 50 Ideal. 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood. 80 Rat, spring. 75 Tubs 26-inch, Standard, No. 1. 7 00 18-inch, Standard, No. 2. 5 00 18-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. 2 75 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. Butte. 75 13 in. Butte. 1 10 15 in. Butte. 1 10 17 in. Butte. 2 75 19 in. Butte. 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 Maglo, 3 doz. 1 00 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Cream, 3 doz. 1 00 Yeast Foam, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 50 FRESH FISH White fish. 10 1/2 Trout. 11 Black Bass. 11 1/2 Halibut. 14 Cliscos or Herring. 5 Bluefish. 11 1/2 Live Lobster. 20 Botted Lobster. 22 Cod. 10 Haddock. 8 No. 1 Pickerel. 8 1/4 Pike. 7 Perch. 5 Smoked White. 11 Red Snapper. 10 Col River Salmon. 13 Mackerel. 18 OYSTERS Bulk per gal. F. H. Counts. 1 60 Extra Selects. 1 60 Selects. 1 40 Baltimore Standards. 1 25 Standards. 1 20 Cans per can F. H. Counts. 35 Extra Selects. 27 Selects. 22 Perfect Standards. 22 Anchors. 20 Standards. 18 HIDES AND PELTS Hides Green No. 1. 7 Green No. 2. 8 1/4 Cured No. 1. 7 1/4 Cured No. 2. 9 1/4 Calfskins, green No. 1. 8 Calfskins, green No. 2. 10 1/4 Calfskins, cured No. 1. 9 Calfskins, cured No. 2. 9 Pelts Old Wool. 5 1/2 Lamb. 5 1/2 Shearings. 40 Tallow No. 1. 5 75 No. 2. 5 75 Wool Washed, fine. 20 Washed, medium. 23 Unwashed, fine. 15 Unwashed, medium. 16	CANDIES Stick Candy Standard. 7 1/2 Standard H. H. 7 1/2 Standard Twist. 8 Cut Leaf. 9 Jumbo, 32 lb. 7 1/2 Extra H. H. 7 1/2 Boston Cream. 10 Best. 10 Mixed Candy Grocers. 6 Competition. 7 Special. 7 1/4 Conserve. 7 1/4 Royal. 8 1/2 Ribbon. 8 Broken. 8 1/2 Cut Leaf. 9 English Rock. 9 Kindergarten. 9 Bon Ton Cream. 8 1/4 French Cream. 9 Dandy Pan. 10 Best Made Cream. 11 1/4 mixed. 13 Crystal Cream mix. 13 Fancy-In Pails Champ. Crys. Gums. 8 1/2 Pony Hearts. 15 Fairy Cream Squares. 12 Fudge Squares. 12 Peanut Squares. 9 Sugared Peanuts. 11 Salted Peanuts. 10 Starlight Kisses. 10 San Blas Goodies. 12 Lozenges, plain. 9 Lozenges, printed. 10 Champion Chocolate. 11 Eclipse Chocolates. 13 1/4 Quinine Choc. 12 Gum Drops. 5 1/4 Moss Drops. 9 Lemon Sours. 9 Imperial Opera. 9 Ital. Cream Bonbons. 12 20 lb. palls. 11 Molasses Chews, 15 lb. palls. 13 Golden Waffles. 12 Fancy-In 5 lb. Boxes Lemon Sours. 25 Peppermint Drops. 25 Chocolate Drops. 25 H. M. Choc. Drops. 25 H. M. Choc. Lt. and Dk. No. 12. 1 00 Gum Drops. 25 Licorice Drops. 25 Lozenges, plain. 