



Carefully Selected Variety
Well Graded in Price and
Profitable in Values



Twentieth Century Assortment

1 doz. No. 1—Child's Teacups and Saucers.....	\$.75	\$.38
1 doz. No. 2—Teacups and Saucers.....	1.20	.60
1 doz. No. 3—Coffee Cups and Saucers.....	1.50	.75
1 doz. No. 4—Coffee Cups and Saucers.....	2.00	1.00
1 doz. No. 5—Mustache Cups and Saucers.....	1.75	.88
1 doz. No. 6—Mustache Cups and Saucers.....	2.50	1.25
1 doz. No. 7—Plates, 6 inches.....	.75	.38
1 doz. No. 8—Plates, 7 1/2 inches.....	1.35	.68
1 doz. No. 9—Plates, 7 1/2 inches.....	2.00	1.00
1 doz. No. 10—Cake Plates, 10 inches.....	2.00	.50
1 doz. No. 11—Cake Plates, 9 1/2 inches.....	2.50	.63
1 doz. No. 12—Cake Plates, 9 1/2 inches.....	3.00	.75
1 doz. No. 13—Mugs.....	.90	.45
1 doz. No. 14—Mugs.....	1.50	.75
1 doz. No. 15—Mugs.....	2.00	.50
1 doz. No. 16—Cream Pitchers.....	.90	.45
1 doz. No. 17—Cream Pitchers.....	1.50	.75
1 doz. No. 18—Cream Pitchers.....	2.50	.63
1 doz. No. 19—Salad Bowls, 9 1/2 inches.....	3.00	.75
1 doz. No. 20—Salad Bowls, 9 inches.....	4.00	1.00
1 only No. 21—Lemonade Set.....		.90
1 only No. 22—Lemonade Set.....		1.25
1 doz. No. 23—Plate Sets.....	2.00	.50
1-6 doz. No. 24—Plate Sets.....	2.75	.46
1 doz. No. 25—Vases, two colors, 7 inches.....	.90	.45
1 doz. No. 26—Vases, three colors, 7 1/2 inches.....	1.25	.63
1 doz. No. 27—Vases, three colors, 8 inches.....	2.50	1.25
1 doz. No. 28—Open Sugar and Creams.....	1.50	.38
1 doz. No. 29—Open Sugar and Creams.....	2.50	.62
1-6 doz. No. 30—Sugar and Creams.....	3.50	.58
1-6 doz. No. 31—Sugar and Creams.....	6.00	1.00
1 doz. No. 32—Toothpick Holders.....	.75	.37
1 doz. No. 33—Figures, assorted, 5 inches.....	.40	.20
1 doz. No. 34—Figures, assorted, 7 inches.....	.90	.45
1 doz. No. 35—Figures, assorted, 8 inches.....	1.15	.57
1-6 doz. No. 36—Figures, assorted, 9 inches.....	2.00	.34
1 doz. No. 37—Match Holder.....	.75	.38
1 only No. 38—Teapot, Sugar and Cream.....		.80
1 doz. No. 39—Spoon Holder.....	2.00	.50
Package.....		.35
Net Price.....		\$25.00

BIG VARIETY FOR LITTLE MONEY
ORDER A PACKAGE TO-DAY



New, Bright, Up-to-date
Goods that are Bound to
Bring You Business



We sell to
dealers only

Burley & Turrell

42-44 Lake Street,
Chicago.

THE MERCHANT

Should always remember that he should give

THE DRUMMER

A reasonable amount of attention, if he does not, he is not

UP-TO-DATE

and his competitors are soon doing all of the

BUSINESS

Give our cigar drummer a liberal amount of your attention.

It will make you money.

PHELPS, BRACE & CO., Detroit.

Largest Cigar Dealers in the Middle West.

F. E. BUSHMAN, Manager.

MICA AXLE GREASE

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

ILLUMINATING AND LUBRICATING OILS

**WATER WHITE HEADLIGHT OIL IS THE
STANDARD THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.



This Will Benefit YOU

This book teaches farmers to make better butter. Every pound of butter that is better made because of its teaching, benefits the grocer who buys it or takes it in trade. The book is not an advertisement, but a practical treatise, written by a high authority on butter making. It is stoutly bound in oiled linen and is mailed free to any farmer who sends us one of the coupons which are packed in every bag of

Diamond Crystal Butter Salt

Sell the salt that's all salt and give your customers the means by which they can learn to make gilt-edge butter and furnish them with the finest and most profitable salt to put in it.

DIAMOND CRYSTAL SALT CO., St. Clair, Mich.

Ask for My 248 Page Catalogue



If you handle
or intend handling

**House Furnishing Goods
School Supplies
or Holiday Goods**

You should have my complete Fall and Winter catalogue which is the most complete and comprehensive catalogue of GENERAL MERCHANDISE ever published; quotes lowest prices on goods that interest all classes of merchants. Beginners will find everything they want for an opening order at lower prices than elsewhere. Mailed to merchants free on application. I sell to merchants only. Visiting merchants invited to call.

C. M. LININGTON, 229-231 Monroe St., cor. Franklin St., Chicago, Ill.

WE GUARANTEE

Our brand of Vinegar to be an ABSOLUTELY PURE APPLE-JUICE VINEGAR. To any person who will analyze it and find any deleterious acids or anything that is not produced from the apple, we will forfeit

ONE HUNDRED DOLLARS

We also guarantee it to be of not less than 40 grains strength. We will prosecute any person found using our packages for cider or vinegar without first removing all traces of our brands therefrom.

Robinson Cider and Vinegar Co., Benton Harbor, Mich.

J. ROBINSON, Manager.

This is the guarantee we give with every barrel of our vinegar. Do you know of any other manufacturer who has sufficient confidence in his output to stand back of his product with a similar guarantee?

ROBINSON CIDER AND VINEGAR CO.

BOUR'S COFFEES MAKE BUSINESS

Bour's Blended Coffees

Beat the world in the two greatest essentials to the retailer—QUALITY and PROFIT. Grocers who use them say that with our brands it's once bought—always used. And we can sell them to pay you a handsome profit. It will pay you to get our samples and prices—that is, if you are in the business to make money. Some exceptional bargains in Teas just now. Write or ask salesman when he calls.

THE J. M. BOUR GO., 129 Jefferson Avenue, Detroit, Mich.
113-115-117 Ontario St., Toledo, Ohio.

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, OCTOBER 18, 1899.

Number 839



Investigate our system before placing your collections.

Take a Receipt for Everything

It may save you a thousand dollars, or a lawsuit, or a customer. We make City Package Receipts to order; also keep plain ones in stock. Send for samples.

BARLOW BROS.,
GRAND RAPIDS, MICHIGAN.

OLDEST MOST RELIABLE ALWAYS ONE PRICE

Wholesale Clothing Manufacturers in the city of ROCHESTER, N. Y. are KOLB & SON. Only house making strictly all wool Kersey Overcoats, guaranteed, at \$5. Mail orders will receive prompt attention. Write our Michigan representative, Wm. Connor, Box 346, Marshall, Mich., to call on you, or meet him at Sweet's Hotel, Grand Rapids, Oct. 26 to 28 inclusive. Customers' expenses allowed. Prices, quality and fit guaranteed.

The Preferred Bankers Life Assurance Company of Detroit, Mich.

Annual Statement, Dec. 31, 1898.
Commenced Business Sept. 1, 1893.

Insurance in Force.....	\$3,299,000 00
Ledger Assets.....	45,734 79
Ledger Liabilities.....	21 68
Losses Adjusted and Unpaid.....	None
Total Death Losses Paid to Date.....	51,061 00
Total Guarantee Deposits Paid to Beneficiaries.....	1,030 00
Death Losses Paid During the Year.....	11,000 00
Death Rate for the Year.....	3 64

FRANK E. ROBSON, President.
TRUMAN B. GOODSPEED, Secretary.

THE Grand Rapids FIRE INS. CO.
Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.
L. P. WITZLEBEN, Manager.

Tradesman Coupons Save Trouble. Save Money. Save Time.

IMPORTANT FEATURES.

- Page.
- Dry Goods.
- Getting the People.
- Around the State.
- Grand Rapids Gossip.
- Woman's World.
- Women and Suicide.
- Crockery and Glassware Quotations.
- Editorial.
- Editorial.
- Clerks' Corner.
- Shoes and Leather.
- The Produce Dealer's Troubles.
- Observations by a Gotham Egg Man.
- Gotham Gossip.
- Store Lighting.
- Commercial Travelers.
- Drugs and Chemicals.
- Drug Price Current.
- Grocery Price Current.
- Grocery Price Current.
- Hardware.
- Why the Traveling Man's Ardor Froze.
- Hardware Price Current.
- The Produce Market.
- Business Wants.

This Paper has a Larger Paid Circulation than that of any other paper of its class in the United States. Its value as an Advertising Medium is therefore apparent.

SOLD TO MRS. BISSELL.

Chas. B. Judd Retires From the Bissell Carpet Sweeper Co.

It is a matter of common remark that the manufacture of furniture has never developed a millionaire; that while millions have been made in handling timber lands and converting logs into lumber and also in mining and manufacturing iron and copper, no man has ever made a million dollars in the manufacture of furniture. Yet no industrial enterprise requires larger business capacity, more careful figuring and more energetic effort than the production and sale of high grade furniture. That the financial returns are not greater is a peculiarity of the business which no one has ever been able to explain to the satisfaction of the Tradesman.

While the same rule will apply to the manufacture of products allied to the furniture business, it is nevertheless true that much more money has been made in the production of these goods, proportional to the capital invested, than in the manufacture of furniture itself. Take the Fox castor, for instance. By careful management and skillful maneuvering, the company exploiting this invention has been able to repay its stockholders dollars for cents invested, while competing companies have lost nearly as much as the Fox company has made. The same is true of the carpet sweeper business. Several hundred thousand dollars have been lost by a dozen different enterprises in the effort to stand up against the Bissell Carpet Sweeper Co., while the Bissell company has gone on complacently, creating handsome margins every year and disbursing the profits of the business with a lavish hand in the shape of generous salaries for the officers and fat dividends for the stockholders. While the history of the Bissell company does not exactly resemble the career of a bonanza mine, its success has been so marked and so unusual as to excite the admiration and commendation of the business

world. Originated by the late M. R. Bissell about twenty-five years ago, during which time he was engaged in the retail crockery business on Canal street, the business rapidly expanded until it was deemed best to merge it into a stock company, which was done about fifteen years ago. The company was originally capitalized at \$150,000, the founder of the business taking \$100,000 of the stock in exchange for his patents, patterns and good will, while the \$50,000 working capital was furnished by local business men who had confidence in Mr. Bissell's ability to exploit the business successfully. That their confidence was not misplaced is evidenced by the handsome dividends subsequently disbursed and the large margins they received on their stock as their holdings were gradually absorbed by the Bissell family and the gentlemen who were on the inside and who naturally assumed that they were entitled to the lion's share of the profits because they were responsible for the success of the undertaking. The acquisition of Chas. B. Judd and the patents owned by him was a brilliant move on the part of Mr. Bissell and the alliance subsequently formed with Walter J. Drew and Maurice Shanahan, who were peculiarly fitted to take charge of the mechanical and financial departments, disclosed the long-headedness of Mr. Bissell, whose business continued to prosper after his death because of the wisdom he had shown in the selection of his trusted lieutenants.

The business world was recently surprised to learn that Chas. B. Judd had disposed of his interest to Mrs. M. R. Bissell, the deal having been exploited by Henry Idema. It appears that Mr. Idema recently sold his stock in the corporation to Robert Shanahan. On learning of the sale and the price paid for the stock, Mr. Judd approached Mr. Idema and requested that he find a purchaser for his stock on the same terms. This Mr. Idema agreed to undertake if Mr. Judd would give him an option on the stock for a stated period, which he agreed to do. Mr. Idema thereupon took the next train for New York, ostensibly to witness the Dewey festivities, but really to negotiate a deal for the stock with Mrs. Bissell, which he succeeded in doing before he left the city. The price is not made public, but it is understood that it was not far from \$125,000, being over four times the face value of the \$28,000 stock held by Mr. Judd. Mr. Idema naturally refuses to affirm or deny any statement put to him by his friends, whom he greets with that stolid indifference and stony gaze which are characteristic of him when he is solicited to talk on a subject on which he prefers to remain silent. The brokerage fee he received for effecting the sale, however, will probably enable him to keep on good terms with his grocer and butcher for some months to come.

The Bissell company has never had a large number of stockholders and has always managed to keep its affairs closely concealed from the public. The annual report for 1898, filed with the County Clerk on January 4 of this year,

discloses the fact that there were then only eleven stockholders, as follows:

	Shares	Amount
Anna Bissell, Trustee.....	4,917	\$124,925
Anna Bissell.....	3,623	90,575
Chas. B. Judd.....	1,120	28,000
Walter J. Drew.....	800	20,000
Alpheus Bissell Estate.....	570	14,500
T. W. Williams.....	200	5,000
S. B. Jenks.....	187	4,675
Harvey Bissell.....	182	4,550
Maurice Shanahan.....	80	2,000
Henry Idema.....	73	1,825
Robert Shanahan.....	20	500
Gertrude H. Garvey.....	18	450

The sale of the Judd and Idema interests reduces the number of stockholders to nine and rumors are rife to the effect that the Drew and Jenks holdings are likely to be absorbed by Mrs. Bissell in the near future, in which case the entire capital stock will be owned by seven persons.

When it is remembered that a stock dividend of 100 per cent. was declared some years ago, increasing the capital stock from \$150,000 to \$300,000, and that the stock is now worth four or five times its face value, it will be very generally conceded that the original stockholders have no cause for complaint over the manner in which they have been treated by the powers that be.

Numerous reasons are assigned for the marvelous success of the business, ranging from the value of the original Bissell patents to the shrewdness of Edward Taggart in outlining and directing the legal career of the corporation. Comparisons are always odious and will therefore not be indulged in. The Tradesman has always insisted that the success of the company is due solely to the employment of a faculty which can be expressed by one small word—management.

Hides, Pelts, Tallow and Wool.

The asking price on light hides is too high for the ordinary tanner which are not taken except in small quantities. This suits the dealer, as he handles them in limited quantities only. The many calls keep the market cleaned up. Sales of various grades of packers have been large and at extreme prices.

Pelts are almost an unknown article. There is a demand for all that come at some price, which price is usually above any former basis of figuring.

Tallow has received a black eye on its advance. The London market broke, which stopped export, and a ½c decline here followed. There are no accumulations, although the stuff is sought by numerous enquirers.

Wools are gradually leaving the State at fair values, although but little in excess of the past few years. Dealers are tired of waiting for the higher price and are gradually letting go when they think they can pull out even. The clip was bought more judiciously this year than in 1898; yet the cost was too high for a fair profit. This is accounted for largely by the change of flocks from fine to coarse wool. The coarse wool has not advanced in price, as has been the case with fine. The grower sees more profit in growing mutton and wool than wool alone. Wm. T. Hess.

Beware of the man who smiles when he is glad; he is probably a humorist.

Dry Goods

The Dry Goods Market.

Staple Cottons—Bleached cottons are selling easily at the prices recently named, and advances do not seem to have any detrimental effect. On the contrary, it seems as if they had spurred the buyers to do business. A number of the important lines on which we have noted advances are again placed at value only. Denims show a very strong front, and jobbers and the cutting up trade find it difficult to place orders for any quantity. Some lines of ducks have been advanced and all are strongly situated. Plaids, chevots and other coarse cottons are firm, but prices are not openly advanced.

Prints and Gingham—Several lines of staple prints have been ordered in good sized quantities recently, particularly blacks, whites and grays. Turkey reds and indigo blues have also found a fairly good business. Fancy calicoes are another line that shows improvement, and although prices are still slightly irregular, the transactions have been larger, and the situation is generally improved. Percales are strongly situated, and prices firm for spring, while there is a very fair demand continuing for fall lines. Printed flannels are generally quite well sold, and very firm. Gingham is strong, and very few lines are available for immediate or near-by delivery.

Woolen Goods—It was but a few short weeks ago that the men's wear market was the cynosure of all eyes, but now that the men's wear trade has settled down in a tranquil manner, the principal events of interest are to be met with in connection with the developments of the dress goods demand. It is seldom that a more interesting condition of affairs is met with in the dress goods market than prevails at the present time. The market is bubbling over with life and life always denotes interest. The dress goods manufacturers are busy individuals on fall lines, and at the same time there is the spring trade to be considered. In trying to do justice to all concerned, they have their energies well occupied. The spring season can not be delayed forever and they are therefore working their plants to their utmost capacity in order to weave off the fall orders as quickly as possible; even with their mills running extra hours, and supposing that they refused to accept another fall order, a good many of the dress goods manufacturers have work enough on hand at the present time to keep them fully engaged for some weeks.

Hosiery—The fancy hosiery business is eminently satisfactory and shows an increase rather than anything else. We refer particularly to men's half hose, which are selling well in every line, that is, those styles of good pattern and coloring. There is an excellent business coming to hand for imported hosiery for next spring; in fact, several agents state that their business up to date has been larger than in any previous season for the same period. Manufacturers of seamless hosiery are full of business, and with exception of low prices of grades, are in a very satisfactory condition. The medium and low grades are probably in the poorest condition, as far as profits are concerned, but the higher grades are reported as in a slightly better condition. All American full-fashioned goods are in excellent condition. Mills manufacturing

this line of goods are adding to their plants. There is some little talk in the market about the prospects for golf hosiery for next spring. Naturally, there is no business in sight at present. The stocks abroad are quite small, but on the other hand, it is reported that there are a few rather large stocks in this country, but they are not considered large enough to affect business adversely in any way.

Underwear—There is a continuation of the heavy underwear business for all lines except flat goods. Fleece lined goods seem to be so short of supply that buyers can not find them under any circumstances. Prices have advanced on all lines. The condition of the wool market has had the effect of hardening prices of heavy weights to a considerable degree. Spring business has been very nearly completed. The jobbers have been busy, but make complaints that they can not get deliveries from the mills at anywhere near the proper time.

Carpets—The prospect for an increased demand for Brussels, velvet, tapestry and standard extra super ingrain carpets has not been so favorable for several years. The manufacturers are only waiting to see what the opening prices for next season will be before they place large orders for yarn. With the mills employed to fill this immediate demand, which will come, the natural result will be that some will have trouble in obtaining supplies, as their stock carried over last year has all gone into consumption and the yarn wanted will have to be made up. Under such conditions, the manufacturer who enters the lists next season expecting to obtain yarn at anything like the price of last season, will get left. He must ask a live-and-let-live price for his goods and insure himself against the advance on material and other increased cost of production. With the constantly increasing demand for all lines of goods, the manufacturer is in a position to obtain a proportionate advance to what he will be obliged to pay for material of all kinds, which is rapidly advancing.



Our stock is complete in every detail.

Corl, Knott & Co.

Importers & Jobbers of Millinery

20-22 N. Division St.
Grand Rapids, Mich.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

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

Neckwear for Fall

Our Full Band Teck Tie at \$2.25 a dozen is a winner; it can not be beat in style and quality. We have a better one at \$4.50 a dozen. Also a full assortment of Bow Ties, String Ties, Windsor Ties and Puff Ties. Come in and inspect our choice line and be convinced.

P. Steketee & Sons

Wholesalers of
Dry Goods.

Grand Rapids,
Michigan

A New Corset



To retail at 50 cents. It is so made as to prevent breaking of the steels over the hips. Without a doubt the only corset on the market having this feature at so low a price. In drabs only. Price, \$4.50 per dozen.

VOIGT, HERPOLSHEIMER & CO.,

Wholesale Dry Goods, Grand Rapids, Mich.

The measure of your success is not what you sell but what you save.

Everything is saved when you use

The Egry Autographic Register Systems

Charge Sales—Produce Exchange and Credits must all be entered on your books. Our cash system (No. 40 special) keeps perfect tab on cash transactions, in addition to this. Order what you want or ask full information of L. A. ELY, Sales Agent, Alma, Mich.

Hanselman's Fine Chocolates

Name stamped on each piece of the genuine. No up-to-date dealer can afford to be without them.

Hanselman Candy Co.

Kalamazoo, Mich.

If You Would Be a Leader



handle only goods of VALUE. If you are satisfied to remain at the tail end, buy cheap unreliable goods.

Good Yeast Is Indispensable.

FLEISCHMANN & CO.

UNDER THEIR YELLOW LABEL OFFER THE BEST!

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

Getting the People

Additional Examples of Good Advertising.

Gavin W. Telfer, of Big Rapids, writes me as follows:

Enclosed find some sample advertisements. We have two dailies here and use double quarter space in each the year around, changing reading matter as often as once a week. Will send you advertisements from time to time, and would be pleased to have your criticism on same.

Mr. Telfer encloses four advertisements, of which two are reproduced

Economy and Comfort

Are combined with great advantage to the buyer of our \$2.00 shoe—for men and women.

It is well made of substantial material, and is elegant in fit and finish. You save money when you buy it, but not only that—you help your strength your patience, your feet, and, of course, your comfort. Wear it and prove these claims

herewith. My main objection to them is that they are not definite enough; they do not tell the reader what he wants to know about the shoes or clothes. In the shoe advertisement, for instance, after the heading "Economy and Comfort" and the introductory paragraph, Mr. Telfer should have gone on to describe the men's and women's two dollar shoes. He should have told what kind of leather they were made of, how the soles were attached—whether by welt or the McKay process—the shapes carried in stock, and any other details that would be likely to interest a possible buyer. In the clothing advertisement

Business Suits

Men of business use judgment in buying clothes. They find our "ready-to-wear" garments attractive because of style and fit. They are made to meet the needs of active life.

They wear well and look well and save money at the same time.

the same course should be followed. Descriptions and prices are the backbone of an advertisement—without them it is limp, flabby and lacks impressiveness and selling-force. Mr. Telfer wastes a good deal of space in his signature, and without any corresponding advantage in legibility; in fact, his signature is harder to read than if it were set up in type that would take up only half the space. I am a firm believer in the advantage of a good strong signature at the foot of a local advertiser's advertisements, and a distinctive signature helps to make an advertisement stand out from its neighbors, but the signature should be easy to read, above all things, or it is a failure.

Merritt B. Holley, who takes care of the advertising of the Hannah & Lay Mercantile Co., of Traverse City, sends me a big batch of advertisements for criticism. They all show decided originality and are good business literature. I reproduce one of the best herewith. It is written in a breezy, conversational

style that carries you along without making the reading an effort. It is interesting, and yet it is full of business from start to finish.

Every Day In the Week

We Can Make Your Work Easier,
Save You Money and Make Your Home
Life Happier.

MONDAY—Washing Day.

Some articles you buy when you must. Some you buy when you can—you'll buy all these. It'll be a pleasure to wash. Wooden tubs for 46c and galvanized iron for 50c, 60c and 70c. Save your back and your feelings and get a washing machine, from \$3.00 to \$5.00. Want a new clothes line? Rope one costs 12c, a wire one is 35c. Your wash boiler leaks? Get a new one for \$1.20. Your wringer don't work good? Eight different styles sold, from \$2.00 to \$6.00. Wash board getting old? New one costs only 20c. And soap? Twenty-five different kinds, from two cakes for a nickel up.

TUESDAY—Ironing Day.

Ironing is hot, hard work. It's made a pleasure by using our patent ironing board, sells at a dollar, larger size for one fifty. Want some new irons? See your face in the shirts you iron. Broke the handle of your iron? New one sells for 15c. Twice the amount of work done in half the time if you had an Automatic Blue Flame oil stove. Only \$7.50. Good for every day of the year.

WEDNESDAY—Cleaning Day.

Don't darken your windows with dirt on the panes—no, we won't say that—just "dust." Dust will gather in spite of everything. Try Sapolio at 5c the package. Floors need cleaning? Jaxon powder at a nickel, or Kirkaline or Gold Dust at 19c the package with a new scrubbing brush for 6c will make a new floor. We sell clean goods from a clean stock.

THURSDAY—Calling Day.

This day you call on your friends. Before doing so, see if you have enough calling cards. Sell you some for 5c. The proper thing sells for a quarter, or better yet, have some engraved. Leave your order at once. You discuss the bargains of the day, read our ads over to your friends, telling what you bought the day before, talk over fall styles and the materials for your new dress, and buy one of our new golf capes.

FRIDAY—Sweeping Day.

And your carpets need attention. Sprinkle wet tea leaves and use one of our good quarter brooms—not the go to pieces kind, but a good one. These are good enough for some, but we'd advise a Bissell or a Goshen carpet sweeper. Sell from \$2 to \$3.50. They're labor-savers, back-resters, bad-word-preventers, and make sweeping a pleasure.

SATURDAY—Baking Day.