25 Lozenges, printed. 25 Imperials. 25 Mottos. 25 Cream Bar. 25 Molasses Bar. 25 Best Made Creams. 25 Cream Buttons, Pop. and Wint. 25 String Rock. 25 Wintergreen Berries. 25 FRUITS Oranges Florida Russett. 2 Florida Bright. 2 Fancy Navel. 2 3 75 Extra Choice. 2 Late Valencia. 2 Seedlings. 2 Medt. Sweets. 2 Jamalcas. 2 Rodi. 2 Lemons Verdell, ex fcy 300. 2 Verdell, ex choc 300. 2 Verdell, fcy 300. 2 Call Lemons, 300. 2 Messinas 300s. 3 50 Messinas 360s. 3 50 Bananas Medium bunches. 1 50 Large bunches. 2 00 Foreign Dried Fruits Dates Californias, Fancy. 10 Cal. pkg. 10 lb. boxes. 11 00 Extra Choice, Turk. 10 lb. boxes. 10 Fancy, Turk., 12 lb. boxes. 13 1/4 Puffed, 6 lb. boxes. 10 Naturals, in bags. 10 Almonds Fards in 10 lb. boxes. 6 1/4 Fards in 50 lb. cases. 5 Hallow. 5 lb. cases, new. 5 Sairs, 50 lb. cases. 5 NUTS Almonds, Tarragona. 16 Almonds, Ivica. 16 Almonds, California, soft shelled. 15 1/2 Brazil. 11 1/4 Filberts. 12 Walnuts, Grenobles. 15 Walnuts, soft shelled. 15 Cal. No. 1, new. 15 Table Nuts, fancy. 13 1/4 Pecans, Med. 12 Pecans, Ex. Large. 12 Pecans, Jumbos. 13 Hickory Nuts per bu. Ohio, new. 2 Cocoonuts, full sacks. 23 50 Chestnuts, per bu. 2 Peanuts Fancy, H. P., Suns. 5 1/2 Fancy, H. P., Suns. 6 1/4 Choice, H. P., Jumbo. 7 1/4 Choice, H. P., Jumbo. 7 1/4 Roasted. 7 Span. Shild No. 1 n'w. 6	STONEWARE Butters 1/4 gal., per doz. 48 1 to 5 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 1/4 gal. flat or rd. bot., per doz. 48 1 gal. flat or rd. bot., each. 5 1/4 Fine Glazed Milkpans 1/4 gal. flat or rd. bot., per doz. 60 1 gal. flat or rd. bot., each. 6 Stewpans 1/4 gal. fireproof, ball, per doz. 85 1 gal. fireproof, ball, per doz. 1 10 Jugs 1/4 gal. per doz. 56 1/2 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 84 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. 4 50 3 gal. galv. iron with faucet, per doz. 3 75 5 gal. galv. iron with faucet, per doz. 5 00 5 gal. tilting cans. 7 00 5 gal. galv. iron Nacoras. 9 00 LANTERNS No. 0 Tubular, slide 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, slide lamp. 13 50 No. 3 Street lamp, each. 3 60 LANTERN GLOBES No. 0 Tub., cases 1 doz. each, box, 10c 45 No. 0 Tub., cases 2 doz. each, box, 15c 45 No. 0 Tub., bbls 5 doz. each, per bbl. 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, 1/2-inch wide, per gross or roll. 18 No. 1, 3/4-inch wide, per gross or roll. 24 No. 2, 1-inch wide, per gross or roll. 34 No. 3, 1 1/4-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