See how we help you on this important day. First, order a sack of H. L. & Co.'s "Best" flour. (Best good-bread producer known.) 100 lb. sack costs you a dollar. Got the nicest, biggest mixing bowls—sell at 12c, 15c, 20c, 25c, (white or yellow.) All sizes of Carmelite ware for baking—start at 5c. Dish pans, baking tins, cookie cutters, flour sifters, dipders, strainers, muffin rings, rolling pins. Want a new bread box? Nicest thing made—sells from 95c to \$2. Same with cake closets. Ever look over our steel ranges? Your wife, mother or daughter spends half their time in the kitchen. Why not have something that will make their work easier. Stop and see them. Sell from \$30 to \$50. If you think that lots of money, just you change places with them for a day—you'd buy one the next day and not regret it.

SUNDAY—Rest Day.

The day you read and talk over the new books with your family and friends. Just now the Sheldon books are in great demand. Ever read "For Christ and the Church?" (The latest and one Mr. Sheldon read at the great Endeavor convention at Detroit.) We've sold lots of them at 15c. Have his other works as well. Have a host of little dainty gift books—sell at 25c, 35c, 50c and all the popular, up-to-date books soon as published. Will be pleased to look them over with you.

Hannah & Lay Mercantile Co.

Somehow or other, Traverse City seems to produce more good advertising than any other city of its size in Michigan. Here is a book advertisement that only needs a few prices to make it perfect. There is no reason why books should not be advertised just as other merchandise—by means of a description—but the average book dealer, if he advertises at all, contents himself either with the bald announcement that "the latest books are always kept in stock," or with an equally uninteresting list of titles. This advertisement is good because it describes the books in such an interesting way as to make the reader want to buy them, and that is the first object of all advertising. The two mental questions asked by every reader of advertising are, "What is it like?" and "How much does it cost?" This

Among the Late Books

"Richard Carvel," by Winston Churchill.

Has had the largest sale of any book during September in Boston, New York City, Chicago, Albany, Buffalo, Los Angeles, Cleveland and other cities. The story is in the stirring times from 1733 to 1800 and gives us an insight into the characters of the men who made history at that period. The sentiments of the partisans are portrayed as graphically as we find those of North and South in "Red Rock." The story is thrilling and intensely interesting from cover to cover.

"The Market Place," by Harold Frederic.

A romance of the city, a study of character in the whirlpool of stock jugglery and corporation jobbery—appreciated by men—interesting to all.

"When the Sleeper Wakes," by H. G. Wells.

"A masterpiece of imaginative genius." A socialist of to-day awakes in another century. The sequel to this decade of trusts and combines is suggested—the dollar is put before the man.

"Kit Kennedy," by S. R. Crockett—one of the Author's Best.

We have the Perry Pictures for 1 Cent each, also the mounts in 8 colors at same price.

City Book Store

advertisement answers the first question, but ignores the second. In that lies its only weakness.

And now, as a grand surprise, here is a really meritorious cigar advertisement. You are all familiar with the wording of the usual cigar advertisement. It looks something like this:

FLOR DE CABBAGO

Long Havana Filler

Best 5 Cent Cigar on Earth

And the man that writes it, the man that prints it, and the man that reads it all know that it is an untruth. They know if all the Havana tobacco came from Cuba that Cuba would have to be about the size of Texas. They know that if all the brands "best five-cent cigars" were placed in line, they would reach several times around the earth. And still the advertisers keep on wasting money in telling people things that no one believes.

Now this advertisement is modest in its statements. It tells the reader things

Where It's Made

Where a cigar is made is a matter of considerable weight to particular smokers, and it is to them we speak.

Our work rooms are clean, light and pleasant.

Our stock is clean, finely cured and fragrant

Our workmen are neat, skillful and efficient, using the best of material. These things make our cigars the favorite brands with so many men.

Gate Post, straight 10c

Diamond 1, 3 for 25c

Traverse Belle, 5c

Sold by all dealers.

A. W. Jahraus,

Front Street. Tonnelier Bldg.

that he can believe "with one hand tied behind him," as the little boy said. It gives prices. I can see no room in it for improvement. W. S. Hamburger.

Had a Record for Quickness.

Mr. Wholesale—Your former employer tells me you were the quickest book-keeper in the place.

Applicant (dubiously)—He does?

Mr. Wholesale—Yes. He says you could chuck the books in the safe, lock up, and get ready to go home in just one minute and ten seconds!

A certain publication is named, "What to Eat." It should be supplemented by another entitled, "How to Get it."

Did Man Once Possess a Third Eye?

Deep researches as to the structure of the human body have recently furnished some startling facts regarding changes which man is at present undergoing physically.

It is believed that man was formerly endowed with more teeth than he possesses now. Abundant evidence exists that, ages and ages ago, human teeth were used as weapons of defense. Unintentionally, traces of such use are often revealed by a sneer. The teeth are sometimes bared, doglike, ready, as it were, for action.

The practice of eating our food cooked and the disuse of teeth as weapons are said to be responsible for the degeneration that is going on. The wisdom teeth, in fact, are disappearing. Human jaws found in reputed Palaeolithic deposits have wisdom teeth with crowns as large as, if not larger than, the remaining molars.

In ancient times a short-sighted soldier or hunter was almost an impossibility; to-day a whole nation is afflicted with defective vision. It is almost certain that man once possessed a third eye, by means of which he was enabled to see above his head. The human eyes formerly regarded the world from the two sides of the head. They are even now gradually shifting to a more forward position.

In the dim past the ear flap was of great service in ascertaining the direction of sounds, and operated largely in the play of the features. But the muscles of the ear have fallen into disuse, for the fear of surprise by enemies no longer exists.

Again, our sense of smell is markedly inferior to that of savages. That it is still decreasing is evidenced by observations of the olfactory organ. But the nose still indicates a tendency to become more prominent.

A polite man is one who listens with interest to things he knows all about, when they are told him by a person who knows nothing about them.

In a Modern Mill

Everything is as clean as
in a modern kitchen.

Lily White

"The flour the best cooks
use" is made in a modern
mill. All grocers ought
to sell it.

Valley City Milling Co.,

Grand Rapids, Mich.

Around the State

Movements of Merchants.

Ovid—N. E. Preston has purchased the grocery stock of Anthony S. Jorae.

Saginaw—A. O. Draper succeeds J. D. Draper in the grocery business.

South Haven—W. J. Henwood has sold his drug stock to Strong & Elkenburg.

Richville—Jacob C. Schluckebier succeeds Schluckebier & Co. in general trade.

Saginaw—Heller & Heller continue the grocery and meat business of Heller & Son.

Morley—James Peavey has purchased the grain and produce business of J. Frank White.

Boyer City—John Lewis is erecting a new store building which he will occupy as a meat market.

Vassar—J. L. Selling & Co., clothiers, are closing up their business and will dissolve partnership.

Barryton—Ernst Kunzmann has engaged in the meat business at the former location of Winchell & Webber.

Plainwell—Frank P. Heath has purchased the interest of J. R. Bishop in the dry goods firm of Bishop & Wagner.

Negaunee—C. A. Quinn & Co., dealers in clothing and furnishing goods, have dissolved, Catherine A. Quinn succeeding.

Benton Harbor—Maria (Mrs. W. L.) Hogue has removed her stock of dry goods, clothing and boots and shoes to Hinchman.

Detroit—The Michigan Wall Paper Co., Limited, succeeds H. B. White & Co. in the decorating, paint and wall paper business.

Carleton—After a vacation of a few months, D. F. Strong is again behind the counter of Edwards & Adams' dry goods department.

Boyer City—The report that Kemp Bros. would engage in general trade here is authoritatively denied by both members of the firm.

Groningen—Peter Maas has sold his general stock to John Van der Ploeg, of Grand Rapids. Mr. Maas will conduct the business until Jan. 1.

Sherwood—C. G. Powers, formerly of Quincy, now occupies the corner store in the Lock block with a stock of clothing and men's furnishing goods.

Port Huron—John Keyes has purchased a half interest in the meat market of James Havey. The new firm will be known as Havey & Keyes.

Sears—Countryman & Morehouse, of Eight Point Lake, have put in a stock of groceries and, later on, will add a line of shoes, rubbers and hardware.

Benton Harbor—Fred Pitcher, a former jeweler of this place, has returned after three years' absence and will resume his old trade at 128 Pipestone street.

Traverse City—Harry L. Hunt has been engaged by the Atlantic & Pacific Tea Co. to open a branch store at this place. It will be located at 412 South Union street.

Scottville—H. Baltzer, of Amber, has purchased the vacant lot north of the State Savings Bank and will erect a building thereon, which he will use for a meat market.

Detroit—The McDonnell Bros. Co. has filed articles of association to carry on a general wholesale fruit and produce commission business. The capital stock is \$5,000, all paid in, and the incorporators are Henry P., John J., Frank J., Elizabeth and Margaret E. McDonnell.

Belding—J. W. Fleming, who has been engaged in the commission business here for over a year, has sold a half interest to Al. Randell. The new firm will be known as Fleming & Randell.

St. James—James McCann has material on the ground for a new store building which he expects to complete before snow flies. He will then remove his general stock from the lighthouse to the village.

Rapid City—Mrs. Thomas G. Anderson is negotiating a sale of her husband's general stock and will take up her residence in Canada pending the expiration of her husband's sentence for robbing the local postoffice.

Lansing—W. S. Holmes & Son, for thirty years in the music business here, have disposed of their retail department to George Armstrong and R. A. Gille, who will continue it. Holmes & Son will continue the wholesale business.

Elk Rapids—M. A. Wells & Co., of Big Rapids, will shortly open a branch clothing and men's furnishing goods store at this place. The business will be under the management of John E. Blakely and his brother, of Big Rapids.

St. Joseph—Samuel Zekind and Frank Napier have purchased the dry goods and clothing stock of the estate of the late H. M. Zekind and will continue the business under the style of Zekind & Napier. Mr. Zekind has had the management of the business since the death of his father.

Coldwater—Starr W. Blodgett, who has been connected with the Blodgett furniture store since boyhood, has retired therefrom to embark in other business. E. B. Lyman, who has been interested in the business for the past two or three years, is now in sole charge and is closing out the stock.

Marquette—Louis and Benjamin Harris, doing business as L. & B. Harris, at Crystal Falls, have entered a petition in the United States Court here to be discharged from bankruptcy. Their liabilities are \$2,700 and their assets nothing. Peter Warsbauskys and Solomon Harris, also of the same place, have filed a similar petition. Their liabilities are \$1,443, with no assets.

Manufacturing Matters.

Bay City—F. T. Woodworth & Co. succeed Smalleys & Woodworth in the sawmill and lumber business.

Detroit—The Diamond Stamped Ware Co. has filed notice of an increase of capital stock from 50,000 to \$100,000.

Middleville—T. D. French & Son are soon to erect two \$10,000 elevators between their present mill and the railroad and will increase the capacity of their roller mill.

Ozark—A new firm, to be known as the Bennett-Chambers Co., has been formed to operate in cedar at this point. The members are C. Y. and R. Bennett and Chas. Chambers.

Holland—Cornelius De Keyzer has purchased a half interest in the City Flouring Mills. The other half interest is owned by Elias Becker. The mill has a capacity of 75 barrels daily.

Detroit—The Berlin Skirt Manufacturing Co. has filed articles of incorporation to manufacture and sell ladies' garments. The capital stock is \$5,000, 10 per cent. of which is paid in. The incorporators are Isabella and Simon Lewis and Louis Valentine.

Owosso—The Common Council has granted a \$7,000 bonus to the Owosso Carriage Co. to assist it in building a large addition to its plant. Work will begin at once and the company will have a factory of 100,000 square feet of

floor space. The factory will be built in the shape of an oblong, with an open court, where the power plant will be located.

Menominee—Fred K. Baker and Stephen C. Packer have sold their interests in the Northern Shingle Company, whose mill is at Perronville, on the Metropolitan branch of the Chicago & Northwestern line, to a new company known as the Perron Shingle Co., at the head of which is M. Perron, founder of the place. In the neighborhood of \$30,000 is involved in the transfer.

The Boys Behind the Counter.

Corunna—Morris Quayle, clerk for three years in J. C. Quayle's grocery store, has resigned his position to engage in the grocery business on his own account.

Ithaca—Roy Smith, who has for some time been clerking for the Ithaca Bazaar Co., is now in the employ of Wolf Netzorg.

Quincy—L. O. Burch has taken a position in Powers' clothing store.

Grand Haven—Joseph Van Loo is now clerking at J. M. Cook's store.

Cedar Springs—M. S. Doty, from Friedman's store, Grand Rapids, has taken charge of L. E. Haring's dress goods and cloak department.

Adrian—Harry Mills, who has been with Beck & Egan for some time past, has gone to Detroit, having accepted a position in the house furnishing store of R. S. Sullivan, on Michigan avenue.

Homer—George Breakey, who has been working in Bangham's drug store for some months past, has taken a position as clerk in Harmon & Allen's dry goods store.

Battle Creek—Clarence Fish, who for some time has been connected with Butcher & Kneeland as salesman, has resigned his position to become a member of the firm of S. W. McGee & Son. Ludington—Andrew Christensen is now employed in Burke's drug store at Empire.

Port Huron—Lew Woods, drug clerk at Hueber's pharmacy, is circulating a petition which is meeting with considerable favor among the druggists of the city. The paper has for its object the closing of all drug stores at 9 p. m. every evening and Sunday afternoons until 6 p. m.

Charlotte—Herbert Collins has resigned his position at Collins' drug store. C. J. Ayers, of Kalamazoo, has been engaged to fill the vacancy.

Adrian—Lloyd Bartholomew, of Holloway, has been added to the clerical force of Hambleton & Co.'s dry goods store.

Battle Creek—Melbourne E. Truitt, for eight years in the employ of Harbeck & Livingston in their shoe store, has taken a position in the hat store of Butcher & Kneeland.

Mancelona—George Wilson has resigned his position in C. E. Blakeley's drug store and gone to Ada, Ohio, where he will enter a school in pharmacy. Ernest Dawson will take his place in the drug store.

Lansing—George Webster has severed his connection with the Jewett & Knapp dry goods house and accepted a position with O. M. Smith, at Jackson. Before he departed he left a memento of his talent by trimming the autumn window for Jewett & Knapp.

Nashville—Harry White has transferred his allegiance from P. H. Brumm to E. B. Townsend & Co.

Manistee—Wm. D. Hawley, drug clerk for A. J. Piotrowski, was recently married to a Chicago lady.

Santa Claus Head- quarters for Western Michigan

TO THE TRADE:

After months of preparation we are pleased to announce that our line of **holiday goods** is ready for your inspection. Our **daylight sample room**—3,000 square feet—is completely filled with novelties of every description gathered from all parts of the globe—surpassing all former seasons in **variety, quality and price**. With the experience gained by many years of **Christmas catering**, we have used our best efforts to produce a line of goods especially adapted to the **drug, stationery and bazaar trades**. Our assortment comprises everything desirable in **Holiday Articles**, and we hope to have a personal call from our friends soon—this being the only satisfactory way to purchase such goods. Place your orders early, and get in line to secure your share of the general prosperity, as there is every indication that there will not be goods enough to go around this season. Correspondence invited.

Fred Brundage

Wholesale Druggist,
32-34 Western Ave.,
Muskegon.

Grand Rapids Gossip

The Grocery Market.

Sugar—The raw sugar market is unchanged, with very few offerings and consequently few sales. Quotations are on the basis of 4 5-16c for 96 deg. test centrifugals. In the refined sugar market the conditions remain unchanged in most respects. The only feature of interest is the scarcity of soft sugars, on which grades nearly all refiners are over-sold, and they are unable to obtain the raw material from which to make them of sufficient quantity to meet requirements. Hard grades are in abundant supply and there is no reason to expect any change in quotations. The growth of the beet sugar industry is very rapid. Last fall there were but nineteen factories in the United States and now they number forty. It is probably only a question of time until we make our own sugar, thereby saving \$100,000,000 annually paid to foreign countries for sugar. The total stock of sugar in the United States is 175,884 tons, against 192,634 tons at the same time last year.

Canned Goods—The canned goods market shows considerable improvement compared with last week, and tomatoes have advanced $2\frac{1}{2}$ @5c per dozen. Other varieties continue stiff at previous range but no quotable change in price has occurred. There is no longer any doubt about the probable shortage of a number of important varieties, and holders are confident that prices will advance as stocks pass into consumption. If the canning crops had turned out as well as anticipated, and had full deliveries been possible on contracts placed early in the season, it would have been the greatest year in all departments even known in the canned goods industry. It is possible that with short deliveries, there will be just as much money made, because, with a pack up to anticipations, prices would have ruled very low. The pack of tomatoes is over. While the total quantity is not as large as was estimated earlier in the season, it is probably as large as last year. The frost early in the month stopped packing and probably prevented an enormous over-production of goods. Western buyers are still taking large quantities to cover their contracts made earlier in the season. The market is very firm, with an upward tendency. Corn is selling freely and prices tend upward. The crop has been a very small one. If the conditions during the early part of the season were as favorable as they were during the latter part, we would have had plenty, but they were not, and the result is a light pack. Peas are firmer and as stocks are light and the demand is so good, it will not take long to clean out everything there is left. It looks now as if the fall buying would leave very little for the early spring trade, which is generally of considerable importance in February and part of March. String beans are very firm and an advance is expected shortly. Peaches are firm and prices are advancing. A number are buying peaches for speculative purposes and have practically cleaned up some markets. Gallon apples are firmer and some packers have advanced their prices 10c per dozen. During the past two years there has been a constantly increasing trade on canned sweet potatoes, until now most dealers find it necessary to keep them in stock all the time. The demand for salmon continues very good, with no change in prices. In other lines there is no change, prices

remaining steady at about previous quotations.

Dried Fruits—The demand for raisins during the last few days has been particularly good and a number of the packers report that their allotment is now sold. Owing to the rush of orders as soon as new prices were announced and a scarcity of cars on the Coast, shipments of raisins are somewhat delayed, but it is expected that this will soon be relieved and that the goods will come forward promptly. The announcement of increased prices on raisins was not unexpected, but the trade did not think the rise would be so great. Most of the trade, however, had made heavy purchases at the opening prices, which will probably last them for some weeks. Prunes are considered rather unsatisfactory goods to buy at present because of the variation of prices, owing to the impossibility of securing certain desired sizes. Only three sizes are obtainable and buyers hardly feel like stocking heavily with one size missing. Nineties are already at a substantial premium and are likely to be higher, unless unexpected supplies come into the market. The demand increases steadily with the probability of an advance soon. Peaches are slightly stronger and choice goods have advanced $\frac{1}{4}$ @ $\frac{1}{2}$ c. There is an active demand, especially for the prime grades. Speculators have been buying heavily and this has caused additional strength in the market. The supply is large, but the demand appears to be sufficient to consume everything likely to come on the market before the next season's crop is ready for delivery. Apricots are firm and trade is quite active. Very few are left in first hands, not over a dozen cars, and holders show no anxiety to get rid of them, as they expect to realize higher prices later. The evaporated apple market is very firm, with an unusually good demand. Stock is getting very scarce and high prices are asked for all grades. Currants are firm and trade is active and the tendency is upward. The volume of business is large and constantly increasing. Dates are being closely sold up. The old crop will be exhausted before the new crop comes in. The first of the new crop Persian and Fard dates are expected about the end of the month. Prices on new goods are not fixed yet, but it is thought they will be lower than last season's. Figs are steady, but sales are liberal. California shippers report much the best demand on the coast they have ever known and good prices are obtained for this year's crop.

Molasses and Syrups—The molasses market is unchanged, with a fair demand for all grades. Corn syrup is firm and in good demand.

Fish—The market for salt fish is without special features. Mackerel are slightly easier. According to advices from Gloucester, the catch of salt mackerel this season to date is 20,000 barrels. The season has but a few more weeks to run and many of the fleet have withdrawn from the fishery. The demand for codfish is very good at unchanged prices.

Rice—There is an active demand for rice, both foreign and domestic. Stocks of Japan are very light, caused somewhat by the heavy purchases by the Government. The market is firm with an upward tendency.

Nuts—Trade in nuts is heavy and prices show considerable fluctuations from day to day. Buyers are sending in their orders for holiday supplies and dealers are kept busy getting out their

shipments. The present increased quotations and the probable higher prices in the future combine to create a strong situation in most varieties. The tendency of the market is upward, as a whole, although some varieties have declined. Walnuts are unchanged. All stocks are firmly held and prices rule higher than last year. Filberts continue firm and high, with supplies very short at present. Brazils are firm and advancing. Peanuts are weaker and prices uncertain.

Green Fruit—The warmer weather of the past few days has strengthened the lemon market and the demand has increased quite materially. The quality of the recent arrivals has been a little better, too, which has influenced business somewhat. One cause of the low prices this season has been the poor quality and large receipts, this year's arrivals for September being much larger than for the same month last year. Bananas are steady at full previous prices. Receipts have been more liberal the past few days, but the demand is sufficient to hold prices steady.

Tea—The tea market seems to be sharing in the activity noticeable in some of the other lines. Jobbers in general are sorting up and the demand is for all kinds of teas. Low grades are more firmly held, owing to the fact that the producing market for these kinds is higher. The coming crop shows some scarcity of low grade teas. Prices are unchanged.

Pickles—It is reported that the manufacturers of pickles have made an alliance for the maintenance of prices on a much higher basis than heretofore. The reason for the present high prices is the shortage in the crop, which is said to be 50 per cent. The cause of the shortage is ascribed to dry weather, blight and late frosts.

Lima Beans—The market on lima beans is very strong and advancing. Up to within a few days, the new crop has been estimated at about 300 carloads, but we now learn that this estimate is much too large and that the output will probably not be more than 175 to 200 carloads. The demand is very heavy at moderate prices, but if the present demand continues, higher prices are expected.

Grand Rapids Retail Grocery Clerks' Association.

At the regular meeting of the Grand Rapids Retail Grocery Clerks' Association, held at the office of the Michigan Tradesman Monday evening, Oct. 16, President McInnis presided.

Harry Myers and Jacob Semeyn applied for membership in the Association and were accepted.

The Committee on Hall reported progress and was given until the next meeting to make further enquiries, with a view to presenting an amended report.

The Committee on Badges presented a form of badge suitable for the members of the Association and was requested to correspond with the manufacturers and ascertain on what terms the badges could be obtained.

The Committee on Clerks reported that it had secured a list of over 300 names of clerks in Grand Rapids retail houses. The report was accepted and the Committee continued.

On account of the amount of unfinished business pending, it was thought best to hold a special meeting one week hence, to which adjournment was made.

Immerman & Markus have engaged in general trade at Copemish. The groceries were furnished by the Ball-Barnhart-Putman Co., and the shoes by Geo. H. Reeder & Co.

The Grain Market.

Weakness during the past week has been the main feature as regards all cereals. Large receipts of wheat in the Northwest were predominant and all other news was not sufficient to overcome the depression. While prices did not slump very materially, still there was some reaction from the strength shown a little earlier in the week. One of the main reasons is the advance in export rates, as well as the inland freight rates. Where some time since the export rate was about 6c per cwt., it is now 16c per cwt. We ought not to omit, however, that our visible made an extremely large increase, nearly 3,000,000 bushels, which makes the visible in sight to-day 47,299,000 bushels, against 14,598,000 bushels for the corresponding time last year. It will readily be seen that this large visible is having its effect upon values. However, within the last day or two the large receipts in the Northwest have fallen off considerably; in fact, as much as 500 cars a day. Winter wheat receipts have not increased any. They are still at low ebb and will not increase from the fact that farmers have sold about all they have to spare, at least for the present. Wheat can not always be going up, however. It must recede in price sometimes or else the bears would lose all heart. If there was more speculation in wheat, prices would be somewhat higher.

Corn has declined, not on account of the large quantities in sight, but owing to the very fine weather we have had. The new crop is expected to move quite a little earlier than usual.

Oats have remained about the same, although the tendency is to weakness.

Rye has lost about 2c per bushel since last writing.

While we have never written in regard to the value of beans, they have gone up from about 85c per bushel to \$1.68 and are still climbing—which is a good thing for those who have been raising beans.

The flour trade has been good in general and mill feed seems to hold its price remarkably well, with large enquiry.

Receipts have been about as usual, being 67 cars of wheat, 8 cars of corn, 8 cars of oats and 2 cars of rye.

Millers are paying 65c for wheat.
C. G. A. Voigt.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at the office of the Michigan Tradesman, Tuesday evening, Oct. 17, President Dyk presided.

Noble & Croll, grocers at 354 West Bridge street, and F. L. Struble, who is engaged in the grocery business at 739 South Lafayette street, applied for membership in the Association and were accepted.