Our Catalogue is "Our Drummer"

It lists the largest line of general merchandise in the world.

It is the only representative of one of the six largest commercial establishments in the United States.

It sells more goods than any four hundred salesmen on the road—and at 1-5 the cost.

It has but one price and that is the lowest.

Its prices are guaranteed and do not change until another catalogue is issued. No discount sheets to bother you.

It tells the truth, the whole truth and nothing but the truth.

It never wastes your time or urges you to overload your stock.

It enables you to select your goods according to your own best judgment and with freedom from undue influence.

It will be sent to any merchant upon request. Ask for catalogue J.

Butler Brothers

230 to 240 Adams St.,
Chicago

We Sell at Wholesale only.

E. J. Kruce & Co.
Detroit, Mich.

We
Wish
You
a
Merry
Christmas

Famous Standard D
Crackers

BUSINESS AND POLITICS.

Why the Two Do Not Go Well Together.
Written for the Tradesman.

There seems to be something in the average political argument between men who profess to take an interest in their country's welfare to stir them to anger. Men who can discuss any other subject without showing the least excitement will get fighting mad when talking politics, and there is scarcely a country merchant who has not been entertained by debates of this kind, unless he has been fortunate enough to get along without the kind assistance of the usual crowd of loafers that exist in every community in the country.

Once in awhile we find a merchant who so far forgets his business as to engage in these forensic debates. He believes in standing up for his rights, and when the hangers on begin to dissect his political belief he gets up on his ear and gives them to understand that when they walk on his party they tread on his toes.

I know a merchant who belongs to this class. He is a good fellow, but his loyalty to his party sometimes leads to unpleasant experiences. When I first made his acquaintance he was running a store in a small town in Western Michigan. He had a good trade and was making money. He was an old soldier. He went out in '61 and served until the Johnnies gave up the fight and, as a reward for his services and the injury to his health received during his service in the field, he received a pension. For this he was grateful and nothing stirred his wrath so quickly as to hear a man running down the Government.

Now when he purchased this store a goodly number of loafers were included in the deal, or at least it seemed that way from the frequency with which they congregated after he had taken possession. Nearby the town was a river. Along this stream were a lot of fellows who made their living by catching suckers in the spring and pulling deadheads in the summer months. At other seasons of the year they "just stayed," the source of their livelihood not being apparent to the casual observer. In the evenings and on rainy days they came down to the store to sit in a little circle around the stove and talk over the doings of the day, while dense clouds of smoke arose from a dozen pipes that were famous for their strong smelling proclivities. Here was held a series of thrilling debates that served to stir the brethren of the country side to concert pitch.

Well do I remember strolling into this store one rainy day in the latter part of November. The weather man had been unusually cranky on this occasion, for it had rained all through the night previous and the country was soaked. Nobody could work, and it looked as though the whole settlement had taken a day off and congregated in the store for a holiday. The pipes were being worked to the limit and the air was blue as a whetstone. As I entered I heard somebody remark that the country needed a change. Everything was going to the dogs, according to the speaker. The rich were growing richer and the poor poorer. The masses were being ground under the iron heel of oppression and taken all in all the situation was decidedly discouraging.

At this moment a lady entered the store and asked to be shown some calico. The merchant took down several pieces and the lady began looking at them.

But I could see that the old man was not interested in making a sale half so much as he was in what the fellows around the stove were saying about the Government. However, the lady finally decided what she wanted and he measured the cloth and started to wrap it up.

"The country is paying too much money in pensions," said one of the patriarchs as he took a fresh chew and scratched the back of his head with his thumb nail.

This was the straw that broke the camel's back. It touched the old man in a tender spot. The fellow had assaulted the Government that was paying him for loss of health in helping to preserve the nation. He was mad clear through, and the way he sailed into that fellow was a caution. Never had the merchant been so excited before, and as he laid down the doctrine of patriotism to the offending party the rest of the crowd sat in humble silence, while the pipes were allowed to go out.

The lady, however, was not interested in the discussion. I could see that she wished she was somewhere else. The old man forgot about doing up the bundle and she had to remind him that she was in a hurry before he finished his argument. Then he finished wrapping it and she went on her way rejoicing that she escaped without seeing blood shed.

On several occasions after that I was called to this store and almost every time I was there the old man got into an argument with somebody who did not agree with him on this, that or the other question. I also noticed that the crowd of loafers increased as the days went by.

Then there came a time when I had to leave the town for other fields and a period of two or three years passed before I again called on the proprietor of this rural establishment. When I did call again the store was minus the air of prosperity that it used to carry. The veteran of the great rebellion was a little slower in step and his hair was whitening rapidly. The wrinkles were beginning to furrow his brow, his eyes had lost the fire of the old days, and as I shook hands with him I noticed that his grip was feeble.

"How's business?" I asked.

"Pretty slim. I can't see what is the matter. When I came here the trade was good and I made some money, but now the store just about pays expenses and I can't get it through my head what makes the difference."

I looked around and noticed that the goods on the shelves wore an appearance that denoted great age. The place was run down at the heel, if the language of the plebian may be allowed a place in this article, and there was nothing to commend it.

In conversation with some of the more thrifty of the villagers I learned that the old man had neglected his business to talk politics with customers and loafers until the most desirable customers had quit him. All the dead-beats in the country had learned that the way to work him for goods was to agree with him in all his arguments. Thus he had been swindled out of a considerable amount of merchandise.

But it is said that a man is never too old to learn. At last he came to realize the cause of his troubles and moved to a town far distant. Here he was not known. He started in business again, and by the adoption of different methods he has been successful to a considerable degree. If merchants throughout the country would stop and take an invoice of themselves as this man did I believe there would be less kicking and more successful men.

Raymond H. Merrill.

Hardware Price Current

Ammunition		Levels	
Caps		Stanley Rule and Level Co.'s.....dis	70
G. D., full count, per m.....		Adze Eye.....\$17 00..dis	65
Hicks' Waterproof, per m.....		Mattlocks	
Musket, per m.....		Metals—Zinc	
Ely's Waterproof, per m.....		300 pound casks.....	
Cartridges		Per pound.....	
No. 22 short, per m.....		Miscellaneous	
No. 22 long, per m.....		Bird Cages.....	
No. 32 short, per m.....		Pumps, Clatern.....	
No. 32 long, per m.....		Screws, New List.....	
Primers		Castors, Red and Plate.....	
No. 2 U. M. C., boxes 250, per m.....		Dampers, American.....	
No. 2 Winchester, boxes 250, per m.....		Molasses Gates	
Gun Wads		Stebbins' Pattern.....	
Black edge, Nos. 11 and 12 U. M. C.....		Enterprise, self-measuring.....	
Black edge, Nos. 9 and 10, per m.....		Pans	
Black edge, No. 7, per m.....		Fry, Acme.....	
Loaded Shells		Common, polished.....	
New Rival—For Shotguns		Patent Planished Iron	
No. 120.....		"A" Wood's patent planished, Nos. 24 to 27.....	
No. 128.....		"B" Wood's patent planished, Nos. 25 to 27.....	
No. 128.....		Broken packages ¼c per pound extra.	
No. 135.....		Planes	
No. 200.....		Ohio Tool Co.'s, fancy.....	
No. 208.....		Sciota Bench.....	
No. 236.....		Sandusky Tool Co.'s, fancy.....	
No. 265.....		Bench, first quality.....	
No. 264.....		Nails	
Discount 40 per cent.		Advance over base, on both Steel and Wire.	
Paper Shells—Not Loaded		Steel nails, base.....	
No. 10, pasteboard boxes 100, per 100.....		Wire nails, base.....	
No. 12, pasteboard boxes 100, per 100.....		20 to 80 advance.....	
Gunpowder		10 to 18 advance.....	
Kegs, 25 lbs., per keg.....		8 advance.....	
¼ kegs, 12½ lbs., per ¼ keg.....		6 advance.....	
¾ kegs, 6¼ lbs., per ¾ keg.....		4 advance.....	
Shot		3 advance.....	
In sacks containing 25 lbs.		2 advance.....	
Drop, all sizes smaller than B.....		Fine 3 advance.....	
Augurs and Bits		Casing 10 advance.....	
Snell's.....		Casing 8 advance.....	
Jennings genuine.....		Casing 6 advance.....	
Jennings' imitation.....		Finish 10 advance.....	
Axes		Finish 8 advance.....	
First Quality, S. B. Bronze.....		Finish 6 advance.....	