The Executive Committee reported that it had partially completed the arrangements for leasing two rooms on the second floor of the Tower block, to be jointly occupied with the Grand Rapids Retail Grocery Clerks' Association. The report was accepted and placed on file.

There being no further business, the meeting adjourned.

F. L. Struble has purchased the grocery stock of F. H. Hosford at the corner of Hall and South Lafayette streets.

O. Hagberg has engaged in the shoe business at Muskegon. Geo. H. Reeder & Co. furnished the stock.

For Gillies' N. Y. tea, all kinds, grades and prices, phone Visner, 800.

Woman's World

Difference Between the Old Girl and the New.

The old girl wrote her name Sayde or Mayme. The new girl calls herself Sarah or Mary. The former is rapidly becoming as extinct as the dodo, and in another decade the places that have known her so long shall know her no more, for modern progress and evolution have brought us a new girl as well as a new woman.

Sayde was a fragile little creature, given to nerves and hysteria, and who thought a state of semi-invalidism rather interesting than otherwise. She wore 18-inch stays, and when she walked, which was as seldom as possible, she wobbled about on high-heeled shoes three sizes too small for her. She subsisted on a diet of chocolate creams and pie and pickles, and her doting mother wondered what could make the poor child so delicate. Sarah is half a head taller than Sayde and is cast in a different mold. She has a chest developed by deep breathing and physical culture and muscles hardened by athletic games. Upon occasion she, too, trails around in feminine frills and frivols, but she has also short skirts and heavy boots in which she takes long tramps and she thinks nothing of rolling her shirt-sleeves back to her shoulders to play tennis or golf with some man, who finds her no mean adversary. It is the fashion to be healthy, and with blooming cheeks and bounding strength she has only the contemptuous pity for the girl whom she denominates as "sickly" that she bestows upon all who are not up with the times and generally in the swim.

When Sayde was being educated most of her time was devoted to acquiring accomplishments. She learned to play "The Maiden's Prayer" and "The Battle of Prague"; she spent hundreds of good dollars in "studying art" and executed monstrous landscapes and libelous portraits when she wasn't making wax or hair flowers. Sarah may have no more talent for music or art than Sayde had, but she has been taught not to meddle with the impossible and to respect her own limitations. She may not be able to make good music, but she knows it when she hears it, and is too humane to inflict bad upon her suffering fellow-creatures. In Sayde's day every girl sang and played, and it was impossible to escape the martyrdom of their artless and unsophisticated performances. Now, if Sarah plays or sings you may be sure she has an especial talent, carefully trained, and that it will be thoroughly worth while hearing. It is the same way in art. Here, too, her taste is cultivated. She knows a good photograph is a million times better than the crude daub of the amateur, and the day has gone by when the daughters of a family felt free to disfigure the walls with their handiwork, while as for making flowers of wax or hair, she would just as soon think of perpetrating any other kind of vandalism.

Sayde used often to sustain a reputation of being "literary" on the strength of quoting poetry on every occasion and devouring sickly and sentimental novels of the "Inez" and "Beulah" type by the wholesale. Sarah calls all that kind of thing "stuff." She gets almost as many of her ideas from her brother as she does collars and cravats and she knows very well that if she should begin spouting any highfalutin' poetry to

the ordinary Tom, Dick or Harry he would run and she would never see him again. When she reads it is apt to be something solid and she belongs to study classes. As a general thing, though, she isn't as much given to books as Sayde was. There are so many more things to do now. Sayde spent whole days on a couch absorbed in the woes of heroines who insisted on sacrificing themselves and suffering on every occasion. Sarah belongs to a club or two. She is serving on a committee for a flower parade or a church fair. She goes out to watch the new football team practice. She is invited to a bicycle luncheon where they ride twenty miles to get to the club house. She really hasn't any time to spend in vicarious tears over imaginary woes and is too healthy-minded to enjoy it if she had.

If Sayde knew anything, it was her own affair. Nobody expected her to do anything but look pretty and act amiably. She wasn't expected to have an opinion on politics or current events. Men felt it their delightful privilege to enlighten her about who was president and it was no reflection on her not to know on her own account. It is different with Sarah. If she doesn't know what is going on, and isn't able to talk intelligently about everything, from the Transvaal situation down to the measurements of a cup-winner, men call her a chump and steer clear of her. Only fancy Sarah having asked us, "Who was Dreyfus, anyway?" or, "Why did they make such a fuss about a cup? Couldn't that Sir What's-His-Name have bought just as good a one in London?" We might have thought that interesting in Sayde, but we would have been disgusted with Sarah. The mummy girl has had her day. She isn't in it now, and if you don't believe it, just watch what the girls are reading. Sayde looked over the marriage notices and the fashions in the papers. Sarah reads the dispatches and is up on sporting news. Sayde was brought up to believe that a woman's manifest destiny was matrimony and that her one object in life should be to achieve that as soon as possible. If a woman didn't marry—but the idea of being an old maid was a fate so horrible she shut her eyes and refused to contemplate it or prepare for such a contingency. Consequently the path of the Saydes is strewn with wrecks of happiness. Not everyone who goes a-hunting bags the game, and many Saydes failed to find husbands. No one had taken the trouble to fit them for such a misfortune. They had been taught to spend money, not to make it, with the comfortable belief that a man would always appear on the scene to pay the bills. He did not come, but the time did when they must earn their own bread and butter, or starve. They had no tools to work with and no knowledge of how to use them, and in all the world there is nothing more pitiful than these helpless old maids. Sarah is being forearmed against such a fate. There are other careers open to her now besides marrying for a living, and if she remains single it is regarded as a matter of taste and personal preference, as if she might choose law instead of medicine. Sarah's parents seem to have at last wakened up to the fact that it is within the bounds of possibility for her not to draw a capital prize in the matrimonial lottery and have begun to prepare her for something else, and in many homes the choice of the daughter's profession is being considered just as earnestly and intelligently

as the son's. Sayde's fate was left to chance. Reason and sense are to guide Sarah's.

Conditions change, but not human nature, and Sarah will marry just as often as Sayde did, but she will stand a better chance of happiness. Sayde often married a man unworthy of her because she was getting near the danger line of spinsterhood and was afraid of being an old maid or because she needed a home. Sarah finds so much that is pleasant in the life of the bachelor woman with its freedom that old maidhood has no terrors for her. If she has inherited money, she has been taught how to look after her property; if she is poor, she has learned some trade or profession by which she can support herself, and so she can afford to regard matrimony from the dispassionate standpoint of a luxury instead of a necessity.

New Prices on Bicycle Sundries

Dealers of Michigan are requested to drop us a card asking for our July 1st discount sheet on Bicycle Sundries, Supplies, etc. Right Goods, Low Prices and Prompt Shipments will continue to be our motto. Dealers who are not next to us on wheels and sundries are invited to correspond.

ADAMS & HART,
12 W. Bridge St.,
Grand Rapids, Mich.
Wholesale Bicycles and Sundries.

FREE

SPECIAL 30 DAY OFFER

SEE PRICE LIST IN MICHIGAN TRADERMAN QUOTATIONS

For the next 30 days we will give free with each order for 2 cases of QUEEN FLAKE BAKING POWDER 2 doz. 6 oz. cans, 200 handsome lithographed letter heads, 50 free sample cans and 1,000 attractive order blanks for counter use. With each order for 4 cases we will give 1 case of 1 lb. cans, 500 handsome lithographed letter heads, 100 free sample cans and 2,000 order blanks for counter use.

Queen Flake Baking Powder is pure and wholesome and is not manufactured or controlled by a trust. Send your orders direct to

NORTHROP, ROBERTSON & CARRIER,
MANUFACTURERS, LANSING, MICH.

WORLD'S BEST

S.C.W.

50. CIGAR. ALL JOBBERS AND
G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICH.



MICHIGAN'S MOST FAMOUS CIGAR

MANUFACTURED BY
COLUMBIAN CIGAR COMPANY, BENTON HARBOR, MICH.

It isn't anybody, good Lord, anybody, with her, and when she marries her husband will have reason to be proud of himself for having met the requirements of her exacting ideal.

Sayde was apt, after marriage, to get dowdy, because she felt that she had achieved her career by marrying and there wasn't anything left to do. She got sulky or cross when John, growing tired of her conversation, resumed the club ways of his bachelorhood, and she ran up as big bills as she thought he would pay without too much grumbling. Sarah, on the other hand, feels that marriage is merely the beginning of a partnership and that half of the happiness and success of the venture is going to depend on her. She takes care of herself and makes her home attractive, because, having worked herself in the business world, she remembers just how restful and soothing it is to come back at night when one is wearied to some place where the beauty and the quiet seem to soothe one's senses like a benediction. Having earned money, she knows the value of a dollar and does not run into senseless extravagance, and having touched the broader life of the world, she has the deeper sympathy and insight and the tolerance that Sayde could never have given the man she loved, because her very ignorance made her narrow.

Sayde has had her day. Sarah is having hers. There was much that was sweet and lovely and admirable about the old girl. She was the bud, but the new girl is the perfect rose of civilization.

Dorothy Dix.

Women and Suicide.

The claim recently put boldly forth by a distinguished lawyer that a person has a right to die, when by means of disease or misfortune life becomes a burden, has provoked renewed discussion of the suicide question, and it is interesting, in this connection, to note that by far the larger number of suicides are among men. Women seldom take their own lives, and so we have the curious and contradictory spectacle of the sex that is universally accounted the braver and stronger flinging themselves out of the world to avoid its troubles, while the weaklings patiently bear theirs on to the bitter end.

Nothing is more common than for the man who has speculated with other people's money and lost, and so brought ruin and disgrace on his family, to commit suicide. In fact, after reading of the trusted cashier going wrong, in one column, we almost expect to read in the next that he shot himself. No thought apparently comes to him of having any duty to stay and help lift the misery he brought on innocent people. In times of great financial stress, when a rich man has everything swept away, he, too, often solves the question of the future for himself by suicide, leaving his wife and little children to face a situation for which they are wholly unprepared. You never hear of a woman committing suicide and leaving her little children to the cruel mercies of the world because she has lost her property. Instead, she feels more than ever that they need her care, and her help, and she would be incapable of the unmentionable baseness of deserting them in such a crisis.

Yet if suicide is ever justifiable, it is for woman far more than man. She is always handicapped in the race of life. Sometimes with bodily infirmities, sometimes with mental idiosyncrasies,

always by lack of training and business experience. Hard as poverty is for a man, it is harder still for a woman. Desperate as the struggle for existence is for him, it is still more desperate for her, limited by narrower opportunities, and rewarded with lesser pay. Terrible as are the tortures suffered by many a poor wretch, they are no worse than the life-long martyrdom that many a woman endures with never a thought of doing anything but bearing them with Christian fortitude and resignation until God's own hand sets her free.

There are many reasons why this state of affairs should exist. Woman's whole life is one long lesson in patience and submission. She must always give in. Men feel that they are born to command, to force circumstances to their will, and when circumstances can no longer be forced or bent, and they must yield to untoward fate, too many yield to the desire to avoid the misery they see before them by sneaking out of life. It is always a coward's deed. The babe salutes life with a wail, and the dying man takes leave of it with a groan. Between there is no time that has not its own troubles, and cares, and sorrows, and it is our part to bear them with courage, and it should be part of our pride in our sex that so many women sustain this brave attitude towards life under circumstances that might well tempt them to play the coward's part.

Cora Stowell.

Sings the Soothing Song of Motherhood.

Modern incubators are as unnatural as orphan asylums. They efface the sweetness of motherhood. The hen has a moral right to be the hatcher of her own chickens from her own eggs. She is set upon that right; but progress comes in and breaks her of that notion by giving her china frauds and porcelain door knobs to brood over in fruitless suspense until she feels that her life is a failure and that she has been on the wrong lay. When it is known that the hen crop is worth more to the United States than the cotton crop, and brings more money, it seems a pity that the lot of the hen, like that of the policeman, is not a happy one. The hen can sympathize with the woman who has an imbecile husband to share her earnings and take from her the glory of motherhood. Whenever a poor hen lays an egg a miserable, strutting rooster who has done nothing goes about the yard crowing over it and wearing fine feathers. If allowed to hatch her brood, the hen finds herself obliged to scratch for her living and for her little ones. The faithless, polygamous rooster takes no interest in the little ones. The stupid goose is better fixed. When she is in the hatching way and wants to take a stroll, the gander will take her place over the eggs and do the best he can as a temporary hatcher and stands all the long nights by the side of her little goosehouse door, keeping faithful vigils; and that is much more comfort than some women have who do not know where their husbands are nights when the husbands are most needed. The lazy alligator lays her eggs in the sands on the shore and lets the warm sun do the rest. That is comfortable. There is no counting eggs before they are hatched and no care whether they are hatched or not. The stormy petrel builds her nest just above the Atlantic billows, on the islets near Iona and the Hebrides. There, beyond the rocks, is a black, buttery soil, in which the birds burrow like little winged mice and on nests of seapink lay one egg. There is, in the outer Hebrides, a very popular belief as to the way in which the eggs are hatched. The birds, say the people, hatch their eggs, not by sitting on them, but near them, at a distance of six inches. There the petrels turn their heads toward the opening of the burrow and coo at the eggs, day and night, and so hatch them with a song.

This sounds like a fable made out of folklore, but it has really a basis in fact. An observer says: "The account is very correct. Although I never heard the cooing noise all day, I often did in the evening. It is rather a purring sound. When its nest is opened, the bird is usually found cowering a few inches away from its egg." Perhaps the truth is that the burrows are so warm that there is no need of a higher temperature induced by animal heat, and the parent bird can afford to sit down and sing over the excellence of the arrangement. All the same there is poetry in the thought. As well as she can the mother bird sings—having faith in the truth and promises of nature, and in the goodness of God—sings her soothing, cooing lullaby to the little thing that is to come to live and be loved.

Juvenile Smartness.

The teacher of a juvenile Sunday school class was picturing to the minds of her little pupils the beauties of heaven, and concluded by asking, "Now, who can tell me what kind of little boys go to heaven?" "I can," answered one small boy. "Very well," said the teacher, "you may tell me." "Dead ones," was the prompt but unexpected reply.

Crockery and Glassware

AKRON STONEWARE

Butters

1/2 gal., per doz.	40
1 to 6 gal., per gal.	5
8 gal. each	48
10 gal. each	60
12 gal. each	72
15 gal. meat-tubs, each	1 05
20 gal. meat-tubs, each	1 40
25 gal. meat-tubs, each	2 00
30 gal. meat-tubs, each	2 40

Churns

2 to 6 gal., per gal.	5
Churn Dashers, per doz.	84

Milkpans

1/2 gal. flat or rd. bot., per doz.	40
1 gal. flat or rd. bot., each	4 1/2

Fine Glazed Milkpans

1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	5 1/2

Stewpans

1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10

Jugs

1/2 gal., per doz.	40
1/2 gal. per doz.	50
1 to 5 gal., per gal.	6

Tomato Jugs

1/2 gal., per doz.	50
1 gal., each	6 1/2
Corks for 1/2 gal., per doz.	20
Corks for 1 gal., per doz.	30

Preserve Jars and Covers

1/2 gal., stone cover, per doz.	75
1 gal., stone cover, per doz.	1 00

Sealing Wax

5 lbs. in package, per lb.	2
----------------------------	---

FRUIT JARS

Pints	4 00
Quarts	4 25
Half Gallons	6 00
Covers	2 00
Rubbers	25

LAMP BURNERS

No. 0 Sun	37
No. 1 Sun	38
No. 2 Sun	40
No. 3 Sun	1 45
Tubular	45
Security, No. 1	60
Security, No. 2	80
Nutmeg	50

LAMP CHIMNEYS—Seconds

	Per box of 6 doz.
No. 0 Sun	1 28
No. 1 Sun	1 42
No. 2 Sun	2 12

Common

No. 0 Sun	1 50
No. 1 Sun	1 60
No. 2 Sun	2 45

First Quality

No. 0 Sun, crimp top, wrapped & lab.	2 10
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15

XXX Flint

No. 0 Sun, crimp top, wrapped & lab.	2 55
No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 3 Sun, crimp top, wrapped & lab.	3 75

CHIMNEYS—Pearl Top

No. 1 Sun, wrapped and labeled	3 70
No. 2 Sun, wrapped and labeled	4 70
No. 2 Hinge, wrapped and labeled	4 88
No. 2 Sun, "Small Bulb," for Globe Lamps	80

La Bastie

No. 1 Sun, plain bulb, per doz.	90
No. 2 Sun, plain bulb, per doz.	1 15
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60

Rochester

No. 1 Lime (65c doz)	3 50
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 70

Electric

No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 40

OIL CANS

1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout, per doz.	1 75
2 gal. galv. iron with spout, per doz.	3 25
3 gal. galv. iron with spout, per doz.	3 75
5 gal. galv. iron with spout, per doz.	4 85
3 gal. galv. iron with faucet, per doz.	4 85
5 gal. galv. iron with faucet, per doz.	5 35
5 gal. Tilted cans	7 25
5 gal. galv. iron Nacefas	9 00

Pump Cans

5 gal. Rapid steady stream	8 50
5 gal. Eureka, non-overflow	10 50
3 gal. Home Rule	10 50
5 gal. Home Rule	12 00
5 gal. Pirate King	9 50

LANTERNS

No. 0 Tubular, side lift	4 50
No. 1 B Tubular	7 00
No. 13 Tubular, dash	6 75
No. 1 Tubular, glass fountain	7 00
No. 12 Tubular, side lamp	14 00
No. 3 Street lamp, each	3 75

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 78
No. 0 Tub., bull's eye, cases 1 doz. each	1 25



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

H. M. Reynolds & Son,

Manufacturers of

Asphalt Paints, Tarred Felt, Roofing Pitch. 2 and 3 ply and Torpedo Gravel Ready Roofing. Galvanized Iron Cornice. Sky Lights. Sheet Metal Workers and Contracting Roofers.

Grand Rapids, Mich.

Office, 82 Campau st.
Factory, 1st av. and M. C. Ry.

ESTABLISHED 1865

Detroit, Mich.

Foot 1st St.



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
Grand Rapids, by the

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - OCTOBER 18, 1899.

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 Oct. 11, 1899, 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 fourteenth day of October, 1899.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

ENGLAND ON TRIAL.

Now that the war between Great Britain and the Dutch Republic has commenced, the developments will be watched with the keenest interest by the whole civilized world. It is, of course, accepted as a foregone conclusion that the Boers will be defeated, the immense resources of the British Empire making all thought of failure out of the question; but there is much curiosity to know just where Great Britain will find the troops, how she will mobilize them, and how deliver them in South Africa. There is, also, much curiosity to know how British troops will fare in battle with a civilized foe armed with modern weapons.

The efficiency and power of the British navy have long been known and appreciated; but there is a disposition on the continent of Europe to sneer at English land forces, it being held that the organization is defective, the morale poor and the staff departments badly equipped for their special work. It is true that the way in which the campaign in the Soudan was conducted was something of a revelation to Europeans, but there is a disposition to regard that as an isolated instance.

Recent events have, however, caused continental critics to doubt the reported inefficiency of the British army, and, as a result, Great Britain is now on trial as a military power on land. Should confusion result from the mobilization of troops intended for service in South Africa or should the campaign itself be bungled in any way, British prestige will seriously suffer, and complications will spring up thick and fast for British statesmen to contend with. Should the mobilization of England's forces convince the continent that her military resources have been underrated, British prestige will be greatly enhanced, and there will be less desire

among the powers of the continent to isolate the British Empire, and certainly more disinclination than ever to attack it.

It is now announced that the British government will employ in the neighborhood of 100,000 men in the South African campaign. Of this number, there are approximately 25,000 troops already in South Africa or on the way there, not counting auxiliary or colonial forces. Of these latter there are about 8,000 already in service and more being mustered. An army corps of 50,000 men is being mobilized in England to be shipped to South Africa in a very short time. This army corps will be composed of 25,000 regular troops and an equal number of first-class reserves, all of whom have already served one or more enlistments with the colors. While there are, no doubt, many fresh recruits in the ranks of the regular regiments, the majority of the men are seasoned troops, while all the reserves are old soldiers, most of whom have seen active service.

It is now the purpose of the British military authorities to move the entire army corps of 50,000 men to Africa at once, and for that purpose a large fleet of transports is now in readiness. If this whole force is safely delivered in Africa in quick time and the Boers are crushed in a brief campaign, the critics of England's land power will be silenced.

It will, therefore, be seen that British prestige is deeply involved in the military movements now in progress, and the British military authorities know it, and are, consequently, straining every nerve to make a good showing. The transportation of fifty thousand men at one time to a point so distant as Cape Colony, with all their supplies, ammunition and other impedimenta, is a tremendous task, impossible to any but a rich power with large shipping facilities; hence its successful accomplishment will be a severe blow to the charges which have been made against the British military system by foreign critics.

This country can only hope that the British will successfully silence their continental critics. We ourselves are not loved in Europe outside of England. England alone, of all the foreign powers, sympathized with us in our conflict with Spain, and is the only power we could count on to support us in the event of complications with any one of the European powers on the continent. We, therefore, have an interest in the maintenance of British prestige as a military force on land as well as on sea.

The Secret Service Bureau has received notice of a new and dangerous counterfeit \$10 silver certificate, series of 1891, letter B, Tillman register, and Morgan treasurer, portrait of Hendricks. The note is a photo mechanical reproduction. The face is good, but rather too light, owing to the use of a poor quality of black ink. The back is better than the face, most of the scroll work being very good. The note is on soft paper, probably two pieces of Japanese paper pasted together, and the silk lines of the genuine paper are reproduced with care.

The difference between a pedagogue and a great scholar is as marked as that between a demagogue and a politician.

The man who tries to heap coals of fire on the head of another often gets his hands burned.

PROGRESS OF CITY LIGHTING.

There is nothing in which the American people manifest more patience and forbearance than in the failures and delays in the prosecution of municipal enterprises. This is not so much on account of the great development of this virtue in the average citizen as for the reason that those responsible for the condition are naturally keeping very quiet, while those not responsible have learned that there is nothing to be accomplished by any protests or urging they may offer. The irresponsible politicians whose initiative and efforts have committed the city to such undertakings are in evidence in watching for opportunities to secure a recognition and advantages for which they could have no hope in their proper sphere of life. They are in consultation with architects and engineers and "have their say" on subjects for which their utter unfitness would exclude them were other than public interests at stake. Such men are better pleased the longer these opportunities are extended, and so are ready with their valuable (?) supervision and inspection, meeting the enquirer with plausible explanations of the delays and failures, placing the responsibility anywhere except where it belongs. The more intelligent and responsible, who have opposed such projects from the first, are in a position where they can do nothing. The city is committed to the work and the time must come when it is necessary to take hold and carry it forward to best conserve the public interests.

A visit to the island plant to observe the prosecution of the work of erection is an instructive experience. To the observer the work appears to be carried on, and it probably is, in a manner to please the most ardent trade unionist. Groups of workmen will be seen in the different parts of the building in earnest consultation with their political friends and advisers. The proportion of those actually at work in a group of half a dozen will be possibly two, and the manner of their work is suggestive of the utmost longevity. Other groups consist entirely of inspectors and consulting experts (?) contriving how this connection can be made or how to get around the mistakes of wrongly-placed apparatus and machines. Others are speculating as to when the pieces can be got which were missing in erecting the machines, probably through the instrumentality of junk thieves while exposed awaiting the rectifying of "scamping" construction in the building. Altogether, to one who has no particular interest in the situation, nothing could be more restful than a visit to the new works; but such a visit is unpleasantly suggestive to the taxpayer or any who have the welfare of the city at heart.

Meanwhile the neglect of the city lighting is bringing the city into a deplorable condition. The system which had served for so many years was outgrown when the matter of extension, or a new plant, was first taken up. Since that time the deterioration has been very marked, while the need has continually increased. Recently for several successive nights the major part of the city has been in utter darkness on account of a break-down in the obsolete machinery made to do duty in the interim of building.

It is becoming an interesting question as to how long the present conditions are to continue. The situation is again satisfactory to the projectors and promoters of the work, for the pressure of

public necessity has led to a tacit consent to the illegal use of public funds for the replenishment of the treasury. The longer public patience permits the present policy of dallying and playing at construction the better the politicians and hangers-on will be suited; but as matters are shaped nothing would conduce more to the welfare of the city than that some of public spirit should take hold of the problem and put into it the method and brains which characterize our private enterprises.

THE SOBER MAN'S BURDEN.