First Quality, D. B. Bronze.....		Barrel ¼ advance.....	
First Quality, S. B. S. Steel.....		Rivets	
First Quality, D. B. Steel.....		Iron and Tinned.....	
Barrows		Copper Rivets and Burs.....	
Railroad.....		Roofing Plates	
Garden.....		14x20 IC, Charcoal, Dean.....	
Bolts		14x20 IX, Charcoal, Dean.....	
Stove.....		20x28 IC, Charcoal, Dean.....	
Carriage, new list.....		14x20 IC, Charcoal, Allaway Grade.....	
Plow.....		14x20 IX, Charcoal, Allaway Grade.....	
Buckets		20x28 IC, Charcoal, Allaway Grade.....	
Well, plain.....		20x28 IX, Charcoal, Allaway Grade.....	
Butts, Cast		Ropes	
Cast Loose Pin, figured.....		Sisal, ¼ inch and larger.....	
Wrought Narrow.....		Manilla.....	
Chain		Sand Paper	
¼ in. 5-16 in. ¾ in. 1 in.		List acct. 19, '86.....	
Com. 7 c. 6 c. 5 c. 4½ c.		Sash Weights	
BB 8½ 7½ 6½ 6		Solid Eyes, per ton.....	
BBB 8½ 7½ 6½ 6		Sheet Iron	
Crowbars		Nos. 10 to 14.....	
Cast Steel, per lb.....		Nos. 15 to 17.....	
Chisels		Nos. 18 to 21.....	
Socket Firmer.....		Nos. 22 to 24.....	
Socket Framing.....		Nos. 25 to 28.....	
Socket Corner.....		No. 27.....	
Socket Slicks.....		All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Elbows		Shovels and Spades	
Com. 4 piece, 6 in., per doz.....		First Grade, Doz.....	
Corrugated, per doz.....		Second Grade, Doz.....	
Adjustable.....		Solder	
Expansive Bits		¼@¼.....	
Clark's small, \$18; large, \$26.....		The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Ives' 1, \$18; 2, \$24; 3, \$30.....		Squares	
Files—New List		Steel and Iron.....	
New American.....		Tin—Melyn Grade	
Nicholson's.....		10x14 IC, Charcoal.....	
Heiler's Horse Rasps.....		14x20 IC, Charcoal.....	
Galvanized Iron		20x14 IX, Charcoal.....	
Nos. 16 to 20; 22 and 24; 26 and 28; 27.....		Each additional X on this grade, \$1.25.	
List 12 13 14 15 16.....		Tin—Allaway Grade	
Discount, 70.....		10x14 IC, Charcoal.....	
Gauges		14x20 IC, Charcoal.....	
Stanley Rule and Level Co.'s.....		10x14 IX, Charcoal.....	
Glass		14x20 IX, Charcoal.....	
Single Strength, by box.....		Each additional X on this grade, \$1.50.	
Double Strength, by box.....		Boiler Size Tin Plate	
By the Light.....		14x56 IX, for No. 8 Boilers, } per pound..	
Hammers		14x56 IX, for No. 9 Boilers, }	
Maydole & Co.'s, new list.....		Traps	
Yerkes & Plumb's.....		Steel, Game.....	
Mason's Solid Cast Steel.....		Onelda Community, Newhouse's.....	
Hinges		Onelda Community, Hawley & Norton's.....	
Gate, Clark's 1, 2, 3.....		Mouse, choker per doz.....	
Hollow Ware		Mouse, delusion, per doz.....	
Pots.....		Wire	
Kettles.....		Bright Market.....	
Spiders.....		Annealed Market.....	
Horse Nails		Coppered Market.....	
Au Sable.....		Tinned Market.....	
House Furnishing Goods		Coppered Spring Steel.....	
Stamped Tinware, new list.....		Barbed Fence, Galvanized.....	
Japanned Tinware.....		Barbed Fence, Painted.....	
Iron		Wire Goods	
Bar Iron.....		Bright.....	
Light Band.....		Screw Eyes.....	
Knobs—New List		Hooks.....	
Door, mineral, jap. trimmings.....		Gate Hooks and Eyes.....	
Door, porcelain, jap. trimmings.....		Wrenches	
Lanterns		Baxter's Adjustable, Nickel.....	
Baumlar & Tubular, Doz.....		Coe's Genuine.....	
Warren, Galvanized Pump.....		Coe's Patent Agricultural, Wrought.....	

Present Position of the Shoe Salesman.

If a traveling salesman who has sold shoes for many years for the same wholesaler could take orders for as many dollars' worth each month as he did in corresponding months years ago his salary would be raised with much pleasure. And yet the salesman of to-day spends more time on railroad trains and more time interviewing customers soliciting orders and less time enjoying himself than he did in former years. No one who does not travel and stop at the hotels that are frequented by salesmen has much conception of the strenuous life they are obliged to lead in order to make a respectable showing at headquarters.

Some years ago it was not uncommon for a salesman who had good lines of samples to be able to show sales of \$100,000 at the end of a year. Now, however, the salesman who can show one-half that amount is accounted to be a good fellow. The ground must be covered more often than was necessary years ago, as two trips sufficed then whereas four trips a year are not unusual of late years. Many of the smarter recognize the fact that they are more numerous than formerly, and that considering the returns they can not demand such large salaries as they received when sales were larger, and yet many of them prefer small salaries rather than commission, trusting to a certainty instead of an uncertainty that depends much on hard and persistent hustling, with sometimes a huge piece of luck, if there is such an element as luck in a salesman's life. A good many new men are seen on the road who are very young, and one wholesaler said he preferred them, even when they had not made acquaintance with customers, if they had not, for the reason that he had followed the road in former years in his own interest, and thereby had gained much information as to the requirements that were necessary to success, and young men who were not over confident would listen to and follow advice he gave them. It is true that some old-time salesmen will continue to follow ideas of their own, formed on experience of the past when perhaps they are behind the times. Methods are subservient to conditions, and retailers do not run on the same tracks they once did. Not only is that so, but they are better acquainted with values in footwear than they were years ago when the word of the salesman only was required to convince them of any statement.

The laborer is worthy of his hire. The salesman is entitled to a fair recompense for his time and work, but it may be that a commission, based on a fair expectation, is more satisfactory to the man and to his employer than a stipulated salary can be. Besides, there is a possibility that the salesman may exert himself a little more if he is dependent on his sales for the amount of money he receives. Some of them could hardly be engaged to work on salary as the independence they enjoy while on commission might then suffer. A really competent man who has confidence in his ability and an extensive acquaintance among the trade throughout his territory might better take a fair per cent. commission on his sales than to accept a stated amount.

A man who can make a good salary nowadays selling footwear need not worry about his ability to sell any kind of goods. There is as much or more competition in that line than almost any other staple line. Go where you will,

if there is a hotel in the town you are almost certain of finding at least one shoe drummer there.

It would strike the ordinary observer that there is too small a profit in every department of the shoe business were it not that there are a few manufacturers and a few wholesalers who are proving to us that they are making a whole lot of money by carrying on their business as they do. There are a few salesmen who sell such a large amount of goods each year, apparently without regard to price or dullness of the seasons, that they are bid for at still larger salaries than they are receiving. It is the same with people in all kinds of business. There are a few who show superior ability (can we call it luck?) and it soon becomes known, after which there is constant demand for them.—Boot and Shoe Recorder.

Business Wants

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

BUSINESS CHANCES.

WANTED—WHOLESALE PRICES OF match generating gasoline lamps; also of others; send catalogues. Box 633, Plainwell, Mich. 950

AN UP-TO-DATE TRAVELING SALESMAN desires position; references. Address E. P., care Michigan Tradesman. 955

FOR SALE—A NEW VILLAGE HOTEL and bar, with good prospects of making money. Address Box C, Montrose, Mich. 943

FOR SALE—STOCK OF GENERAL MER-chandise and millinery if desired; stock now reduced to about \$3,000; splendid opportunity; will sell reasonably. Address Box 101, Montrose, Mich. 944

FOR SALE—DRUG STOCK IN ONE OF the best business towns in Western Michigan; good chance for a physician. Enquire of No. 947, care Michigan Tradesman. 947

FOR RENT—BRICK BLOCK; BRICK OVEN; best location for grocery, bakery, restaurant; old established place. Box 637, Three Rivers, Mich. 953