Few people consider that the drunkard is a robber of other men's rights and property. It is the fashion to laugh at a staggering creature who is zigzagging his way from one side of the sidewalk to the other side, pretending to be going home, but in reality making his way to the next bar-room, as sure as the moth-miller steers for the light. Some wish they had his jag and could feel as happy as the drunken man does without paying for it. The drunkard is both an assessor and collector. He robs all places of peace and quietness and pollutes all cars in which he is allowed to ride with his foul presence, and some who are unfortunate enough to be related to him or associated with him must in some way pay for his misdeeds. The public drunkard becomes a public burden, and thus is the sober man's burden. All cities and states suffer from the burden. The greatest number of crimes are committed by drunkards. For instance, the drink bill of Connecticut—with its blue laws and prohibitive laws against all things reasonable men want to do—amounts to \$240,000 a year, according to Judge Edgar W. Warner, who told the National Prison Association at Hartford recently that that is the cost of prosecuting and jailing the public drunkards, at an average of \$10 per head for each 2,000 arrested monthly. Just how to lessen this burden of the sober man, Judge Warner said he did not know. He was satisfied, however, that the treatment the drunkard receives does not sober him, nor protect the sober part of society. There is no attempt whatever at the reformation of the drunkard or the petty offender, no classification of jail prisoners, no education and no trade schools for them, and little or no moral instruction. More than 75 per cent. of the inmates of the jails are drunkards. They are washed and well fed, get little, if any, work to do, and society does not even think that they will be reformed. The sober man's burden is certainly a hard one to carry, and a difficult one to shake off.

It is predicted that in less than five years the sturgeon will become practically extinct in the Great Lakes and on the Atlantic coast, unless their existence be maintained by artificial propagation.

Thanksgiving proclamations will thank the Lord for national prosperity and expansion, and the governors will go and expand themselves by appropriating turkey.

The building up of a great city depends upon the building down of drainage and sewerage.

It is said sour grapes hang high. Sweet ones have the same chance at hanging.

The sails of the yachts are big enough to tie up millions of dollars wagered on them.

SOME PHASES OF SOCIALISM.

The repose of respectable conservatives is no longer disturbed by the nightmare of an organized and growing socialist party, intent upon the capture of Government and the subversion of existing institutions and, above all, upon the repudiation of "property rights." Confessed socialism has everywhere failed to secure a controlling political influence by a direct appeal to the masses. Its failure in that regard is nowhere more evident than in the United States and Great Britain, where it enjoys the utmost liberty of discussion on the platform and through the press. Nevertheless, socialism regarded as a political tendency, or as an economic ideal, is not yet extinct. One finds it cropping out from time to time in unexpected quarters. It is, in point of fact, in its essential principle, tacitly implied and accepted in every act of paternal government. The father of the present Emperor of Germany was in his time accused of cherishing some rather radical political tendencies, but the Emperor William in his very arbitrariness has, perhaps, quite as nearly approached the true standpoint of the socialist in politics. To insist upon the compulsory insurance of workmen, partially at the expense of their employers, is in reality a step in the direction of socialism. So is every attempt to interfere with the free course of trade on the pretext that such interference is necessary to the welfare of the community or of the nation. When, some years ago, Lord Salisbury urged that the government undertake some additional public works merely to provide employment for needy men, he was criticised on the ground that his proposed expedient was defensible only from the socialistic standpoint; but that stanch Tory statesman replied, in effect, that practical statesmen, when compelled to deal with serious public evils, would adopt prompt measures of relief without splitting hairs or quarreling over a question of names.

It must often be difficult in practical legislation to determine the precise province of the state. The general theory is that in every organized community the individual member surrenders some part of his personal liberty for the general welfare. In the ancient world, the state was in itself the supreme concern, the paramount interest, and no individual concession was held excessive where national dignity and power were concerned. Modern socialism, however, does not profess to care for the state, considered simply as a thing existing in its own right. For it the state is a community of persons, and the whole value of its organization consists in its power to make a better provision for individual men and women than they could make for themselves. Basing everything on the theory of universal and perfect equality, it concludes that there can be no property right which, if asserted, would destroy that equality. That is the abstract theory; but the theorist holds, moreover, that the form of government, or social organization, that he advocates is not only right in principle, but would be found superior to all others from a strictly material point of view. It has been ordinarily held that competition is the life of trade; but the socialist contends that competition is a state of warfare, involving a conflict of interests, and, therefore, incompatible with any ideal of universal prosperity. He holds that the true solution of the material diffi-

culties of life, the surest relief from its hardships, is to be found in associated effort.

It is a remarkable fact that the opposition of the socialist to a system of business based upon competition is today largely shared by many men of affairs who are, perhaps, not primarily prompted by philanthropic motives, although they, too, insist that combination in trade would prove to be the best means of promoting the general prosperity. The strength of their position, in the judgment of some observers, consists in the fact that it seems to be the result of a natural process of evolution rather than of any individual suggestion or effort. The several steps in that process have all been taken in the clear light of history, and their succession has been as natural as the universal desire of men to improve their circumstances and increase their power. The movement began when the individual workingman, or artisan, ceased to own the tools of his trade; and that was the result of expensive inventions, beyond the reach of persons of small means. The factory system gradually drove the poor but independent handicraftsman out of business everywhere, but the continued activity of inventive genius was at the same time steadily increasing the power and the cost of productive machinery. The growing demand, the imperative necessity, for the investment of larger sums in manufacturing enterprises led to the establishment of partnerships and companies. Meanwhile a fierce competition was going on ceaselessly between rival manufacturers and between rival traders; prices were reduced in many instances, not in obedience to the law of supply and demand, but arbitrarily, and the consequence was confusion and uncertainty, heavy losses, and frequent failures. At last companies were combined, just as formerly individual traders and manufacturers had formed partnerships, to escape losses which otherwise seemed inevitable. This is the genesis of the trust, and its defense, so far as it has any. Just as the independent artisan was driven out of business by the factory system, now the independent merchant of moderate resources is driven out by trusts and similar combinations. But what the great capitalists who organize these combinations apparently fail to see is that men generally would prefer the solution proposed by the socialists, since the trust system differs from socialism in the organization of business only in making no provision for an equal division of its profits, or of its products. And certainly the unification of business, and its centralized management, is getting it into a shape in which it could be most conveniently handled after confiscation.

A factory is now in operation at Greentown, Ind., which uses corn cobs exclusively as its raw material. The pith is punched out of the cobs and shipped to brewers for use in the manufacture of beer, and the remainder of the cob is ground into a fine meal. Its use is a mystery, but it is shipped East, where the purchasers are believed to use it as an ingredient in a live stock food preparation—in other words, a stock food adulterant.

Thousands of persons in Germany live literally "on straw," making it up into blankets, panniers, boxes, knick-knacks, hats, bonnets, etc. Professional schools have even been founded, where the trade is taught in all its varieties.

THE GERMAN CLERK.

A striking fact in connection with the general development of civilization, of late years, has been the attraction of an increased attention to the demands of secondary education. In England, just now, that subject is exciting a wider interest, because men are awaking there to its practical bearing upon the question of international competition in trade. J. J. Findlay, undertaking, in the *Fortnightly Review* for September, to account for "The Genesis of the German Clerk," insists that there is something in the home-life of Germany, as well as in the school system of that country, which tends to impart to its young men a superior preparation to meet the enlarged requirements of modern commerce. Speaking as an Englishman to his own countrymen, he says: "Our opponent in this new war (the competition of goods) is the German clerk; he assumes many forms and plays many parts; but in one and all of these he steadily makes his way in every country, and in every city in the world, against his English rival." The admission could not have been more frankly or fully made. What, then, is the cause of the condition so plainly stated, and what, if anything, can be done to put the English clerk—salesman or commercial traveler—on an even footing with his German competitor?

Mr. Findlay's answer to this question, although not exactly calculated to inspire despair, may well cool the ardor of those who have imagined that speedy relief might be provided by some simple changes in the course and methods of study in the common schools of England. According to him, the German clerk is the result of a long process of culture, and in Germany itself has only recently appeared in all his present completeness. "The fact is," says Mr. Findlay, "that the German clerk, as we learned to know him since 1880, has taken about sixty years to produce; and it will take us just about as long to create a home-made article of the same quality, if we care to try and compete in this line." But why? Is not the English boy naturally as capable and ambitious as the German boy? Can he not do precisely the same things, and, if necessary, by the same methods? To these questions Mr. Findlay replies, in the first place, that there are two factors which have mainly to be considered: "Firstly, the Germans have developed a liking for culture and books, for an indoor, sedentary life, for intellectual intercourse, which no other country in the world can parallel, except, perhaps, the smaller Teutonic peoples about her—Holland, Norway, Sweden. Now a commercial life is not the ideal outcome of these tastes—your real native German boy longs to be a professor and to write a book—but work in an office is an alternative which is far preferable to digging beets and potatoes in the fields. Commerce has its intellectual rewards to a man whose chief interest in life is in reading and thinking. Your typical German is interested in learning all he can about foreign nations, not only because he may profit thereby in pocket, but because he likes to learn things." This appetite for learning has been acquired by the German boy in an atmosphere of culture at home. He could not have acquired it in a household where both by precept and example he would have been led to measure success in life by material standards. Strange to say, it has been in great part the unworldli-

ness of the typical German home that has made the German youth so useful in the service of commerce. "The boy likes his school," says Mr. Findlay; "his family foster his tastes; they talk English or French with him constantly. You will not find a town on the north coast where English is not constantly heard in every family that boasts of being educated or refined." He adds that the middle-class parent in Germany knows more about the real nature of education "than our English Cabinet Ministers;" and they have this knowledge not because they have "got up" the subject, but "because they have grown up with it, as part of the life of their city and country all through the century."

The second factor referred to by Mr. Findlay is the German's superior thrift. The German has always been poor and thrifty. He lives less frugally than was his wont twenty or thirty years ago, and patriots are not lacking to complain that luxurious habits have begun to prevail. "But we in England," says the plain-speaking English essayist, "have, for at least two centuries, maintained a standard of comfort far in advance of what obtains abroad; and although food is cheaper in London than in any city in the world, it is the foreigner and not the Englishman who finds that he can make a profit on 'a living wage.'" These two factors, culture and thrift, he adds, would have created competition in any case, but the existing competition has been fostered by discontent at the heavy taxation and despotic government, which drive young men away from Germany and make them the competitors of other young business men everywhere.

This argument, or showing, is addressed more especially, of course, to Englishmen of the middle class. The scions of the British aristocracy do not go into trade, but the great public schools of England, like Eton, Harrow and Rugby, are open to all who can pay their fees; and, while admitting the greater thoroughness of the German schools, the English generally have claimed that their own schools were better adapted to the development of character, and particularly those traits of character which Britons most admire. The playground is a good part of the school, if not the best, in the English estimate. It is there that the heroes of the English army and navy acquired physical strength and activity, sureness of eye, promptness of hand, pluck and nerve, and the hardihood and love of adventure that have achieved renown and wealth for England in every quarter of the globe. But, for all that, Mr. Findlay says the German clerk has gone to the front, and will continue in the lead until a different and better system of secondary education is provided "for boys of the so-called middle classes." Otherwise, he declares, England "will deserve to suffer from the competition of continental countries, which are enlightened enough to understand that modern commerce depends upon a knowledge of the world, and that this knowledge can best be acquired by sound modern schooling, fostered by the home, supported and supervised by the State. We can not, for many years, hope to create in English society such a general atmosphere of culture as prevails in Germany, nor need we desire to do so, for the German type is not wholly to be admired; but we can do something to make the English school-boy a little less of a barbarian; and his teachers, the masters in our secondary schools, are only waiting for the necessary countenance and aid from Parliament."

Clerks' Corner.

Financial Result of Appreciation of a Clerk.

Written for the Tradesman.

Brinsmade, the general manager, always took the down town car at 7:15. He liked to be on hand early and so give direction to matters and things rather than try to do it when it was too late. A word in the right place, he considered, like a stitch in time, was worth a thousand later on. On the car he found Griswold, general manager at Brown & Gray's, who motioned him to take part of his seat.

"I've about made up my mind to let Bradley go," began Griswold. "He isn't my style of a man and I don't want him. You've been wanting to get him for over a year, and when I let him go you may have him."

"Any new developments?"

"No. I simply don't like that kind of a make-up, that's all. It's his business to sell goods; I'm busy with my own particular work. When night comes, if I've done my best, that's all there is to it. I don't want 'the old man' to come around and pat me on the shoulder, call me a good boy and tell me, with the regularity of sunset, that the firm couldn't get along without me. That's what Bradley wants, and every time I forget to do it there's trouble in the camp. A week ago to-night I gave a little dinner party and the fool—I'll let you furnish the adjective—was grouchy because I didn't send him an invitation."

"Well, why didn't you?"

"Why didn't I? Great Scott! I had the party for the purpose of getting away from the store and its everlasting annoyances and do you think I want to bring 'em home with me and seat them at the table with me? Not I. It's the last thing I have to think of at night and the first thing I have to think of in the morning; between times I want to myself, and I don't want any Bradleys. Well, take him or not, we drop him at the end of the month. Here's my corner—good morning."

Here's a note which a messenger took an hour later:

Mr. Bradley:

We are arranging for some radical changes during the coming month, and if you care to cast your lot with us I shall be glad to have you in mind in making them. If you care to make a change and can come with us at the first of October kindly let me know.

Very truly,

John Brinsmade.

Thursday morning.

The messenger returned saying that Bradley would see Mr. Brinsmade during the day. He came during the luncheon hour. The salary was satisfactory, the position agreeable and on October 1 Jack Bradley was in charge of a department of the establishment.

Brinsmade never insisted that his way was the only way to manage. All he wanted was good results—those he must have—by methods that were legitimate and above board. Still he found it desirable to happen around in the vicinity of the new manager, to be of any service that chance and circumstance might require. They didn't need any. Like a perfect piece of mechanism well oiled and perfectly cared for, the affairs of that particular department began and went on. The daily returns were satisfactory. The first week showed a constant gain, the second week was a record-breaker and when the end of the month came the department under Jack

Bradley was forging to a leading place among the thrifty departments of the store.

In the meantime Brinsmade had been watching his man. Griswold had not been reluctant to drop several remarks not at all complimentary to the private life of Jack, and Brinsmade, on his own account quite as much as on Jack's, traced every report to its source and proved its falsity. There was no truth in any of them, a fact which he did not fail to state to the reporter of the falsehoods. What pleased the general manager more than anything else was the improved condition of the men and women in Bradley's department. They no longer wore the look of sullen discontent, they were taking an interest in the daily concerns of life. The customers were better served and went away better satisfied, with the inevitable result that they returned bringing friends with them.

One case was especially gratifying to Brinsmade: Little Daisy Bell, the prettiest girl in the house, was the most indifferent to her personal appearance in the store. It made no difference, she said, how she looked behind the counter. They all looked at her in the same way, whether the customers were from Grand boulevard or from Poverty alley. It was too much bother to "fix up," she didn't have high enough wages to make a show. Now there was a change. What had made it nobody knew nor could they tell when it began—she knew, though. It began one day when Mr. Bradley saw her arranging a pile of white goods with some very dirty hands and let a look of astonishment show itself in his face. She went straight to the toilet room and washed the dirty hands in warm water. Then the contrast between hands and nails was so great that she removed the signs of mourning. That was the beginning. The end was that there wasn't a cleaner pair of hands in the establishment than hers, a head with comelier hair or more becomingly arranged, nor a cleaner-looking girl in the house.

The men, too, began to look to themselves. There was that big gawk of a Kelsey, whose necktie looked more like a dirty shoestring than like anything else and whose coat and vest were greatly in evidence that if the fellow had a napkin he never used it; so far as brushes were concerned—hair, clothes, tooth, nail or clothes—they never entered into his daily life. The sales folk who were at all inclined to be finicky had wondered how the clodhopper ever got in there anyway and, once in, how he stayed. That, though, is easy to explain: Bradley saw a good fellow under the repulsive outside and took the boy—he was hardly more than that—in hand. He found the fellow was spending his money foolishly to his personal neglect. He took advantage of a well-founded complaint against "a blamed collar" the boy had on, and told him to remove it by getting a shirt and a collar that fitted him—strengthening the remark by going to the haberdasher counter and coming back with the needed articles, which he presented to the astonished young man. It may be put down as a maxim that a male neck neatly dressed will soon take good care of the rest of the body. Bradley found it so and it wasn't long before Tom Kelsey from head to foot was an Apollo in comparison with what he had been.

While all these wholesome changes were going on Brinsmade watched but made no sign. He certainly did no

praising and he certainly saw nothing which indicated a desire on Bradley's part to be praised. He meant, however, that the man who had made all the profitable changes in a department woefully run down should find out in a substantial way what not only the general management but the firm thought of him. Calling a man a good fellow and patting him on the shoulder, as easy as it is vulgar, is not conducive to eternal happiness, and while to Griswold's way of thinking it was all right, Brinsmade was glad that his way was different. He thought it over, talked it over with the house, showing in dollars and cents what the actual gain had been, and then stated to the firm what he wanted to do. It met with their hearty approval, so when the time came for the clerking force to be remembered at the Christmas holidays Brinsmade slipped into Jack Bradley's envelope this brief epistle:

Bradley, you're a man after my own heart. You took charge of a failure and have made it a success. Comparing the returns of October, November and December of last year with the returns of this, we find them tripled. You have made better men and women of your clerks. In addition to our usual Christmas remembrance we include in the enclosed check a fair per cent. of the increased profits of your department since you took charge of it. I am requested to extend to you the good wishes of the house with the compliments of the season. I beg you at the same time to receive my own.

Very sincerely yours,

John Brinsmade.

Jack Bradley read the note, his face beaming with smiles. Mouth and eyes opened wide when the latter saw the amount of the check. Twice he read the note and looked at the check. Then he folded the letter and, putting it in his pocket, exclaimed under his breath, "That comes from working for a man. Griswold would have given me a ten cent cigar and a nickel's worth of gush and supposed me to be under everlasting obligations. But Mr. Brinsmade puts me on my mettle, and I'll show my appreciation by doubling up on next year's business."

"Griswold," remarked Brinsmade when a couple of weeks later they were going down town together, "if you have any more such men as Bradley, and don't want them, turn them over to me. Somehow I have a fancy for these men that are all the time fishing for praise," and Griswold, who knew all that had happened, swore an oath so shocking that I can not write it down.

Richard Malcolm Strong.

The Barber Got His Money.

A suspicious-looking individual entered a barber's shop in Manchester and while being shaved casually remarked: "I suppose a good many of your customers forget to pay?"

"No, sir," the barber replied; "there was a time when I used to give credit, but I never do now. In fact, nobody asks for it any more."

"How's that?"

"Well, you see," said the barber, trying the edge of his razor on his thumb-nail. "Whenever I shaved a gentleman who asked me to mark it up, I put a little nick in his nose with my razor and kept tally that way. They very soon didn't want to run up bills."

There was a tremor in the customer's voice as he answered, from beneath the latter:

"Do you object to being paid in advance?"

When you are betting on a sure thing always hold out enough to pay your car fare home.

How to Lose Half the Joys in the World.

"I live for those who love me," said a poet. We love those who love us. It is a fair exchange. Love can not be bought, although favors may become merchandise. One-half the world does not know how the other half lives. Perhaps it is none of their business. You can not rush into a man's home to do him good unless he calls out for you to come. You can not get into the heart of a man who keeps himself closed like an oyster. Perhaps there is a pearl within. You feel only the cold, hard shell without. The man narrows himself and hurts himself when he looks with suspicion upon all others. The hard-luck story told to him brings no sympathy to the surface. He thinks always he is being deceived, and hardening himself against all tenderness, all impulses, all emotions, loses half the joys in the world, and is so hard and cold the iceman wants to take him away with tongs. Any common dog knows a man who is narrow and unsociable, and slinks away from him, while dozens of all sorts of canines will follow the frank and honest fellow, be he an old colored man with not even a bone to give, or a vagabond Rip Van Winkle. One Henry Ward Beecher, with all the mistakes he made when he lacked hypocrisy to conceal them, was worth a dozen Pharisees who point up holy roads and then sneak down dark ways to sin like those they have denounced. Before he died Beecher said: "I am the child of a noble mother and of a noble father and I was brought up in an austere morality, in a pure and unblemished household, with a most reverent honor for truth, for duty, for love. And to me has been given a nature for which, whether it be prudent or whether it be not, I am not questionable. When they rebuke the vine for throwing out tendrils and holding onto anything that is next to it, whether it be homely or handsome—whether it be dry or full of sap—then they may rebuke me. When you shall find a heart to rebuke the twining morning glory, you may rebuke me for misplaced confidence; you may rebuke me for loving where I should not love. It is not my choice; it is my necessity; and I have loved on the right and on the left side, here and there, and it is my joy that today I am not ashamed of it. I am glad of it, and if I had my life to live over again, and were to choose between cold caution, calculating every step, without trust and confidence in any, I would, with all its liabilities, choose to be generous, to be magnanimous, to be trustful, and to lean, although someone should step aside and let me fall to the ground."

Relation of Pride to Failures.

"I think pride has more to do with failures in business than any other one cause," remarked a merchant recently. "A man in business falls in love with his establishment, and after he goes along for a few years he dislikes very much to reduce it if it becomes apparent there is a leak somewhere that should be stopped. For instance, he may find that some part of the business is running at a loss, and the proper thing to do is to cut it off. But he is afraid that people may talk about it and size it up as a sign that he is going back. That would hurt his pride, and he refuses to do what his business sagacity tells him should be done. I can name several men who sacrificed their business because their pride would not let them sacrifice one part of it at the proper time."

It is as easy to start a new political party as it is to start a newspaper. Keeping it going at a profit requires genius.

LYON BROTHERS




**SPECIAL IN
BUCKSKIN
PALM
UNLINED
GLOVES**

AT
\$4.25 PER DOZ.

**PRACTICALLY AN
ALL BUCKSKIN GLOVE**

FRONT BACK

Special Lot 23028

Buckskin Palm Unlined Gloves. This line of gloves is as durable and serviceable as many grades of gloves that are sold at almost twice the price. Made up with a genuine buckskin palm and first finger, these parts being the ones that are subject to the hardest wear, practically makes the glove as good as the all-buckskin article. The thumb is the latest Rockfall pattern with heavy reinforcements, Plymouth style wrist, extension "V" pattern side with cord draw fastener, three rows of fancy overstitched welt corded back. The entire glove is sewed with waxed linen thread, **Per dozen, \$4.25** unlined. Put up one dozen in a box.




**SPECIAL
IN
BUCKSKIN
PALM
LINED
GLOVES**

AT **\$4.25 PER DOZ.**

**DURABLE QUALITIES
EQUAL TO
ALL BUCKSKIN GLOVES**

BACK FRONT

Special Lot 23029

Buckskin Palm Lined Gloves. This glove embraces all the essential qualities of a durable wearing, warm and serviceable winter glove. Lined with a warm wool fleece. We guarantee the trade that nothing of recent introduction in the glove line is equal to this special offering. The parts of the glove that are subject to hardest wear are made of genuine buckskin, consisting of palm, full index finger and thumb reinforcements. All other parts are made of a yellow tan calf finished leather. Wrist represents the regulation width Plymouth style with an extension "V" pattern side and cord draw adjustable fastener. Thumb is the latest Rockfall pattern, three rows of overstitched welt cording on back, **Per dozen, \$4.25** all seams are waxed linen sewed.

The complete Fall and Winter edition of our Catalogue is now ready for mailing. This Catalogue is the most complete we have ever published, containing 832 pages of General Merchandise. We mail it to merchants upon application only. The most complete for General Store Supplies, Dry Goods, etc., ever published in this country.

LYON BROTHERS, Importers and Jobbers of **General Merchandise,** 246, 248, 250, 252 E. Madison St., Chicago, Ill.

Shoes and Leather

Sensible Suggestions For Money Making Shoe Dealers.

The attention of the public must be attracted by something new. It's all well enough to place before them good, sensible, well worded arguments, but something more is needed. Jones, Brown and Smith may all be doing the same thing and each one present good reasons why his shoes are better and cheaper. But there must be something to attract and hold the attention of the reader while the argument is presented; where competition is so close, it requires constant thought on the part of the retailer to keep his name and his wares constantly before the public and the old style of "John Jones, best shoes for the least money" will not do. This is not only true of the retailer but the big wholesaler as well. It is even said of the international yacht races taking place this year that Sir Thomas Lip-ton, in addition to the fun and honor he gets out of it will derive great pecuniary benefit from an advertising stand-point.

Here is a new plan. Be the first to adopt it in your town and we are confident the results will be satisfactory. We visited the barber shops in our city, some eight in number and made arrangements with the proprietor of each to furnish him every week with a copy of Puck, Judge or Life free of charge. We then subscribed through our local newsdealer for the required number of copies. Then we had printed a leaf the exact size and quality of the paper used in these publications, said leaf containing, in addition to one cut on each page entirely foreign to shoes, good cuts of the special shoes to be advertised for the season together with a few well chosen words, calling attention to the points in which these particular shoes excelled. Immediately on receipt of the publications the page of advertising matter was inserted in each and promptly delivered to the different shops. There is no place where a paper of this kind is so thoroughly looked over as at the barber shop. You will also find this advertising will attract more attention and comment than it would if placed among the regular advertising matter of the same paper.

In addition to this we had printed similar matter, same size and quality of paper as in the Munsey, Harper, Century and other magazines, and made arrangements with the newsdealer to allow us to insert one in each number of these magazines. As soon as the magazines arrive, and before any are sold, our leaf is placed in the center of the book. The newsdealer told us this caused a great deal of talk among his customers, and from our own observations we are quite certain the scheme has been a profitable one.

When you have interested a part of the public sufficiently to cause them to inspect your goods and prices the battle is only half won. Perhaps no other line of trade is exactly like the shoe business in this respect, for you not only have to please the customer but you must fit his foot as well; the shoe in addition to giving good wear, must be easy and comfortable. If because you do not happen to have the right size and width in the style shoe selected, you sell him an inferior fit he will find it out. The chances are you have lost his

confidence and no amount of attractive advertising will induce him to give you another trial. On the other hand it has been our experience that when you take the pains to properly fit a customer you have won a friend who never fails to speak a kind word for you whenever an opportunity is offered.

The principal fault to be found with the average retailer is that he is apt to give the customer a shoe that is too short and too wide. For a comfortable fit and one that will keep in a good shape until worn out the shoe must not only be plenty long but fit up snug in the waist and instep. A shoe that laces together to start with will not do; when the foot is supported by a good snug instep and waist fit it is prevented from slipping forward and throwing the weight on the toes. And when the shoe is plenty long the foot expands in length as well as in width, which is not possible in one too short.

A word here in regard to help is most appropriate. The clerk whose sales are the largest is not always the best man. N. B. Holden, the veteran shoe retailer of Chicago, who employs from sixty-five to one hundred and fifteen clerks and personally oversees them all, does not value a clerk by the amount of his sales, but by the way in which they are made. His theory is that one thoroughly pleased customer is better than many dollars' worth of any other kind of advertising. Watch your clerks, never allow them to force a shoe on a customer. He or she may take it this time but will not be caught again in the same way.

Once we allowed a smooth and oily chap to persuade us to try the scheme known as the trading check system. This is a good thing—for the companies who work the deal and, incidentally, the merchant who is sucker enough to bite is considered a good thing, too. It didn't take us long to find this out. Say, for instance, a merchant is doing a business of \$20,000; when he takes up this scheme, he virtually makes the trading company a present of 4 or 5 per cent. (the amount the scheme is supposed to cost) on his \$20,000 sales to start with. Admitting it might bring him some new trade, could it possibly result in enough additional profit to pay this percentage on the regular sales and on the additional business? Most assuredly not. Take this same amount and put it into good common sense, legitimate advertising, and see what you could do.—Shoe and Leather Gazette.

You Know Why He's There.

When you see a young man sitting in a parlor with the ugliest two-year-old boy that ever frightened himself in the mirror clambering over his knees, jerking his necktie out of place, rumpling his shirt-front, pulling his hair, kicking his shins, feeling in all his pockets for coppers, bombarding him from time to time with various bits of light furniture, calling him names at the top of his lungs, and yelling incessantly for him to come out in the yard and play, while the unresisting victim smiles all the time like the cover of a comic almanac, you may safely say, although there isn't the sign of a girl apparent in a radius of 10,000 miles, that the howling boy has a sister who is in a room not twenty feet away, and that the young man doesn't come there just for the fun of playing with her brother.

About two-thirds of a doctor's bill is for his trouble in guessing at your complaint.

YOUR LAST CHANCE

to save 5 per cent.



GOODYEAR GLOVE RUBBERS

will be 25 per cent. off after Oct. 31. Get the genuine—the one with the glove.

HIRTH, KRAUSE & CO. Grand Rapids, Mich.

YOU NEED THEM

SHOES that will fit.
SHOES that will wear.
SHOES that bring comfort.
SHOES that give satisfaction.
SHOES that bring trade.
SHOES that make money.

WE MAKE THEM

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

Save
5 per cent.

It's 5 per cent. in your pocket to buy rubbers before Nov. 1. Why not take advantage of the chance?

Lyccomings—none better—25-5 per cent.
Keystones—seconds that are almost firsts—25-5 10 per cent.
Woonsockets, 25-5 5 per cent.
Rhode Islands, 25-5 5-10 per cent.
Our agents will visit you soon.

GEO. H. REEDER & CO.,
19 SOUTH IONIA STREET, GRAND RAPIDS, MICH.

We Sell Boston and Bay State Rubbers

We want your Rubber Business. Order before November 1st and save 5 per cent. Manufacturers and Jobbers of Boots and Shoes.

Rindge, Kalmbach, Logie & Co.,
10-22 North Ionia Street,
Grand Rapids, Mich.

In Which the Produce Dealer Relates His Troubles.

Written for the Tradesman.

After climbing over apples in baskets and apples in barrels, potatoes in sacks and potatoes in pyramid-shaped heaps on the floor, I at last found myself in my friend's office. He sat at his desk with a half-burned cigar between his teeth and a scowl on his usually cheerful face. The desk was littered with drawings and with samples of wall paper, window shades and carpets.

The produce dealer pointed silently to an open box of cigars, threw out a couple of matches and began pitching the samples into the waste basket.

"What's up now?" I asked, for I well knew the mercurial temperament of my friend.

"Oh, I've gone and made a fool of myself again," was the dejected reply.

"Not in the line of business?" I said, for, be it known, this especial dealer is not given to mistakes in matters connected with the buying and selling of produce.

"No," was the reply, "it's a new house this time and I'm up against it hard."

"Up against what hard?"

"Up against incompetency and false pretenses and fraud and petty cheats," was the savage reply.

It may be as well to observe here that there is no halfway station in the mind of my friend; when his imagination once gets him fully started it totes him straight through, sixty miles an hour, either to a green and flowery Eden or to a seared and blistering hades. On the present occasion I saw that his fancy was headed for the hot station.

"Got your new house most done?" I asked, by way of getting the story started.

"Oh, I've given that up long ago," was the reply. "The house will never be completed. In some far-off time, when my great grandchildren are old and gray-headed, perhaps the successors of the firms which hold the contracts may see fit to send an inspector around to ascertain the condition of the job, but the work will never be finished."

"Well," I said, "if the house is never completed, you won't have to go through the agony of moving."

"Moving?" repeated the merchant, "I've been moving for a month. We are in the new house now."

"Oh."

"Yes, we got moved after a month's hard effort. The moving wagon came the fourth day after I ordered it, but we got along in the meantime all right, for we slept on piled-up carpets in the wood-house. The family lived on dried beef and leather cookies from the bake shop around the corner, while I existed mostly on free lunches. My wife lies awake nights now, fearful that I have contracted the deadly drink habit. When the wagon at last arrived the driver declared he couldn't get any one to help him, and wanted to know if I would mind staying away from the office and helping him with the heavy things."

"And of course you did so?"

"Of course I did nothing of the kind. I paid the firm for doing all the lifting as well as the moving, and I'm not making any Christmas present to moving vans at this season of the year. I came to the office as usual, and when I got home at noon I found the wagon standing empty before the door. Not a thing had been taken from the house. The fool driver had succeeded in getting the

big heater stuck in the front hall and there it lay, broken but obstinate. I suggested that he'd better drive a stake in the middle of the street and get a horse to walk around it with one of those funny little house-moving concerns, and so wind it out of its place of seclusion, but he said he'd see me dodgasted first—he didn't say dodgasted, either—and asked my youngest girl to run over to the corner saloon for a growler of beer.

"I didn't go to the office that afternoon. I wanted to make a study of how not to get moved. The driver sat around and drank beer until most dark, and then a couple of men came up to help him. They sized up the situation and went over to the saloon to talk it over. I tried to get even by offering to buy a saloon outfit and hire a barkeeper, but the fellows said they didn't know whether I'd run a union place or not, and wouldn't guarantee their patronage."

"I got moved in about a week from the time the van first made its appearance, and then came the struggle with the furnishers. Of the three beds I ordered one came a day late, one a week late, and one hasn't come yet, although the bill is here in all its innocent assurance. The mattresses that came with the beds were evidently made for Barnum's giant, for they are too long and too wide, and when you roll over in bed the rustle of corn husks brings to mind the yellow October days when we used to hunt for red ears out on the farm in Eaton county. Oh, I think I'll learn to like the exciting life I've been living for a couple of months."

"You must be pretty well settled by this time," I ventured.

"Settled?" was the astonished rejoinder, "we never expect to get settled. The plumber put the faucets on wrong in the bath room, and when I went to take my cool morning plunge I came out parboiled, hot water coming out of the cold water faucet. I sent for the brute and in my weak and timid way expressed my disapproval of the existing arrangement. He said he could change the faucet, but the words would come on the under side. I agreed to stand on my head in the bath tub when I wanted to find the hot water faucet and he made the change. I went down to the plumber's office to make a kick about the matter, and they kept me chasing from one department to another half the forenoon. I went to department 'A' and was informed that the matter belonged in department 'Z.' When I got there the clerk was busy telling a chum about trout fishing in the Upper Peninsula, and I had to wait until he reached the end of his tale, which he did in about half an hour. Then I told my tale of woe and he said I'd have to go to department 'X.' But I didn't. I came to the office and wrote a letter that burnt the mail pouches all along the line, at least it was warm enough to do so. Then I talked through the telephone in a style which must have warped and twisted the poles. I guess those plumbers have now arrived at a correct understanding of my sentiments regarding hot and cold water faucets."

"Got things fixed, have you?"

"Oh, no, bless your soul, no, but I've got the promise of the firm that all will be made satisfactory! And to think," continued the merchant, "that these firms are paying good wages to the men who are ruining their business. The proprietors are doing all they can, but what can they do with such help? And yet if one of the fools I have mentioned should be discharged for incompetency, he would go sniveling around and be sure to get sympathy somewhere. He would talk about the right of every man to earn a living for his wife and little ones; it's a mighty funny thing that the wife and little ones never figure in such men's lives until they are set up before the world as a sympathy show! Yes, the world is full of incompetents, and the more incompetent a man is the more noise he makes when employers will endure his blunderings and his heedless methods no longer."

And I knew that the produce dealer was telling the truth—knew it from personal experience. Alfred B. Tozer.

STRAIGHT SHOE TALK



What the name

Pullman is to

a car the name

TAPPAN

is to a shoe. It is the highest limit

of foot comfort. Best of all Ameri-

can shoes, it holds the further dis-

tinction of being the most popular.

These goods should find a place in

your store. Write for price list.

TAPPAN SHOE MFG. CO.,
GOLDWATER, MICH.

Are
You
Sure
That
Your
Advertising
Pays
You

If not try the
Michigan Tradesman



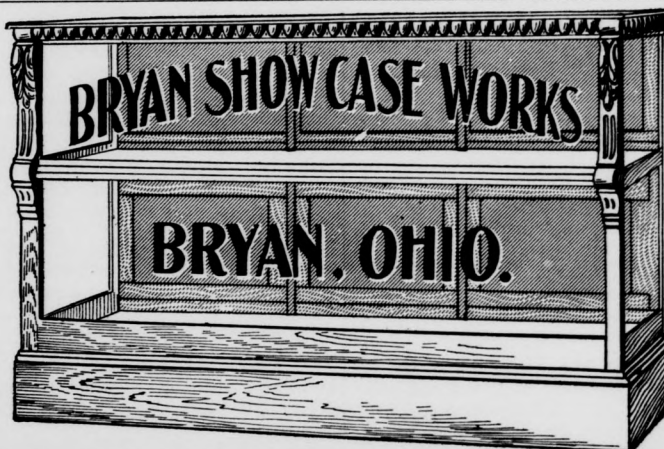
**BUY
GOLD SEAL
RUBBERS**

They are Pure Gum and the best made. Send for price list to

GOODYEAR RUBBER CO.,

382-384 EAST WATER STREET,
MILWAUKEE, WIS.

W. W. WALLIS, Western Manager.



Manufacturers of all styles of Show Cases and Store Fixtures. Write us for illustrated catalogue and discounts.

Fruits and Produce.

Observations by a Gotham Egg Man.

Recent investigation of the egg situation in Canada by New York merchants indicates that the markets there are in better condition than reported in this column some two weeks ago and there seems little or no possibility of the conditions changing enough to permit any movement of the stock from Canada to the States. A prominent Canadian operator says in a letter of recent date: "Fourteen to fifteen cents now being paid for eggs in both Ontario and Quebec provinces; quite large quantities are being shipped to England weekly now, but think the profit on them small. Nearly all the limed eggs put down we think are already sold on contracts and a few have already gone forward; from this on they will go weekly. Your market (New York) will have to go high to draw any eggs from this side of the line. The receipts in Montreal so far this year are some 35,000 cases short of last year up to this date. The reports now from gathering sections are that receipts are falling off, still they have come in fairly well so far. We see no chance for pickled in your market for a long time yet and it would require 20c or better to bring them."

A well known Montreal egg operator writes as follows: "We regret to say that we do not see any chance of selling you any eggs and pay duty, as we have built up a good trade with Britain in our preserved eggs and get a good price—better than can be obtained for the average cold storage. The quality and appearance are very fine. We do not feel like offering at less than 17½c for large eggs (pickled) weighing 15 lbs. to the 10 dozen and 16c for smalls, delivered in New York duty unpaid. We had to pay very much higher for our stock this season, perhaps not quite so much higher as your buyers did, but the last two seasons we paid more than your buyers, so this season we are about on a level we think."

* * *

I have heard a good deal of talk about limed eggs of late, and there has been considerable speculation as to the prospective opening prices. Spot values are uncertain as there has been no stock coming forward as yet, but a few buyers have been willing to engage certain favorite marks to arrive at about 17c at mark. Packers of the finest marks are generally inclined to ask 17½c delivered in New York, but this rate seems to be above buyers' views and the lower figure has been accepted for some good sized blocks.

* * *

I saw some refrigerator eggs the other day which are worth talking about. The goods were sorted with great care as to size and entirely free from dirty or stained eggs; the size was remarkably fine and almost every filler compartment was as full as an egg could fill it. But the finest thing about them was the quality of the eggs; although carried from early last spring there was scarcely enough shrinkage to stamp them as "refrigerators" and they were so strong and free from any old flavor as to rival the best fresh goods. I inquired as to the method of holding and packing these goods and learned that they are carefully assorted in the spring when put away, and carried all summer unpacked—not in the cases. When ready to market the goods are again candled and put up in fresh new cases and

fillers. The stock is certainly a fine testimonial as to the merits of this method of holding and sells at a substantial premium above the refrigerator eggs carried in the usual way.

* * *

The carrying of unpacked eggs in cold storage is, however, to be undertaken only with a full appreciation of certain dangers which must be fully avoided to produce the best results. In rooms having a dry atmosphere and in which methods of ventilation produce a circulation of air the evaporation would be quite likely to be greater in the unpacked eggs than if the stock were packed in cases. How this particular packer manages to keep his stock with so little shrinkage we are not informed, but it would probably not be difficult to arrange boxes containing the loose eggs so that the air circulation would be sufficient and yet not more than would be the case with ordinary packages. It seems probable also that if the eggs were not in contact with any absorbent material (such as the ordinary cardboard filler) they could be carried safely in an atmosphere containing sufficient moisture to retard evaporation without absorbing any deleterious flavors or odors.—N.Y. Produce Review.

It Made a Difference.

A man was sitting in an easy chair at the Plaza the other evening in company with several others, and the talk gradually drifted around to the trust conference that has been in session in Chicago. After the matter had been aired thoroughly from all points of view, this man settled back in his chair, took two or three puffs at his cigar, smiled a little and then said:

"All this talk about trusts reminds me of a man I used to know over in Iowa. He lived a neighbor to me over there, and he belonged to the Grange, the forerunner of the Populist party. This man was dead set against trusts. He hated the very name of trusts worse than a tramp hates work, and was always haranguing upon the evils of monopolies.

"Now it happened that one spring all the farmers in that neighborhood had trouble in getting their seed corn to grow. They planted the corn as usual, but hardly a kernel of it would come up. There was consternation among them until it was found that the man who hated trusts so savagely had a peculiar sort of corn that would grow. As soon as this fact was bruited about there was a pilgrimage toward this man's farm, and everybody bought some seed corn.

"Of course, I was in the same boat with the rest of them, and I went over one day to get a few bushels to plant. I had the stuff loaded into the wagon, and asked him the price. He replied that it was \$1 per bushel. As corn was selling in the market at 20 cents at that time, my eyes flew open in surprise, and I asked him if he did not consider that a little steep. 'Well,' replied the trust hater, 'this is all the corn in the neighborhood that will grow, and I can get \$1 per bushel for it.' I hauled out the money and paid it over, but as I did so I slyly asked him if he did not consider that he was operating a monopoly. He looked down his nose a little, and then glanced up, with the remark: 'Mebbe so, but I am interested in this trust myself, and it makes a difference.' He never preached against trusts to me after that."

Speculation may sound more refined than gambling—but a fellow loses just as much.

Oysters

The old reliable P. & B. brand is considered THE BEST. We pack in cans or bulk.

We are the only dealers here who handle Oranges, Lemons, Bananas in CAR LOTS, consequently our prices are always lowest.

Rice & Matheson,

20 and 22 Ottawa St.,

Grand Rapids, Mich.

The Vinkemulder Company

Jobbers and Shippers of

Fruits and Vegetables

We buy Butter, Eggs, Wood, Popcorn, Honey, Apples and Onions.

If you have any of the above to offer write us.

By making a specialty of

BANANAS AND OYSTERS

I can give the best values to every purchaser. Send your orders to me for these goods and convince yourself that my statements are true.

F. T. LAWRENCE,

GRAND RAPIDS, MICH.

..OYSTERS..

IN CANS AND BULK

F. J. DETTENTHALER, Grand Rapids, Mich.

BEANS

If you can offer Beans in small lots or car lots send us sample and price. Always in the market.

MOSELEY BROS.

26-28-30-32 OTTAWA ST., GRAND RAPIDS
Seeds, Beans, Potatoes, Onions, Apples.

GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.

Special Correspondence.

New York, Oct. 14.—The war excitement is quite high and more interest seems to be displayed over the Anglo-Boer war than over the conflict in the Philippines. One is about as far away as the other, but somehow the impression prevails that the campaign in the latter district is a minor affair. Business, however, is not affected, and a visit to the leading jobbing houses shows the same activity and hustle that have prevailed for many months, and there seems to be no let-up whatever.

Coffee seems to be quieter than a week ago. This need occasion no wonder, for any upward movement of coffee must come from speculation and sooner or later the staple is bound to seek its level. Receipts at primary points are smaller than usual and this may be owing to the holding back of supplies by planters, owing to the recent "furry." Little business has been done in an invoice way and most of the jobbers and roasters say trading has been lighter. In store and afloat the amount aggregates 1,390,307 bags, against 996,338 bags at the same time last year. Quotations on No. 7 remain at 5 3/4 c. Mild coffees have been doing pretty well and, in fact, the week has broken the record for some time. Offerings have been comparatively light and altogether the situation is one quite full of cheer for the holder. Good Cutata is worth 8c and ordinary 6 1/2 c.

Tea dealers seem to be pretty well stocked up and for the moment trade is rather quiet. Prices, however, are very firmly held and weakness is nowhere visible. It is possible that this firmness keeps buyers away, but the belief is that they will not soon see a lower rate and that now is a favorable time to take a fairly liberal supply.

Nothing exciting in the way of new business in the sugar line has occurred and the war is slumbering. Still there has been a fair movement of the staple and the American is said to be several days behind in filling orders. Certain lines of yellows are also said to be very tardy in delivery.

The rice market is decidedly firm and especially is such the case with head rice, which seems to be in light supply. Holders are not at all anxious to part with holdings and those who want to purchase do not haggle over rates, but take it as it comes. Choice to head, 5 3/8 c.

Pepper has attracted most attention, but the entire spice line is moving with more freedom and the "man who sells" feels quite encouraged, albeit quotations show no special advance. Offers of 11 3/4 c for Singapore black pepper, ex ship, were refused.

Grocery grades of New Orleans molasses are held at unchanged and firm values. Offerings are not large and altogether the outlook is for a continuation of rates as now existing or even higher. Good to prime centrifugal, 16 c.

Syrups are in small request and prices are firm. Canned goods stocks in first hands are practically "out of sight." Jobbers have control of the situation and the whole market is in their favor. Quotations have an upward tendency and this is, especially true of apples, tomatoes, corn and salmon. Salmon especially are "running up" and the unanimous opinion is that the situation is distinctly discouraging. The Baltimore opinion on tomatoes is that the thing is overdone and that a pack is coming in which will be almost twice as large as last year. They say the pack this year will run up to 7,000,000 cases, against 5,000,000 last year, and that present rates are for speculative purposes, pure and simple. Aside from tomatoes the pack has been rather light and prices have a firmer foundation. New Jersey standard tomatoes are worth 85c and gallons \$2.10. As to salmon jobbers are unwilling to name quotations, which is a "sign."

The demand for dried fruits shows less activity, owing, possibly, to the fact that Californians have made rates

that can't be met by buyers here—at least not just now. The market generally is rather dull for the moment, but the outlook is rather encouraging for a good trade as soon as the weather becomes more favorable for the keeping of fruits.

Supplies of butter are light and quotations are well adhered to, with best Western creamery moving at 24c. The demand is not extremely lively, but dealers do not look for lower rates at once. Western creamery, thirds to firsts, 17 c. 22c. June creameries are dull within the range of 10 c. 22c; imitation creamery, 15 c. 10c, latter for best; Western dairy, 14 1/2 c. 18c; Western factory, 14 c. 16c.

While supplies of cheese are moderate, the demand is not alive and the general tone of the market is rather quiet. Fancy full cream is worth 12 1/2 c. 12 3/4 c for small size and 12c for large.

There has been some accumulation of fresh eggs and the market is not as strong as a week ago. Best Western eggs are held at 20 c. 21c for fancy stock, and from this the range is downward through every fraction to 15c for fair to good—at mark.

The upward tendency in beans continues and the selling is very firm all around. Choice marrows are worth \$2.20 c. 2.25; choice medium, \$2.80; choice pea, \$1.75; red kidney, \$2.35; California limas, \$2.95 c.

Menace at Both Ends.

The process butter business is a menace to the dairy industry at both ends of the line. In the first place, the farmer who sells the 10c butter from which process butter is made is not benefited in any way by having a market for such stuff, for he would actually get more for the milk if he let the calves do the milking. A hundred pounds of average milk will make 4 1/2 pounds of butter, which at 10c a pound, makes 45c a hundred for the milk. If this same milk were fed to calves it would bring a return of 50c to 60c a hundred—a clear gain, to say nothing of the saving of labor. Hence the farmer who makes 10c butter is really injured by having a market for it. If he didn't have the market he would not make it.

W. J. Spillman.

Cold weather is antagonistic to mold, and in consequence the improvement in butter quality is very noticeable. The flavor question will now bob up and reign for some time as the arch enemy of even the most painstaking operator.

The dear public is showing a decided preference for a softer body in butter during the winter months. Butter that is oily or tallow-like in stiffness does not satisfy the average consumer. Large city buyers realize this and demand soft-bodied butter. Buttermakers might do well to remember this point in preparing this winter's shipments.

The Minneapolis Produce Exchange has issued an official notice stating that it will prosecute all shippers who send dairy butter or the lower grades to that market filled with a preparation to make it weigh more. It contains a warning, stating that the use of any such preparations is contrary to the State law and that if evidence can be secured the Exchange will prosecute any buttermakers or shippers who make use of such preparations.

The grocers and buttersellers of New York are taking a hand in the oleo fight. As a result the sales of imitation butter, in and around the metropolis, have been to a very large extent stopped.

Malaria is a malady the doctor says you have when he doesn't know what is the matter with you.

Redemeyer-Hollister Commission Co.,
ST. LOUIS, MISSOURI,
General Commission Merchants.

We have secured the United States contract to furnish Government supplies for Cuba for one year and must have 100,000 bushels of apples, onions and potatoes. Shipments and correspondence solicited.

Clover, Timothy, Alsike, Beans,
Peas, Popcorn, Buckwheat

If you wish to buy or sell correspond with us.

ALFRED J. BROWN SEED CO.,

GRAND RAPIDS, MICH.

GROWERS. MERCHANTS. IMPORTERS.