FOR SALE—CLEAN STOCK OF GENERAL merchandise; nearly new; about \$3,500; located in Melvin, Ill., which has large territory and rich farm surroundings; this is a fine opening for a man to start business, as the store has a good trade and the stock is one of the cleanest in the State. Address Gus. Martins, Melvin, Ill. 952

FOR SALE—WHOLESALE GROCERY IN a thriving city of 30,000 in the Northwest. Address R., care Michigan Tradesman. 956

FOR SALE—I HAVE A FEW FINE WHITE Rock cockerels at two dollars each. L. A. Olds, So. Haven, Mich. 949

FOR SALE OR TRADE—CHOICE 80 ACRES; muck soil, improved. Address 321½ Lake St., Petoskey, Mich. 948

FOR SALE—GENERAL STOCK OF MER-chandise, worth \$1,700, consisting of groceries, boots and shoes and hardware; stock in good shape. This stock was purchased by me about a month ago. Owing to the illness of my wife in the South, I desire to dispose of the stock and return to the South. R. C. Higgins, Ashley, Mich. 946

FOR SALE—DRUG STORE IN NORTHERN Michigan; town of 10,000; invoices about \$1,600; doing business of \$5,000 a year; no cut prices. Address No. 945, care Michigan Tradesman. 945

FOR SALE OR EXCHANGE—A GOOD IM-proved 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, Pesto Quinine, Jebb Remedy Co. and all others. You can double your money. Sam A. Howes, Broker, Battle Creek, Mich. 927

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

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

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

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; other wise, 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

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

FOR SALE—DRUG STOCK AND FIX-tures, invoicing 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, invoicing about \$800; only stock of drugs in the town. Address No. 909, care Michigan Tradesman. 909

60 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, 3,000 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, Sanilac Center, Mich. 917

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

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

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

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

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

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

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

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 Millner, care Michigan Tradesman. 507

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

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

WANTED—POSITION AS CLERK; SIX years' experience in the general merchandise line; feel competent to fill any place and can furnish good references; good accountant and can keep a set of books. Address L. A. E., Box 65, Newaygo, Mich. 942

WANTED—GOOD SALESMEN, ENER-getic and capable of handling sub salesmen, to sell our famous Dustless Brushes to merchants and institutions. Two thousand of the new perfected dustless brushes sold in forty days. Wonderful sellers. Good money. Write us quick. A. R. Wiens Company, 223 Cedar St., Milwaukee, Wis. 954

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

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

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

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

Actually Found

a rare opportunity for careful investors.
A proposition much better than a

A Gold Mine

For a mint of money is certain to result from the manufacture and sale of the Vegetable Frankfort, the Grain Sausage, and the various other imitation meats exclusively manufactured by recently organized Food Company of Grand Rapids.

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Products made entirely and completely from wholesome grains and edible nuts prepared without chemical aid by a secret process, so closely resembling real meat in both appearance and taste that not one in twenty can detect even slightest difference. It is indeed

Rare and Unusual

that man makes so truly great a discovery as is the process for making these choice substitutes for meat. Only enterprise of its kind in existence; hence no competition. A clear cut, original departure in Pure Foods. Nothing like our products anywhere. A more promising

Opportunity

for safe, sure and profitable investment was never presented to the shrewd American investor. Stock now selling at \$2.50 per share (par value \$10) will confidentially be worth three to four times the present value, within a year. You truly ought

To Invest

immediately for now is the time to buy, while this stock is yet for sale at so low a price. Present receipts of subscriptions strongly indicate that price of stock will advance, in next 30 days, to \$5 per share; therefore don't delay but act quickly, getting in

On Ground Floor

while there is yet chance. Company has no debts, no bonds and no salaried officers. Write for prospectus.

The M. B. MARTIN CO., Ltd.

Makers Choice Vegetable Foods

117-119 Monroe St.

GRAND RAPIDS, MICH.

See Ad. on page 15.

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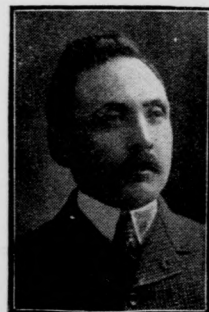
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