SHIP YOUR BUTTER AND EGGS TO
STROUP & CARMER,

38 SO. DIVISION ST., GRAND RAPIDS, MICH.

Financially responsible, actively alert to shippers' interests, square, prompt remitters. Produce handled on commission or bought at a definite stated price on track. Refer to Grand Rapids National Bank; Ithaca Savings Bank, Ithaca, F. E. Durfee & Co., Bankers, Perrinton, Mich.; Commercial Agencies.

Make a Note of It. We Handle

Mexican Oranges

They are now arriving in good condition and fine quality. Packed in Florida size boxes, nice sizes. We are quoting at \$3.75 per box delivered in carlots to any point taking \$1.25 rate freight. Write us.

MILLER & TEASDALE CO., ST. LOUIS, MO.

... WE BUY ...

BUTTER AND EGGS

CARLOTS OR LESS. WRITE FOR PRICES F. O. B.

T. B. TRUESDELL & Co., 215 DUANE ST. New York

Are you looking for a good market to place your

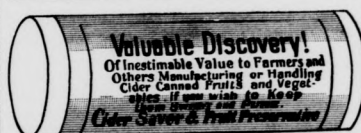
Apples, Peaches, Pears and Plums

If so ship to

R. HIRT, Jr., Detroit, Mich.

34 and 36 Market Street and 435-437-439 Winder Street.

We have every facility for handling your fruits to best advantage. Cold Storage and Freezing Rooms in connection. Seventy-five carload capacity. Correspondence solicited.



To Suit Your Taste

Stop fermentation in cider at just the stage where it best tickles your palate and keep it constantly uniform for any length of time. Contains no Salicylic Acid. Affords dealers good profit selling at 25 cents.

J. L. CONGDON & CO., Pentwater, Mich.

RED STAR BRAND CIDER VINEGAR

is not excelled by any vinegar on the market. A trial will convince. A GUARANTEE BOND goes to every purchaser, warranting its purity and protecting him in its sale. Let us quote you prices.

THE LEROUX CIDER AND VINEGAR CO., Toledo, Ohio.

Store Lighting

Danger Nonsense About Acetylene Bicycle Lamps.

There is a lot of nonsense about the danger of calcium carbide and its product acetylene gas, that ought to be dissipated.

There are insurance companies in New England that will not insure a bicycle rider's house against fire if the rider uses an acetylene lamp. A short time from now such a ruling will be laughed at as one of the ridiculous humors of a dead and moss-grown past. It is on a par with the Oriental belief that the bicycle itself is a product of the Evil One.

The insurance man's fright is purely professional. He knows that calcium carbide is very much safer than the ordinary match. He would, if he could, stop the use of matches and would force people to go back to the old flint and tinder. In Indiana and elsewhere whole cities are to-day lighted by acetylene gas, and its use in bicycle lamps in all but the Eastern States is universal; the insurance people are giving way as slowly as possible.

The coal oil with which the family lamp was filled a few years ago contained kerosene, benzine, gasoline and naphtha. It was a terribly dangerous mixture. Yet the family sat around in easy familiarity with it every night and the insurance companies made no protest. But they throw fits at the sight of calcium carbide, which is about as inoffensive as ordinary lime. It boils and emits a smelly gas when it meets water, but that is practically all.

Why not put a quick stop to the nonsense? It is in the power of the calcium carbide manufacturer, the lamp maker and the bicycle agent to do it. Of course, if the agent acts the dull part of a bump on a log nothing will be done. It is necessary to do more than merely sell. The dealer in the East must introduce the acetylene lamp exactly as he had to introduce the bicycle. He must understand it thoroughly himself and must instruct his customers in the use of it. The agent who will do this has a profitable business ahead of him. In the matter of acetylene bicycle lamps, the man who is not using one is not up to the minute, and he is distinctly missing an enjoyment, but his reason for abstaining may be a good one. But the majority will buy "the latest" if it has merit. Thousands of riders in New England and other parts of the East do not know the merit of the acetylene lamp because Eastern dealers have not yet taken hold of it as they should. It is a repetition of the history of the gasoline stove, except that gasoline is really dangerous.

Everlasting Self-Love.

After all is said, there is no love that is so lasting as the love that has one's self for its object. It is open to argument, indeed, if the love that the man bears toward the woman, and conversely the love which the woman has for the man, is not of itself a species of love for one's self. It is suspected that in many, perhaps a majority of cases, the animating principle consists in the pleasure the man or the woman experiences in finding somebody who is willing to pay tribute to his or her self-love; that, in short, it is a sort of mutual admiration society. If it were not for self-love, therefore, there would be no marrying nor giving in marriage and the race would be in danger of extinction.

If it were not for self-love men and women would cease to struggle to create a place of distinction for themselves. It is doubtful if without this incentive they would be barely decent. But for self-love the young boy and girl would hardly imagine themselves of superior importance in this world of ours, and so be encouraged to live up to their own estimate of themselves. Were it not for self-love, few, probably, would endeavor to appear better than they are morally, mentally, physically, and so would be likely to exhibit all their moral, mental and physical infelicities in all their ugliness, thus making the world a much more unsatisfactory world than it is with self-love the guiding principle. Even in the case of the soul's salvation, is not self-love ever being appealed to? Is it not by the promise of personal reward after death that people are encouraged to behave themselves while they are yet alive? Surely, they make a mistake who inveigh against self-love. It is the one thing alone which induces the majority of men and women to endeavor to cause others to think well of them, and the one thing alone, therefore, that impels them to be better than they otherwise might ever care about being. There is some hope, even, for those who try to appear worse than they are; for they have an object although a bad one. For the man or woman who has so little of self-love as to have no regard for the opinions of others there is no hope. Better have an unworthy aim than no aim at all.

Mark Twain's Experience With a Stolen Watermelon.

"The first time," says Mark Twain, "that I ever stole a watermelon—that is, I think it was the first time, anyway, it was right along there somewhere—I stole it out of a farmer's wagon while he was waiting on another customer. Stole is a harsh term. I withdrew—I retired that watermelon. I carried it to a secluded corner of a lumber yard. I broke it open. It was green—the greenest watermelon raised in the valley that year. The minute I saw it was green I was sorry and began to reflect. Reflection is the beginning of reform. If you don't reflect when you commit a crime then that crime is of no use; it might just as well have been committed by some one else. You must reflect or the value is lost; you are not vaccinated against committing it again. I began to reflect. I said to myself: 'What ought a boy to do who has stolen a green watermelon? What would George Washington do, the father of his country, the only American who could not tell a lie? What would he do? There is only one right, high, noble thing for any boy to do who has stolen a watermelon of that class—he must make restitution; he must restore that stolen property to its rightful owner.' I said I would do it when I made that good resolution. I felt it to be a noble, uplifting obligation. I rose up spiritually stronger and refreshed. I carried that watermelon back—what was left of it—and restored it to the farmer, and made him give me a ripe one in its place. Now you see that this constant impact of crime upon crime protects you against further commission of crime. It builds you up. A man can't become morally perfect by stealing one or a thousand green watermelons; but every little helps."

As Light as Day.

J. H. Schilling, the Petoskey grocer, lights his store with two gasoline torches with overhead generators, producing a result that surprises all who are not familiar with that method of illumination. The local electric light company charged him \$5 per month for light, but he now secures a better result for 60 cents per month, based on a 13 cent price for gasoline.

Destroying Money.

Extraordinary precautions are taken by the United States Government in the destruction of its wornout and filthy paper money. The fact that this could be used again makes it necessary that its destruction should be conducted with care and be made complete.

All the paper money that passes through the treasury is sorted, and the old bills are sent to the redemption division, where they are searched for possible counterfeits. Then they are carefully counted and tied up into bundles of 100 notes each.

A great cancelling machine then drives four holes through each of these bundles, of which a careful record is kept. The piles of bills are then cut into two parts, one set of halves going to the secretary's office and the other to the register's office.

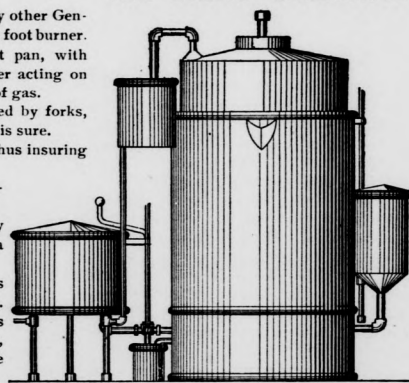
In each place the halves are again counted, after which they are chopped by machinery into fragments. Not satisfied with this, the bits are then boiled in vats of hot water and alkali until they are reduced to an unrecognizable pulp. This the law permits the treasury to sell to manufacturers of novelties, who make it into little models of the Capitol and the White House, which are sold as souvenirs in the Washington stores. New bills are issued in an amount equal to those destroyed.

A Cleveland concern is about to put out nail kegs made of paper pulp. Why not? Chemistry that proved to us that wood could be profitably produced from straw has been making rapid strides since. There is an immense field for artificial material to replace wood, for the stove supply will be one of the most momentous problems of the next century.

The Best of Reasons why you should be prejudiced in favor of

1. The generating capacity is larger than any other Generator on the market, holding 1 lb. carbide to 1/2 foot burner.
2. Our carbide container is a compartment pan, with pockets holding from 1 to 3 lbs. each, the water acting on but one at a time, thus no heating or wasting of gas.
3. There are no valves to be opened or closed by forks, ratchets or levers. It is extremely simple and is sure.
4. Our Gasometer has no labor to perform, thus insuring at all times the same even pressure.
5. All pipes are self draining to the condensing chamber.
6. Our Gasometers for same rated capacity are the largest on the market, and will hold a large supply. It saves.
7. The Bruce Generator, when left to do its own work, will not blow off or waste the gas.
8. Not least, but greatest. Our Purifier takes out all moisture and impurities from the gas, making it impossible for pipes to clog up or the burners to choke up and smoke.

THE BRUCE GENERATOR



BRUCE GENERATOR CO., MRS. 183-187 W. 3d St., St. Paul, Minn.

AMERICAN CARBIDE CO., Agents for Mich. Jackson

The King of Light

If you need light, when you need light, you need light that will light you up

Cheaply, Brilliantly, Quickly

The Sunlight Gasoline Lamp

is cheaper than kerosene. More brilliant than electricity.

The Insurance Underwriters say that it is perfectly safe by writing policies on it without one cent of extra premiums. Money talks. Stores, Churches, Residences,

Lodges, Halls, Hotels, Offices and Shops cannot afford to be without it.

You will be sorry if you fix

your winter lighting before writing to us.

Owing to excessive orders we have been unable to keep in stock; but we have lately increased our facilities so as to enable us to fill all future orders promptly. Moneymaking terms to local agents.

Michigan Light Co.,

23 Pearl Street,

Grand Rapids, Mich.

Commercial Travelers

Michigan Knights of the Grip

President, CHAS. L. STEVENS, Ypsilanti; Secretary, J. C. SAUNDERS, Lansing; Treasurer, O. C. GOULD, Saginaw.

Michigan Commercial Travelers' Association

President, JAMES E. DAY, Detroit; Secretary and Treasurer, C. W. ALLEN, Detroit.

United Commercial Travelers of Michigan

Grand Counselor, JNO. A. MURRAY, Detroit; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, W. S. MEST, Jackson.

Grand Rapids Council No. 131

Senior Counselor, D. E. KEYES; Secretary-Treasurer, L. F. BAKER.

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

How to Check the Growth of the Trusts.

He who sees oppression and cries not out against it, who beholds a great wrong perpetrated and sounds not the alarm of danger, who sees the weak overcome by the strong, or who looks on to see his equal brother trodden under foot by the iron heel of the trust, and remains silent, is himself unworthy of the proud title of American citizenship.

The modern trust as a tyrant is developing a feudalism as tyrannical in its effects as was ancient feudalism. We rejoice to know that the majority of the traveling men are outspoken in their opposition to these modern trusts and combines. It is only a small majority who, in attempting to apologize for them, would lick the hand that sooner or later would smite them. It requires no argument to prove that the trust is a menace, not only to the salesman in particular, but the public in general. We know by experience and observation that they neither cheapen the goods to the consumer nor raise the wages of the salesman. A trust may cheapen the cost of distribution by the discharge of traveling men, or it may even cheapen the cost of production, but the large increase of fictitious capitalization demands an increase in prices, which is sure to follow. This increased cost has been witnessed on a multitude of the necessities of life. We do not oppose these monopolies simply because the commercial salesman is the first to feel their baneful effect, but upon a broad principle of the greatest number. They are a menace alike to the laboring man and the farmer, the conditions being such as to foment strikes among working men and to breed discontent among the agriculturists. The farmer who sells his products at the old price and pays from 40 to 100 per cent. advance on lumber, nails and wire is opposed to the trusts.

It is possible that the promotion of trusts and combines comes not so much from greed and avarice as through existing conditions. We are living in an age of fierce competition, and the trust, in many instances, is organized to eliminate or modify these conditions. It is our duty to study the causes which make this centralization possible, and the object of this association should be to create a healthy sentiment along reform lines.

To say nothing can be done, that the people are powerless, is to admit that self-government is a failure. There are many things which we can recommend; we can encourage the patronage of firms and factories which are struggling to be independent. We can recommend the prohibition of the watering of stock in these corporations, which would be a

long stride in the right direction. We can favor the removal of the duty on goods and raw material controlled by a trust, which, in itself, would be a partial remedy. The small factory often finds its supply of raw material cornered by a trust, so it has but the alternative of closing its doors or joining the trust.

The commercial salesmen, as a class, are full of courage. They are the first to receive the new advance sheet on goods which have gone into a trust. They are almost omnipresent and no class of men can do more towards checking the growth of this evil or removing the causes than the ubiquitous salesman. Politically, we hold the balance of power in several states and no man who is a candidate for office in the legislative, judicial, or executive departments of the state or nation should receive our suffrages, regardless of party, until he is found to stand right upon these questions. If we have not the independence and manhood to use our own sovereignty for our own independence and freedom, then we deserve the fate which awaits us.

W. L. Chaffee.

Rapid Growth of Grand Rapids Council, U. C. T.

Grand Rapids, Oct. 16—At the last regular meeting of Grand Rapids Council, No. 131, Cliff C. Herrick, representing Rice & Matheson, commission merchants of this city, was initiated. Two weeks earlier, Samuel Newman, representing D. M. Amberg & Bro., was obligated by Senior Counselor Keyes.

Bro. Billy Bunn, of Watkins, N. Y., has acknowledged the receipt of a check for indemnity amounting to \$32.14 for injuries sustained in an accident a few days ago. Billy has only words of praise for the promptness of the Council in indemnifying him. This is our first claim, and in one sense our heaviest one, as Billy now weighs 325 pounds.

The Entertainment Committee for October has arranged for a pedro party to be given in the Council chambers, Saturday evening, Oct. 21, to which all commercial travelers are cordially invited, whether they receive a special invitation or not. Handsome prizes will be given to the winners.

Just one year has elapsed since No. 131 was organized, with only three original members. We start our second year with a membership of forty and bright prospects for doubling this number during the year.

The commercial travelers who journey across the country unaffiliated with any organization of the craft are awakening to the fact that a young giant is looming up destined to cut a great figure in the ranks of traveling men. This is the order of United Commercial Travelers, and the insignia of the order worn by the members incites many curious and interested enquiries. It is the positive duty of all those who have the rapid growth of the society at heart to wear the emblems in sight and carry a few of the new folders, together with application blanks, for immediate use.

Real fidelity may be rare, but it is real. Its worth and power are denied only by those who never loved a friend or labored to make a friend happy.

Adam Dubb.

Detroit—Articles of incorporation of the Mac Donald, Wessels & Ames Co. have been filed with the County Clerk. The company will do a general wholesale jobbing and manufacturing business in leather goods, locks, bicycle sundries and supplies. The capital is \$25,000, of which \$21,000 is paid in and the shareholders are Daniel D. Wessels, Joseph H. Ames and Donald Mac Donald, 700 shares each; Donald Mac Donald, trustee, 400 shares.

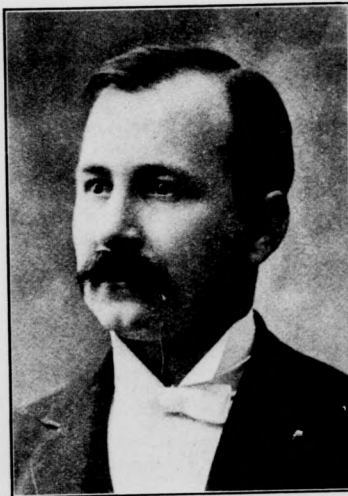
Some men are like dice—easy to rattle and hard to shake.

SUCCESSFUL SALESMEN.

John M. Shields, Representing Lemon & Wheeler Co.

John Musselman Shields was born at Fairfield, Adams county, Pa., Oct. 27, 1865. His antecedents are Irish on his father's side, his great grandfather having been born in Ireland. On his mother's side his antecedents are Pennsylvania Dutch, and while he does not particularly favor either branch of ancestry in personal appearance, he has evidently inherited the sturdy honesty, steadfastness of purpose and remarkable thrift for which the Pennsylvania Dutch are proverbial.

Mr. Shields attended the village school at Fairfield until he was 15 years of age, when he worked a year in a general store in the village. In 1881 he came to Grand Rapids and entered the employ of the wholesale grocery house



of Fox, Musseiman & Loveridge in the capacity of assistant shipping clerk. This occupation he followed for two years, when he accepted the position of shipping clerk for Charles S. Yale & Bro. He continued in the same capacity for Fred D. Yale & Co. and Daniel Lynch, with whom he took up laboratory work, subsequently taking entire charge of the manufacturing department. He afterwards went on the road for Daniel Lynch, covering the trade of Southern Michigan and Northern Indiana for five years, resigning June 1, 1893. Three months later he entered into an arrangement with the Lemon & Wheeler Company, which called for four months' preliminary work in the house and subsequent service on the road. On the retirement of Hub Baker, Jan. 1, 1894, he was assigned the territory formerly covered by that gentleman, which he has since visited with the regularity of clockwork.

Mr. Shields was married Oct. 27, 1897, to Miss Sallie Lankfort, of Princess Anne, Md. They reside in Petoskey within a couple of blocks of the Cushman House, so that Mr. Shields is able to occupy his accustomed place at the dinner table nearly half of the time during the week. He is a member of Eureka Lodge, No. 2, K. of P., Royal Arcanum, Modern Woodmen, and the First Presbyterian church of Petoskey.

Mr. Shields attributes his success to perseverance and hard work. He rather prides himself on the fact that he has taken but one vacation in six years, which was rendered necessary by his trip to Maryland for a bride, and says that business has never been coming his way so rapidly as it has for the

past two years. He undertakes to see his trade every two weeks, and has come to be regarded as a man whose word is good and whose judgment is above par. He is a man of excellent habits and progressive ideas and naturally looks forward to the time when he will be able to sell goods behind the counter, as well as in front of it.

Gripsack Brigade.

Frank E. Chase, who has covered Western Michigan for the Michigan Shoe Co., has parted company with that house. No announcement has been made as yet as to his successor.

Lansing Republican: C. E. Reynolds, traveling representative of the Milwaukee Cigar Co., has accepted a similar position with the Creole Cigar Co. and will move his family here.

E. J. Monsell, formerly behind the counter for Wilson Bros., the Cadillac grocers, is now on the road for the Dow & Snell Co., wholesale grocers of Toledo. His territory comprises Northern Michigan.

One of the silliest canards ever disseminated by the penny a liners of the daily press was telegraphed to the Detroit papers by a Lansing correspondent one day last week. The purport of the matter was that the drug salesmen who are likely to be thrown out of employment by the formation of a wholesale drug trust proposed to start an independent drug jobbing house at Lansing. Inasmuch as a wholesale drug trust has never been considered seriously by the trade, because the project is preposterous on the face of it, the Lansing correspondent must have drawn on a very vivid imagination to concoct so improbable a story.

Telephone Topics.

The Michigan (Bell) Telephone Co., which has paraded the fact that it is using only copper wire in the construction of its long distance lines, has fallen back upon common iron wire in construction work between Port Huron and Detroit. Looks as though the fund realized from the sale of bonds was getting low!

It is unofficially stated that the local Bell exchange will abandon its branch exchanges on the west side and in south end of the city, as experience has demonstrated that the patrons of the exchange will not tolerate the delay in making connections incident to the use of branch exchanges.

Kalamazoo Grocers Place Themselves on Record.

Kalamazoo, Oct. 13—At the regular meeting of the Kalamazoo Retail Grocers' Association, held Tuesday evening, Oct. 10, a committee was appointed to secure a proper hall for the meetings of the Association and the following resolution, which we would be glad to have you publish in your paper, was adopted:

Whereas—The Upjohn Pill & Granule Co., of this city, has given the use of the above firm's name and is buying groceries from wholesale firms in Grand Rapids and Chicago; therefore

Resolved—That we, the members of the Kalamazoo Retail Grocers' Association, will not patronize any firm selling goods to the Upjohn Pill & Granule Co.
Wm. H. Johnson, Pres.

ATTENDS *Success.* GRADUATES OF THE

Grand Rapids Business University

Business, Shorthand, Typewriting, Etc.
For catalogue address A. S. PARISH,
Grand Rapids, Mich.

REMODELED HOTEL BUTLER

Rates, \$1. I. M. BROWN, PROP.
Washington Ave. and Kalamazoo St., LANSING.

Drugs==Chemicals

Michigan State Board of Pharmacy

Term expires
A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1899
GEO. GUNDRUM, Ionia - Dec. 31, 1900
L. E. REYNOLDS, St. Joseph - Dec. 31, 1901
HENRY HEIM, Saginaw - Dec. 31, 1902
WIRT P. DOTY, Detroit - Dec. 31, 1903
President, GEO. GUNDRUM, Ionia.
Secretary, A. C. SCHUMACHER, Ann Arbor.
Treasurer, HENRY HEIM, Saginaw.

Examination Sessions
Lansing—Nov. 7 and 8.

State Pharmaceutical Association

President—O. EBERBACH, Ann Arbor.
Secretary—CHAS. F. MANN, Detroit.
Treasurer—J. S. BENNETT, Lansing.

New Hope For the Bald-headed.

Dr. Menahem Hodara, of Constantinople, recently made a bold attempt to remedy the baldness resulting from favus. Briefly stated his plan was to scarify the bare surface and to implant thereon hairs removed from other parts of the patient's head. The hairs used for the purpose were trimmed with scissors at each end. Some four weeks after implantation a certain number of the hairs were found to have taken root, and in no long time a goodly new crop was produced. Encouraged by these results, Dr. Hodara has since applied the method in other cases of baldness following favus, and he thinks himself justified in stating that "clinically there can be no doubt as to this very curious fact—that small bundles of hair stems cut with scissors and implanted in the incisions made with the scarifier can take root and grow, forming in time long and viable hairs." By microscopic examination he has satisfied himself that after some weeks a real new bulb forms at the lower end of the implanted hair. Dr. Hodara's results are interesting in themselves, and still more in the promise which they appear to offer of further results, undreamed of, or at any rate unmentioned, by the ingenious author. Why should not the same treatment be applied in cases of ordinary baldness? Many bald men would gladly submit to have their scalps plowed and afterward sown with new hairs if there was a reasonable hope of even a moderate harvest.

Transformation of Calomel Into Corrosive Sublimate.

In a paper presented at the recent meeting of the New York State Pharmaceutical Association, Professor Diekmann reported some experiments he had made in the transformation or oxidation of calomel into the higher chloride—corrosive sublimate—when brought in contact with soluble chlorides and organic acids. Conflicting views have been held and expressed concerning this change, and the author's experiments were undertaken to arrive, if possible, at the facts. He found that when calomel was simply mixed with an equal amount of ammonium, sodium, or potassium chloride, or tartaric or citric acid, no corrosive sublimate was found after twenty-four hours, but that after this time had elapsed slight traces were found when the substances had been, upon being mixed, energetically triturated together for a period of thirty minutes. Moreover, the amount of corrosive sublimate in the latter case was greater after two days than after one. "From this it may be concluded," says the author, "that the time and energy of trituration are important factors in producing a change in the mixture in question." When the substances were mixed with water corrosive sublimate was also found to have been formed. But in each of five experi-

ments with the different chlorides and acids, the amount of calomel lost was so small that not more than .00115 to .00345 gram of corrosive sublimate could possibly have been formed from the five grams of calomel used. This amount is altogether too small to produce toxic effects. From which the author concludes that "it is safe to administer calomel together with soluble chlorides, as well as with citric and tartaric acids, providing the calomel itself is of the required degree of purity."

The Drug Market.

Opium—Is in good demand and prices are steady.

Morphine—Is unchanged.

Quinine—At the bark sales in London and Amsterdam all the offerings were sold at advanced prices and there have been three advances on quinine since our last issue, amounting to 5c per ounce, with prospects of another advance soon.

Carbonate of Ammonia—Has been advanced during the past week and is very firm.

Cocaine—At the very high prices now, the manufacturers will sell but limited quantities. Another advance is looked for.

Cantharides—Reports of small supplies have been confirmed and the article has advanced and is tending higher.

Cuttle Fish—Is in small supply and tending higher.

Ergot—The supplies of this article are very small and prices are very firm at the advance.

Glycerine—Is very firm and, as the crude is higher, another advance is probable.

Mercurial Preparations—On account of the advance in mercury, are 2c higher.

Balsam Fir—Supplies are coming forward in a limited way and it is stated that there has not been as much gathered as usual. Prices have advanced 40c per gallon.

Sassafras Bark—Is very scarce and has been advanced.

Essential Oils—Oil wintergreen is very scarce and in small supply and has been again advanced. Oil sassafras is also scarce and higher. Both sassafras and wintergreen are tending higher. Oil peppermint is steadily advancing, on account of small crop.

Arnica Flowers—Supplies are small and, on account of short crop, are tending higher.

Buchu Leaves—Are very firm at the late advance and the Transvaal war will make prices still higher.

Senna Leaves—Are steadily advancing, cheaper grades having advanced over 100 per cent.

Linseed Oil—Has advanced, on account of higher prices of the seed.

Peckham's Calendar Offer for 1900.

Is now ready and sample of calendar will be sent upon receipt of postal card by addressing Peckham's Croup Remedy Co., Freeport, Mich. These calendars bear upon their face side the address of the dealer who accepts their offer and prove a drawing card every day in the year. It is, perhaps, needless to add that Peckham's Croup Remedy (the children's cough cure) never fails to give satisfaction to the druggist and his customers. The offer closes December 1. 3 doz. order, 5 per cent. off; 6 doz. order, 10 per cent. off.

The child who runs after the rainbow expecting to find the end of it resting in a pot of gold is not more sadly disappointed than the man who runs after a pot of gold expecting to find it resting on the rainbow of joy and peace.—John E. Pounds.

SOUND SENSE.

Pertinent Suggestions to Moneymaking Pharmacists.

A good start in any business is necessary to obtain good results—especially is this so in the drug business. First of all, it is necessary to have some money with which to buy your opening stock. You should be able to discount your bills right from the start. The amount necessary depends entirely on the location of your store. If you are in a country town, some distance from the jobber or manufacturer, you will, of course, need more capital than you will if only a block or two from him. It is by far better to borrow money with which to discount your bills than to wait on returns from sales. This is not only a saving in dollars and cents, but it gives you a good commercial rating, so absolutely necessary in these days of close competition and small profits. When you are properly located and have made your financial arrangements, you should then use printer's ink properly and let people know you are competent to conduct your business and desire their good-will and trade. In buying your opening stock, be careful to buy what is absolutely necessary. Don't try to have everything called for at once. This is impossible. Rather lose a sale occasionally than fill your shelves with stuff that is a constant reminder of careless buying. In these days of quick transportation, it is by far better to buy oftener and in smaller quantities. My town is located 200 miles from the jobber, and I am able to have goods laid down in my store in less than two days from the time I order them. The safest business to-day is done in a small way.

We are often tempted to buy in larger quantities by securing additional discounts. It is well enough to take advantage of these offers if you have the spare money; but if you are operating with limited capital, it will do you more harm than good. The money you thus invest is needed to keep up your regular stock. It doesn't take many purchases of these larger quantities to make an additional investment of several hundred dollars. And should you have a month or two of dull business, you will certainly feel the shortage in your working capital. I have carefully watched this matter, and find such to be the case. Pharmacists doing business in country towns generally handle paints, glass, and other articles that require the investment of quite an extra capital, and the temptation to buy in larger lots is very great in certain seasons. I have for the last few years bought lead and oil in such quantities only as I knew I could dispose of in a month or two; then I bought again.

Another absolutely necessary thing in conducting a business is to keep a set of books from which you can at any time quickly determine the condition of your affairs. You should be able to tell whether the business is on a paying basis or not. You may apparently be doing a profitable business, and yet always short in cash. This is a mystery to the man who can't trace the cause of the condition through a set of well-kept books. You will discover that the surplus money that you ought to have in

cash is in your stock, and that you are carrying a much larger amount of goods than necessary. This is poor business. A man's success in merchandising is correctly judged by the amount of cash he from time to time withdraws from business. In my opinion a hundred dollars made and taken out of the business is worth two hundred dollars' additional stock. Cash will hold its original value, and merchandise is subject to shrinkage and deterioration. Again I repeat that the keeping of a clear, concise set of books is as necessary in conducting a small retail store as it is in a large wholesale establishment.

Having established yourself and gained the confidence of your patrons, put up a line of your own articles, such as are most generally used, and push their sale. You will be agreeably surprised to see how easy it is to get your friends to use these preparations. There are so many things that an educated pharmacist should never think of buying. Your education is certainly very shallow, or else you lack the proper amount of energy, if you do not put up such articles as headache powders, Seidlitz powders, herb tea, toothache drops, liniment, etc. One thing especially that I am proud of in my store is a small upright show-case filled with articles put up by me. On some of these I have established such a reputation that I sell them exclusively.

The practice of pharmacy is remunerative to-day, in spite of the general depression, if we will only grasp the situation and adapt our methods of action to present conditions and use modern commercial tactics. In short, do business with the smallest amount of cash possible, watch your purchases as carefully as your sales, and above all, establish individuality by manufacturing and selling your own products.

Wm. Mittelbach.

The Use of Distilled Water.

Physicians sometimes complain that druggists will not use pure water in their prescriptions, and are thus easily led to lose trust in them and to consider them unscientific. Not long ago a sensational newspaper in New York tried to show how much disease was caused or spread by the impure germ-containing water dispensed in the pharmacies. While such general complaints are generally exaggerations, the fact remains that many pharmacists are not careful enough in this respect, and prone to excuse their carelessness by pointing to the Pharmacopoeia, which in some instances orders simply "Aqua" instead of "Aqua Distillata." Distilled water is easily obtainable in larger cities at very moderate charges; but it is just as easily prepared by an automatic water-still, which, when connected with the city water, takes care of itself and supplies in one day enough water for several weeks' use in an ordinary pharmacy. It is a nice little recommendation of a pharmacist's care and neatness, when in a casual conversation on this subject he can frankly say that only distilled water is used in his preparations and in his prescription work.

Wm. C. Alpers.

Money talks, but it never remains with us long enough to become a bore.

L. PERRIGO CO., Mfg. Chemists, ALLEGAN, MICH.

Perrigo's Headache Powders, Perrigo's Mandrake Bitters, Perrigo's Dyspepsia Tablets and Perrigo's Quinine Cathartic Tablets are gaining new friends every day. If you haven't already a good supply on, write us for prices.

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

WHOLESALE PRICE CURRENT.

[illegible]

GROCERY PRICE CURRENT.

The prices quoted in this list are for the trade only, in such quantities as are usually purchased by retail dealers. They are prepared just before going to press and are an accurate index of the local market. It is impossible to give quotations suitable for all conditions of purchase, and those below are given as representing average prices for average conditions of purchase. Cash buyers or those of strong credit usually buy closer than those who have poor credit. Subscribers are earnestly requested to point out any errors or omissions, as it is our aim to make this feature of the greatest possible use to dealers.

AXLE GREASE doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica, tin boxes.....75 9 00 Paragon.....55 6 00 BAKING POWDER Absolute 1/4 lb. cans doz.....45 1/2 lb. cans doz.....85 1 lb. cans doz.....1 50 Acme 1/4 lb. cans 3 doz.....45 1/2 lb. cans 3 doz.....75 1 lb. cans 1 doz.....1 00 Bulk.....10 Arctic 6 oz. Eng. Tumblers.....85  6 oz. cans, 4 doz. case.....80 1 oz. cans, 4 doz. case.....1 20 1 lb. cans, 2 doz. case.....2 00 2 1/2 lb. cans, 1 doz. case.....4 75 5 lb. cans, 1 doz. case.....9 00 El Purity 1/4 lb. cans per doz.....75 1/2 lb. cans per doz.....1 20 1 lb. cans per doz.....2 00 Home 1/4 lb. cans, 4 doz. case.....35 1/2 lb. cans, 4 doz. case.....55 1 lb. cans, 2 doz. case.....90 JAXON 1/4 lb. cans, 4 doz. case.....45 1/2 lb. cans, 4 doz. case.....85 1 lb. cans, 2 doz. case.....1 60 Jersey Cream 1 lb. cans, per doz.....2 00 9 oz. cans, per doz.....1 25 6 oz. cans, per doz.....85 Our Leader 1/4 lb. cans.....45 1/2 lb. cans.....75 1 lb. cans.....1 50 Peerless 1 lb. cans.....85 Queen Flake 3 oz., 6 doz. case.....2 70 6 oz., 4 doz. case.....3 20 9 oz., 4 doz. case.....4 80 1 lb., 2 doz. case.....4 00 5 lb., 1 doz. case.....9 00 BATH BRICK American.....70 English.....80 BLUING  Small 3 doz.....40 Large, 2 doz.....75 BROOMS No. 1 Carpet.....2 30 No. 2 Carpet.....2 15 No. 3 Carpet.....1 85 No. 4 Carpet.....1 45 Parlor Gem.....95 Common Whisk.....2 50 Fancy Whisk.....1 00 Warehouse.....2 70 CANDLES Electric Light, 8s.....9 1/2 Electric Light, 10s.....10 Paraffine, 6s.....9 1/2 Paraffine, 12s.....10 Wickling.....20	CANNED GOODS Apples 3 lb. Standards.....75 Gallons, standards..... Beans Baked.....75@1 30 Red Kidney.....75@85 String.....85 Wax.....90 Blackberries Standards.....75 Cherries Standards.....90 Corn Fair.....75 Good.....85 Fancy.....95 Hominy Standard.....85 Lobster Star, 1/2 lb.....1 85 Star, 1 lb.....3 10 Plente Tails.....2 25 Mackerel Mustard, 1 lb.....1 75 Mustard, 2 lb.....2 80 Soused, 1 lb.....1 75 Soused, 2 lb.....2 80 Tomato, 1 lb.....1 75 Tomato, 2 lb.....2 80 Mushrooms Stems.....14@16 Buttons.....20@25 Oysters Cove, 1 lb.....90 Cove, 2 lb.....1 55 Peaches Pie.....1 25 Yellow.....1 65@1 90 Pears Standard.....70 Fancy.....80 Peas Marrowfat.....1 00 Early June.....1 00 Early June Sifted.....1 60 Pineapple Grated.....1 25@2 75 Sliced.....1 35@2 25 Pumpkin Fair.....55 Good.....65 Fancy.....85 Raspberries Standard.....90 Salmon Red Alaska.....1 35 Pink Alaska.....95 Sardines Domestic, 1/2s.....3@3 1/4 Domestic, Mustard.....6 1/4@6 1/2 French.....8@22 Strawberries Standard.....1 25 Fancy.....1 75 Succotash Fair.....90 Good.....1 00 Fancy.....1 20 Tomatoes Fair.....80 Good.....1 15 Fancy.....1 15 CATSUP Columbia, pints.....2 00 Columbia, 1/2 pints.....1 25 CHEESE Acme.....@13 1/4 Amboy.....@13 1/2 Butternut.....@13 Carson City.....@13 Elsie.....@14 Emblem.....@14 Gem.....@13 1/2 Gold Medal.....@15 Ideal.....@15 Jersey.....@13 Riverside.....@13 Brick.....@12 Edam.....@70 Leiden.....@17 Limburger.....@13 Magnolia.....@4 50 Pineapple.....50 @75 Sap Sago.....@17 CHICORY Bulk.....5 Red.....7 CHOCOLATE Walter Baker & Co.'s German Sweet.....23 Premium.....35 Breakfast Cocoa.....46	CIGARS Columbian Cigar Co.'s brand.....35 00 Columbian.....35 00 Columbian Special.....65 00 H. & P. Drug Co.'s brands. Fortune Teller.....35 00 Our Manager.....35 00 Quintette.....35 00 G. J. Johnson Cigar Co.'s brand.  S. C. W.....35 00 Phelps, Brace & Co.'s Brands. Vincente Portuondo.....35 00 Rubie Bros. Co.....25 00 Hilson Co.....35@110 00 T. J. Dunn & Co.....35 00 McCoy & Co.....35 00 The Collins Cigar Co.....10 00 Brown Bros.....15 00 Banner Cigar Co.....30 00 Bernard Stahl Co.....35 00 Banner Cigar Co.....10 00 Seidenberg & Co.....35 00 G. P. Sprague Cigar Co.....10 00 Fulton Cigar Co.....10 00 A. B. Ballard & Co.....35@175 00 E. M. Schwarz & Co.....35@110 00 San Telmo.....35 00 Havana Cigar Co.....18 00 CLOTHES LINES Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 60 ft. per doz.....80 Jute, 72 ft. per doz.....95 COFFEE Roasted Rio Fair.....9 Good.....10 Prime.....12 Golden.....13 Peaberry.....14 Santos Fair.....14 Good.....15 Prime.....16 Peaberry.....18 Maracaibo Prime.....15 Milled.....17 Java Interior.....26 Private Growth.....30 Mandehling.....35 Mocha Imitation.....22 Arabian.....28 Package Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 3/4 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle.....10 50 Jersey.....10 50 McLaughlin's XXXX McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract Valley City 1/2 gross.....75 Felix 1/2 gross.....1 15 Hummel's foil 1/2 gross.....1 15 Hummel's tin 1/2 gross.....1 45 CONDENSED MILK 4 doz in case. Gail Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35 COCOA James Epps & Co.'s Boxes, 7 lbs.....40 Cases, 16 boxes.....38 COCOA SHELLS 20 lb. bags.....2 1/2 Less quantity.....3 Pound packages.....4	COUPON BOOKS Trademan Grade 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Universal Grade 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Credit Checks 500, any one denom.....2 00 1,000, any one denom.....3 00 2,000, any one denom.....5 00 Steel punch.....75 Coupon Pass Books Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1,000 books.....17 50 CREAM TARTAR 5 and 10 lb. wooden boxes.....30 Bulk in sacks.....29 DRIED FRUITS—Domestic Apples Sundried.....@ 6 1/2 Evaporated, 50 lb. boxes.....@ 9 California Fruits Apricots.....@ 15 Blackberries.....@ 15 Nectarines.....@ 15 Peaches.....10 @ 11 Pears.....7 1/2 Pitted Cherries.....7 1/2 Prunelles.....7 1/2 Raspberries.....7 1/2 California Prunes 100-120 25 lb. boxes.....@ 3 1/2 90-100 25 lb. boxes.....@ 4 1/2 80-90 25 lb. boxes.....@ 5 1/2 70-80 25 lb. boxes.....@ 6 1/2 60-70 25 lb. boxes.....@ 7 1/2 50-60 25 lb. boxes.....@ 8 1/2 30-40 25 lb. boxes.....@ 9 1/2 1/2 cent less in 50 lb. cases Raisins London Layers 2 Crown.....11 London Layers 3 Crown.....12 Cluster 4 Crown.....11 Loose Muscatels 2 Crown.....7 1/2 Loose Muscatels 3 Crown.....8 L. M., Seeded, choice.....9 1/2 L. M., Seeded, fancy.....10 DRIED FRUITS—Foreign Citron Leghorn.....11 Corsican.....12 Currents Patras, bbls.....6 1/4 Cleaned, bulk.....7 Cleaned, packages.....7 1/2 Peel Citron American 19 lb. bx.....13 Lemon American 10 lb. bx.....10 1/2 Orange American 10 lb. bx.....10 1/2 Raisins Sultana 1 Crown.....75 Sultana 2 Crown.....75 Sultana 3 Crown.....75 Sultana 4 Crown.....75 Sultana 5 Crown.....75 Sultana 6 Crown.....75 Sultana package.....75 FARINACEOUS GOODS Beans Dried Lima.....1 35 Medium Hand Picked 1 75@1 85 Brown Holland.....1 35 Cereals Cream of Cereal.....90 Grain-O, small.....1 35 Grain-O, large.....2 25 Grape Nuts.....1 35 Postum Cereal, small.....1 35 Postum Cereal, large.....2 25 Farina 24 1 lb. packages.....1 25 Bulk, per 100 lbs.....3 00	Grits Walsh-DeRoo Co.'s Brand.  24 2 lb. packages.....1 80 100 lb. kegs.....2 70 200 lb. barrels.....5 10 Hominy Barrels.....2 50 Flake, 50 lb. drums.....1 00 Maccaroni and Vermicelli Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley Common.....1 75 Chester.....2 25 Empire.....2 50 Peas Green, Wisconsin, bu.....1 25 Green, Scotch, bu.....1 30 Split, bu.....2 50 Rolled Oats Rolled Avena, bbl.....4 75 Monarch, bbl.....4 40 Monarch, 1/2 bbl.....2 38 Monarch, 90 lb. sacks.....2 10 Quaker, cases.....3 20 Huron, cases.....2 00 Sago German.....4 East India.....3 1/2 Salus Breakfast Food 36 two pound packages.....3 60 18 two pound packages.....1 85 F. A. McKenzie, Quincy, Mich. Tapioa Flake.....5 Pearl.....4 1/2 Pearl, 24 1 lb. packages.....6 1/2 Wheat Cracked, bulk.....3 1/2 24 2 lb. packages.....2 50 FLAVORING EXTRACTS  Jennings' D. C. Vanilla.....D. C. Lemon 2 oz. 1 20.....2 oz. 75 3 oz. 1 50.....3 oz. 1 00 4 oz. 2 00.....4 oz. 1 40 6 oz. 3 00.....6 oz. 2 00 No. 8.....4 00 No. 10.....6 00 No. 2 T.....1 25 No. 3 T.....2 00 No. 4 T.....2 40 Northrop Brand Lem. Van. 2 oz. Taper Panel.....75 1 20 2 oz. Oval.....75 1 20 3 oz. Taper Panel.....1 35 2 00 4 oz. Taper Panel.....1 60 2 25 Perrigo's Van. Lem. doz. doz. XXX, 2 oz. obert.....1 25 75 XXX, 4 oz. taper.....2 25 75 XX, 2 oz. obert.....1 00 75 No. 2, 2 oz. obert.....75 75 XXX D D pchr, 6 oz.....2 25 XXX D D pchr, 4 oz.....1 75 K. P. pitcher, 6 oz.....2 25 FLY PAPER Perrigo's Lightning, gro.....2 50 Petrolatum, per doz.....75 GUNPOWDER Rifle—Dupont's Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18 Choke Bore—Dupont's Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 Eagle Duck—Dupont's Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45	HERBS Sage.....15 Hops.....15 INDIGO Madras, 5 lb. boxes.....55 S. F., 2, 3 and 5 lb. boxes.....50 JELLY 15 lb. pails.....35 30 lb. pails.....62 LICORICE Pure.....30 Calabria.....25 Sicily.....14 Root.....10 LYE Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 MATCHES Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 50 No. 2 Home.....1 30 Export Parlor.....4 00 Wolverine.....1 50 MOLASSES New Orleans Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25@35 Half-barrels 2c extra MUSTARD Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 PICKLES Medium Barrels, 1,200 count.....5 75 Half bbls, 600 count.....3 38 Small Barrels, 2,400 count.....6 75 Half bbls, 1,200 count.....3 88 PIPES Clay, No. 216.....1 70 Clay, T. D., full count.....65 Cob, No. 3.....85 POTASH 48 cans in case.....4 00 Penna Salt Co.'s.....3 00 RICE Domestic Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/4 Imported. Japan, No. 1.....5 1/2@6 Japan, No. 2.....4 1/2@5 Java, fancy head.....5 @5 1/2 Java, No. 1.....5 @ Table.....@ SALEBRATUS Packed 60 lbs. in box. Church's Arm and Hammer.....3 15 Deland's.....3 00 Dwight's Cow.....3 15 Emblem.....3 50 L. P.....3 00 Sodio.....3 15 Wyandotte, 100 1/4s.....3 00 SAL SODA Granulated, bbls.....80 Granulated, 100 lb. cases.....85 Lump, bbls.....75 Lump, 145 lb. kegs.....80 SALT Diamond Crystal Table, cases, 24 3 lb. boxes.....1 50 Table, barrels, 100 3 lb. bags.....2 75 Table, barrels, 40 7 lb. bags.....2 40 Butter, barrels, 280 lb. bulk.....2 25 Butter, barrels, 20 14 lb. bags.....2 50 Butter, sacks, 28 lbs.....25 Butter, sacks, 56 lbs.....55 Common Grades 100 3 lb. sacks.....1 80 60 5 lb. sacks.....1 65 28 10 lb. sacks.....1 50 Warsaw 56 lb. dairy in drill bags.....30 28 lb. dairy in drill bags.....15 Ashton 56 lb. dairy in linen sacks.....60 Higgins 56 lb. dairy in linen sacks.....60 Solar Rock 56 lb. sacks.....22 Common Granulated Fine.....7 1/2 Medium Fine.....8 1/2
---	---	---	---	--	---

SALT FISH

Cod

Georges cured.....	@ 5
Georges genuine.....	@ 5 1/2
Georges selected.....	@ 6
Strips or bricks.....	@ 6 9

Halibut.

Strips.....	14
Chunks.....	15

Herring

Holland white hoops, bbl.	7 75
Holland white hoop, keg.	1 05
Norwegian.....	1 05
Round 100 lbs.....	3 75
Round 40 lbs.....	1 65
Sealed.....	15

Mackerel

Mess 100 lbs.....	15 00
Mess 40 lbs.....	6 30
Mess 10 lbs.....	1 65
Mess 8 lbs.....	1 35
No. 1 100 lbs.....	13 25
No. 1 40 lbs.....	4 48
No. 1 10 lbs.....	1 48
No. 1 8 lbs.....	1 20
No. 2 100 lbs.....	11 50
No. 2 40 lbs.....	4 90
No. 2 10 lbs.....	1 30
No. 2 8 lbs.....	1 07

Trout

No. 1 100 lbs.....	7 00
No. 1 40 lbs.....	3 10
No. 1 10 lbs.....	85
No. 1 8 lbs.....	71

Whitefish

No. 1 100 lbs.....	7 00
No. 1 40 lbs.....	3 10
No. 1 10 lbs.....	85
No. 1 8 lbs.....	71

SEEDS

Anise.....	9
Canary, Smyrna.....	4
Caraway.....	8
Cardamon, Malabar.....	60
Celery.....	10
Hemp, Russian.....	4 1/2
Mixed Bird.....	4 1/2
Mustard, white.....	5
Poppy.....	10
Rape.....	4 1/2
Cuttle Bone.....	15

SNUFF

Seotch, in bladders.....	37
Maccaboy, in jars.....	35
French Rappee, in jars.....	45

SOAP

JAXON

Single box.....	2 85
5 box lots, delivered.....	2 80
10 box lots, delivered.....	2 75

JAS. S. KIRK & CO.'S BRANDS

American Family, wrp'd.....	2 66
Dome.....	2 75
Cabinet.....	2 20
Saxon.....	2 50
White Russian.....	2 35
White Cloud, laundry.....	6 25
White Cloud, toilet.....	3 50
Dusky Diamond, 50 8 oz.....	2 10
Dusky Diamond, 50 8 oz.....	3 00
Blue India, 100 1/2 lb.....	3 00
Kirkline.....	3 50
Eos.....	2 50

Scouring

Sapolio, kitchen, 3 doz.....	2 40
Sapolio, hand, 3 doz.....	2 40

SODA

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

SPICES

Whole Sifted

Allspice.....	10
Cassia, China in mats.....	12
Cassia, Batavia, in bund.....	25
Cassia, Saigon, in rolls.....	32
Cloves, Amboyana.....	14
Cloves, Zanzibar.....	12
Mace, Batavia.....	55
Nutmegs, fancy.....	60
Nutmegs, No. 1.....	50
Nutmegs, No. 2.....	45
Pepper, Singapore, black.....	13
Pepper, Singapore, white.....	15
Pepper, shot.....	15

Pure Ground in Bulk

Allspice.....	14
Cassia, Batavia.....	30
Cassia, Saigon.....	40
Cloves, African.....	14
Ginger, Cochlin.....	18
Ginger, Jamaica.....	23
Mace, Batavia.....	65
Mustard.....	18
Nutmegs.....	50
Pepper, Singapore, black.....	15
Pepper, Singapore, white.....	22
Pepper, Cayenne.....	15

STOVE POLISH



No. 4, 3 doz. in case, gross.....	4 50
No. 6, 3 doz. in case, gross.....	7 20

STARCH



Kingsford's Corn

Kingsford's Silver Gloss

Diamond

Common Corn

Common Gloss

SYRUPS

Pure Cane

SUGAR

Below are given New York

prices on sugars, to which the

wholesale dealer adds the local

freight from New York to your

shipping point, giving you credit

on the invoice for the amount

of freight buyer pays from the

market in which he purchases

to his shipping point, including

20 pounds for the weight of the

barrel.

Domino.....
Cut Leaf.....	5 56
Crushed.....	5 69
Powdered.....	5 25
XXXX Powdered.....	5 31
Cubes.....	5 31
Standard Granulated.....	5 19
Standard Fine Granulated.....	5 19
Above Granulated in 5.....	5 25
lb. bags.....	5 25
Above Granulated in 2.....	5 25
lb. bags.....	5 25
Extra Fine Granulated.....	5 31
Extra Coarse Granulated.....	5 31
Mould A.....	5 44
Diamond Confee. A.....	5 19
Confee. Standard A.....	4 69
No. 1.....	4 69
No. 2.....	4 69
No. 3.....	4 63
No. 4.....	4 56
No. 5.....	4 50
No. 6.....	4 44
No. 7.....	4 38
No. 8.....	4 31
No. 9.....	4 19
No. 10.....	4 06
No. 11.....	4 00
No. 12.....	4 00
No. 13.....	3 94
No. 14.....	3 94
No. 15.....	3 94
No. 16.....	3 94

TABLE SAUCES

LEA & PERRIN'S SAUCE

The Original and

Genuine

Worcestershire.

Lea & Perrin's, large.....
Lea & Perrin's, small.....	2 50
Halford, large.....	3 75
Halford, small.....	2 25
Salad Dressing, large.....	4 55
Salad Dressing, small.....	2 75

VINEGAR

Malt White Wine, 40 grain.....
Malt White Wine, 80 grain.....	11
Pure Cider, Red Star.....	12
Pure Cider, Robinson.....	12
Pure Cider, Silver.....	13 1/2

WASHING POWDER

Kirk's Eos.....
Wisdom.....	3 75
Roseline.....	3 25
Nine O'clock.....	3 50
Babbitt's 1876.....	2 50
Gold Dust.....	4 25
Johnson's.....	3 50
Swift's.....	2 88
Rub-No-More.....	3 50
Pearline, 100 lbs.....	2 85
Pearline, 35 lbs.....	2 35
Snow Boy.....	3 90
Liberty.....	3 90

WICKING

No. 0, per gross.....
No. 1, per gross.....	25
No. 2, per gross.....	35
No. 3, per gross.....	55

WOODENWARE

Baskets

Bushels.....
Bushels, wide band.....	1 10
Market.....	30
Willow Clothes, large.....	6 50
Willow Clothes, medium.....	5 75
Willow Clothes, small.....	5 25

Butter Plates

No. 1 Oval, 250 in crate.....	1 80
No. 2 Oval, 250 in crate.....	2 00
No. 3 Oval, 250 in crate.....	2 20
No. 5 Oval, 250 in crate.....	2 60

Clothes Pins

Boxes, gross boxes.....	40
-------------------------	----

Mop Sticks

Trojan spring.....	9 00
Eclipse patent spring.....	9 00
No. 1 common.....	8 00
No. 2 patent brush holder.....	9 00
12 lb. cotton mop heads.....	1 25

Pails

2-hoop Standard.....	1 35
3-hoop Standard.....	1 50
2-wire, Cable.....	1 35
3-wire, Cable.....	1 60
Cedar, all red, brass bound.....	1 25
Paper, Eureka.....	2 25
Fibre.....	2 25

Tubs

20-inch, Standard, No. 1.....	7 00
18-inch, Standard, No. 2.....	6 00
16-inch, Standard, No. 3.....	5 00
20-inch, Dowell, No. 1.....	3 25
18-inch, Dowell, No. 2.....	3 25
16-inch, Dowell, No. 3.....	3 25
No. 1 Fibre.....	9 00
No. 2 Fibre.....	7 50
No. 3 Fibre.....	6 75

Wash Boards

Bronze Globe.....	2 50
Double Acme.....	1 75
Double Peerless.....	2 25
Single Acme.....	2 25
Double Peerless.....	3 00
Single Peerless.....	2 25
Northern Queen.....	2 25
Good Duplex.....	3 00
Good Luck.....	2 75
Universal.....	2 25

Wood Bowls

11 in. Butter.....	75
13 in. Butter.....	1 00
15 in. Butter.....	1 60
17 in. Butter.....	2 00
19 in. Butter.....	2 50

YEAST CAKE

Yeast Foam, 1 1/2 doz.....	50
Yeast Foam, 3 doz.....	1 00
Yeast Cream, 3 doz.....	1 00
Magic Yeast 5c, 3 doz.....	1 00
Sunlight Yeast, 3 doz.....	1 00
Warner's Safe, 3 doz.....	1 00

Provisions

Barreled Pork

Mess.....	@ 10 00
Back.....	10 50
Short back.....	@ 11 25
Pig.....	@ 11 00
Bean.....	@ 9 50
Family.....	@ 11 50

Dry Salt Meats

Belilles.....	6 1/2
Briskets.....	6 1/4
Extra shorts.....	5 1/4

Smoked Meats

Hams, 12 lb. average.....	@ 11
Hams, 14 lb. average.....	@ 10 1/2
Hams, 16 lb. average.....	@ 10 1/4
Hams, 20 lb. average.....	@ 10 1/4
Ham dried beef.....	@ 15 1/2
Shoulders (N. Y. cut).....	@ 7
Bacon, clear.....	7 1/2 @ 8 1/2
California hams.....	@ 7
Boneless hams.....	@ 9
Cooked ham.....	10 @ 15

Lards-In Tierces

Compound.....	5 1/2
Kettle.....	7
55 lb. Tubs, advance.....	3 1/2
80 lb. Tubs, advance.....	3 1/2
50 lb. Tins, advance.....	3 1/2
20 lb. Pails, advance.....	3 1/2
10 lb. Pails, advance.....	3 1/2
5 lb. Pails, advance.....	1
3 lb. Pails, advance.....	1 1/2

Sausages

Bologna.....	6 1/2
Liver.....	7
Frankfort.....	8 1/2
Pork.....	7 1/2
Blood.....	6 1/2
Tongue.....	9
Headcheese.....	7

Beef

Extra Mess.....	10 00
Boneless.....	12 00
Rump.....	11 75

Pigs' Feet

Kits, 15 lbs.....	75
1/4 bbls., 40 lbs.....	1 50
1/4 bbls., 80 lbs.....	2 70

Tripe

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

Casings

Pork.....	20
Beef rounds.....	@ 9 1/2
Beef middles.....	@ 8 1/2
Sheep.....	60

Butterine

Rolls, dairy.....	12 1/2
Solid, dairy.....	12
Rolls, creamery.....	16 1/2
Solid, creamery.....	16

Canned Meats

Corned beef, 2 lb.....	2 25
Corned beef, 14 lb.....	16 00
Roast beef, 2 lb.....	2 25
Potted ham, 1/4s.....	50
Potted ham, 1/2s.....	50
Deviled ham, 1/4s.....	50
Deviled ham, 1/2s.....	50
Potted tongue, 1/4s.....	50
Potted tongue, 1/2s.....	50

Grains and Feedstuffs

Wheat

Winter Wheat Flour

Local Brands

Patents

Second Patent

Straight

Clear

Buckwheat

Rye

Subject to usual cash dis-

Flour in bbls., 25c per bbl. ad-

ditional.

Ball-Barnhart-Putman's Brand

Daisy 1/4s.....
| Daisy 1/2s..... | 3 60 |
| Daisy 3/4s..... | 3 60 |

Worden Grocer Co.'s Brand

Quaker 1/4s.....
| Quaker 1/2s..... | 3 60 |
| Quaker 3/4s..... | 3 60 |

Spring Wheat Flour

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

Pillsbury's Best 1/4s.....
Pillsbury's Best 1/2s.....	4 35
Pillsbury's Best 3/4s.....	4 25
Pillsbury's Best 1/4s paper.....	4 25
Pillsbury's Best 1/2s paper.....	4 25

Ball-Barnhart-Putman's Brand

Duluth Imperial 1/4s.....
| Duluth Imperial 1/2s..... | 4 50 |
| Duluth Imperial 3/4s..... | 4 30 |

Lemon & Wheeler Co.'s Brand

Gold Medal 1/4s.....
Gold Medal 1/2s.....	4 35
Gold Medal 3/4s.....	4 25
Parisian 1/4s.....	4 45
Parisian 1/2s.....	4 35
Parisian 3/4s.....	4 25

Olney & Judson's Brand

Ceresota 1/4s.....
Ceresota 1/2s.....	4 50
Ceresota 3/4s.....	4 40
Ceresota 1/4s.....	4 30

Hardware

Natural Cause For Delay.

Complaint is being made by the hardware jobbing trade that the manufacturers are not treating them with a fair degree of liberality in all cases. This has particular reference to shipments and the delay in making them, this delay, as stated, being not always caused by an actual inability of being more prompt, but because of a favoritism shown to buyers who are paying higher prices for goods than attach to contracts made earlier in the year, or before the present high values received their first impetus. The same condition is found in other lines, where buyers are offering a premium for quick delivery and are having their orders filled at a consequent expense in time and possible profit for those whose contracts are of an earlier date and at lower figures.

This is a decidedly unusual if not unique condition, and the complaint against the manufacturers is claimed to be justified by circumstances. But the latter have also a complaint against the jobbers. They say the latter have been in the habit of placing uncertain orders and not specifying exact amounts, but always insisting on a liberal construction of contracts, often cancelling orders when these are not likely to prove profitable, and that they are now insisting on prompt deliveries at a time when promptness is difficult if not impossible, while also managing to forget or ignore the courtesy and consideration shown them on previous occasions when conditions were different. In the meantime, retailers are disposed to protest against the seeming slowness on the part of the middle men, so that the latter are practically placed between two fires.

It should be noted, however, that no cases have been reported where any severance of business relations has been occasioned by the delay and the resulting friction. Every one in the trade seems to have an understanding of the situation and to comprehend why it is that pressing activity is a reason for delay. Of course, it is sometimes trying to keep one customer waiting when the fault can be traced elsewhere, but, as was well shown in an interview published last week, the manufacturers have been obliged to wait on their own account for basic material, and ore miners and shippers have been hampered by physical conditions over which they had no control. So, after all, the fault can be traced to natural causes and to that characteristic of human nature which induces every one in business to do the best he can for those interests which he represents. Business interest is not always supreme selfishness, however close to this it may seem to be at times, and its exercise is as necessary as is business itself.—Stoves and Hardware Reporter.

Scrap Metal Philosophy.

What has become of all the scrap metal that must have accumulated in recent years? It seems to have disappeared to a very considerable extent, as it is difficult to find and when found it commands an almost fancy price. Scrap iron is in especially strong demand and in many sections where it has hitherto gone to waste a very good business is being done by the handlers, although they can not buy all they want, as a rule. Since 1892, and up until a few months ago, scrap metals were comparatively worthless and in many cases were given away, but it is evident now that the dealer who collected scrap in

those years and held it for the present advance would now make a most excellent profit on his investment.

In some instances, scrap metal is commanding a better price than did new material a year ago. Pig iron sold in October, 1898, as low as \$9.50 a ton for gray forge, while scrap now brings seventy-five cents a hundred pounds, or \$15 a short ton. The same proportion is not maintained with other metals, although the advances in price have ranged from twenty-five to nearly one hundred per cent., while old lead sells at \$4 as against about \$4.50 for pig. Pewter is worth double what it was a year ago. The demand is the natural cause for this increase of value in material that many people have regarded as fit only for the dump pile, and the scarcity of supply just now is but one additional evidence of a carelessness that could easily have been avoided.

This experience in scrap is an example of the value of small economies. The story is told of a woman who called on a manufacturer known for his penurious habits. She was soliciting subscriptions in aid of a charitable institution, but was somewhat disheartened when she heard the manufacturer berate a clerk for using too much string in tying up a sample package. But she told her tale and was rewarded with a good-sized check. The woman's curiosity overcame a natural courtesy and she asked why he was so liberal in charity and so stingy with his string. The reply was a lesson in itself:

"If I didn't save in small matters I couldn't be liberal with large ones."

The value of small economies is greater than appears in any one instance. It would have paid to accumulate scrap metal, and it pays to be economical about the store. Many things now wasted could be saved by careful but not parsimonious management. Littleness, as such, never does pay in management, any more than meanness or deception. Conservative liberality exercised on and in the store will bring a better profit than stinginess. But it is not stinginess to save on small items, nor is it an evidence of a too saving disposition to look after matters of minor detail when they are a necessary part of the entire system of management. Very few people care to be called close, but most of us rather prefer to have it said that we are saving and that we endeavor through smaller economies to make the larger ones less imperative.

Advance in Stove Prices.

At a meeting of the Western Association of Stove Manufacturers, held at the Auditorium Hotel in Chicago on October 10, it was decided by the Association and by the delegates there present to advance the price of stoves 5 per cent. at once, terms to be sixty days, with 2 per cent. off for cash in ten days. About forty firms and companies were represented, including delegates from all the different local associations west of Pennsylvania.

The delegates generally arrived in Chicago in time to enjoy the Fall Festival exercises, and left with a vivid mental picture of how Chicago entertains and celebrates. Two sessions of the Association were held—one in the morning and the other in the afternoon.

Stoves and Hardware Reporter: The traveling salesman is not going out of business. He is too valuable an adjunct to commercial success to be bundled away on the back shelf while other means of obtaining his one-time trade are experimented with by the employers. His services may not be in such active demand as formerly, simply because the mail order business has reached such large proportions that he is not needed so generally on the road, but his temporary retirement will be followed by a period of personal activity in which he will demonstrate to both sellers and buyers that he is a necessary factor in commercial development. The traveler is like the advertisement: The full value of both is not thoroughly appreciated until they are not found in their accustomed places.

More to Choose From

We carry the biggest and best assorted line of

ROBES AND BLANKETS

in the State. You cannot secure a fast selling stock without getting acquainted with the prices and number of our plush robes, fur robes, all wool blankets. A letter, telegram, or telephone message gets an immediate reply and a prompt shipment.

BROWN & SEHLER, Grand Rapids, Mich.

The Grand Rapids Paper Box Co.

Manufacture

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

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



If in need of

**Air Tight
Heaters,
Car Stoves,
Stove Pipe**

or other fall goods,
we would be pleased
to hear from you and
can make you right
prices.

Wm. Brummeler & Sons,
260 South Ionia Street,
Grand Rapids, Mich.



**Air
Tight
Stoves**

Write
for
Price
List.

**FOSTER,
STEVENS,
& CO.,**
GRAND RAPIDS.

Why the Traveling Man's Ardor Froze.

Written for the Tradesman.

Sullivan had held the position of buyer in the glove department for upward of sixteen years. It is not at all surprising that he had come to regard himself as a fixture. His long service had made him thoroughly acquainted with the trade and also with a great many traveling men in his line. It was, therefore, a great surprise to him when he was notified that after a certain date his services would no longer be required.

Two weeks before that date, however, his successor was brought in and given full charge of the department. This seemed like adding insult to injury; but Sullivan could not afford to be independent as he had a large family to care for, while his bank account was small.

It was upon the last day of Sullivan's service that a New York drummer arrived in town. He made his appearance in the store unaware of the fact that a change had been made in the management of the glove department. Seeing Sullivan behind the counter he greeted him with, "Hello, Sully, old boy, how are you anyway?"

"Oh, pretty well, thank you, Mr. Glover. How are you? I'm glad to see you."

"Thanks, Sully, thanks. How's business?"

"Fair to middling. How have you found it so far this trip?"

"Never better, Sully. I've done the business of my life on this trip. Gloves are a booming, I tell you—Say! old man, any fun going on in 'the old town' these days? What's on at the theaters just now?"

"Why, let me see—'Brown's in Town' is being played at the Tabor and the Bostonians are singing grand opera at the Broadway."

"You don't say! The Bostonians, hey? Well, they're fine. I'll tell you what, Sully, I'll get a couple of seats for to-night and we'll take that in. Now don't begin to make excuses, for I won't listen to them—How's your stock in my line? I suppose you're sold out of a good many sizes by this time?"

"Yes, we are getting a little short on a few of the sizes; but you know I'm not doing the buying here now. This is my last day here. I'm looking for a position."

"You don't say! What's gone wrong? I thought you were here for life."

"I had begun to think so myself, but it seems I was mistaken."

"Yes, one can never tell what's going to happen. Who did you say was doing the buying now?"

"I didn't say; but I'll introduce you to him, if you wish, as soon as he gets through talking with the manager yonder. It may not help you in securing an order, however."

"That's so, I hadn't thought of that. I guess I won't try to see him to-day. Your store looks fine. Seems to me they have been making quite a number of changes and improvements."

"Oh, yes, quite a number of changes—sudden changes, in fact. I suppose they are regarded as improvements, otherwise they wouldn't be made."

"No, of course not.—Beastly weather, isn't it? This confounded wind that you're always having is enough to drive a man to drink. The dust on the streets is blinding."

"It does blow here once in a while; but we get used to it."

"Yes, I suppose you do. Well, Mr. Sullivan, I'll have to be going now."

There are several fellows whom I've got to see to-day yet. I'll more than likely see you again before I leave town."

He did not see the ex-buyer again before he left town, nor did the ex-buyer see the Bostonians at the drummer's expense. What was the use? Orders were not to be got from a buyer out of a position.

Sullivan's feelings were hurt, no doubt; but it is to be hoped that he learned this lesson, that business and friendship should be distinctly separate accounts.

Mac Allan.

Entirely Too Smart.

It is related of a traveling salesman that he offered to a retailer a certain line of goods at the then market price, but was confronted with a copy of a trade journal in which the same goods were quoted at a lower figure. Rather than run the risk of missing a sale, and accepting the quotation as correct, the traveler made the sale at the lower figure and was immediately notified of the error by his employers, who nevertheless completed the contract as he made it. Later developments, however, showed that the retailer had produced an earlier copy of the trade journal in question and that the quotation there given was lower than that in force at the time of sale, a very material circumstance which had escaped the eye of the salesman. He did not notice the date of publication and the dealer failed to mention it.

This was a smart trick. It enabled the dealer to obtain goods at a lower price than the prevailing price by methods which are not accepted by business men generally. But it was too smart. It is of the kind that reacts on the player. Such tricks never pay. They may establish a temporary advantage, but this is lost when the principles back of them—or, rather, the lack of principle—are discovered by those with whom the trickster deals. It is very probable, if the name of the dealer referred to was given, as it could be, and if the full details of the transaction were published, that none of the manufacturers and jobbers would offer him their goods excepting at prohibitive prices. Such people are worth avoiding, and it is a fortunate thing that there are so few of them in the stove and hardware lines.

The Pinch of the Shoe.

The great advances in prices, all things considered, have not inconvenienced the retail trade to the extent which might have been expected. They have, however, had a tendency to make the tradesman sell at old prices, where the stock held was large; but to my mind, says an exchange writer, despite the fact that we live in an age of small profits and quick returns, they make a most serious and grievous error by "giving the show away." The dealer who does so is gaining a temporary advantage, probably, over his competitors; but what about the future, when he wants to replenish his stock? It is then that the "shoe will pinch." This suicidal policy is still carried on largely by many tradesmen, in the hope that when they buy again the markets will have returned to their normal condition; but they won't—at least for some time—and at present the tendency is upward. The better policy would be to make an increased percentage upon the stock held, and thus reap a benefit not always obtainable.

The toper swears off occasionally, but the spring poet—never.

Hardware Price Current

Augurs and Bits			
Snell's	70		
Jennings' genuine	25&10		
Jennings' imitation	60		
Axes			
First Quality, S. B. Bronze	6 50		
First Quality, D. B. Bronze	10 00		
First Quality, S. B. S. Steel	7 75		
First Quality, D. B. Steel	11 50		
Barrows			
Railroad	14 00		
Garden	30 00		
Bolts			
Stove	60		
Carriage, new list	50		
Plow	50		
Buckets			
Well, plain	\$3 50		
Butts, Cast			
Cast Loose Pin, figured	70		
Wrought Narrow	60		
Cartridges			
Rim Fire	40&10		
Central Fire	20		
Chain			
Com.	7 1/2 c.	6 1/2 c.	6 c.
BB	8 1/2 c.	7 1/2 c.	6 1/2 c.
BBB	9 1/2 c.	8 c.	7 1/2 c.
Crowbars			
Cast Steel, per lb.	6		
Caps			
Ely's 1-10, per m.	65		
Hick's C. F., per m.	55		
G. D., per m.	45		
Musket, per m.	75		
Chisels			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
Elbows			
Com. 4 piece, 6 in., per doz.	net 65		
Corrugated, per doz.	1 25		
Adjustable	40&10		
Expansive Bits			
Clark's small, \$18; large, \$26	30&10		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
Files—New List			
New American	70&10		
Nicholson's	70		
Heller's Horse Rasps	60&10		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28		
List 12 13 14 15 16	17		
Discount, 65			
Gas Pipe			
Black or Galvanized	40&10		
Gauges			
Stanley Rule and Level Co.'s	60&10		
Glass			
Single Strength, by box	80&10		
Double Strength, by box	80&10		
By the Light	80		
Hammers			
Maydole & Co.'s, new list	dis 33 1/2		
Yerkes & Plumb's	dis 40&10		
Mason's Solid Cast Steel	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3	dis 60&10		
Hollow Ware			
Pots	50&10		
Kettles	50&10		
Spiders	50&10		
Horse Nails			
Au Sable	dis 40&10		
Putnam	dis 5		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japanned Tinware	20&10		
Iron			
Bar Iron	3 c rates		
Light Band	3 1/2 c rates		
Knobs—New List			
Door, mineral, jap. trimmings	85		
Door, porcelain, jap. trimmings	1 00		
Lanterns			
Regular 0 Tubular, Doz.	5 00		
Warren, Galvanized Fount	6 00		
Levels			
Stanley Rule and Level Co.'s	dis 70		
Mattocks			
Adze Eye	\$17 00 dis 60		
Metals—Zinc			
600 pound casks	9		
Per pound	9 1/2		
Miscellaneous			
Bird Cages	40		
Pumps, Cistern	70		
Screws, New List	80		
Casters, Bed and Plate	50&10&10		
Dampers, American	50		
Molasses Gates			
Stebbins' Pattern	60&10		
Enterprise, self-measuring	30		
Pans			
Fry, Acme	60&10&10		
Common, polished	70&5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27	10 20		
"B" Wood's patent planished, Nos. 25 to 27	9 20		
Broken packages 1/4 per pound extra			
Planes			
Ohio Tool Co.'s, fancy	50		
Setola Bench	60		
Sandusky Tool Co.'s, fancy	50		
Bench, first quality	50		
Nails			
Advance over base, on both Steel and Wire.			
Steel nails, base	3 25		
Wire nails, base	3 35		
20 to 60 advance	Base		
10 to 16 advance	05		
8 advance	10		
6 advance	20		
4 advance	30		
3 advance	45		
2 advance	70		
Fine 3 advance	50		
Casing 10 advance	15		
Casing 8 advance	25		
Casing 6 advance	35		
Finish 8 advance	25		
Finish 6 advance	45		
Barrel 1/2 advance	85		
Rivets			
Iron and Tinned	50		
Copper Rivets and Burs	45		
Roofing Plates			
14x20 IC, Charcoal, Dean	6 50		
14x20 IX, Charcoal, Dean	7 50		
20x28 IC, Charcoal, Dean	13 00		
14x20 IC, Charcoal, Alloway Grade	5 50		
14x20 IX, Charcoal, Alloway Grade	6 50		
20x28 IC, Charcoal, Alloway Grade	11 00		
20x28 IX, Charcoal, Alloway Grade	13 00		
Ropes			
Sisal, 1/2 inch and larger	11 1/2		
Manilla	15		
Sand Paper			
List acct. 19, '86	dis 50		
Sash Weights			
Solid Eyes, per ton	20 00		
Sheet Iron			
Nos. 10 to 14	com. smooth. com.		
Nos. 15 to 17	\$3 20 3 00		
Nos. 18 to 21	3 30 3 20		
Nos. 22 to 24	3 40 3 30		
Nos. 25 to 26	3 50 3 40		
No. 27	3 60 3 50		
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.			
Shells—Loaded			
Loaded with Black Powder	dis 40		
Loaded with Nitro Powder	dis 40&10		
Shot			
Drop	1 45		
B B and Buck	1 70		
Shovels and Spades			
First Grade, Doz	8 60		
Second Grade, Doz	8 10		
Soldier			
1/2 00 1/2	20		
The prices of the many other qualities of soldier in the market indicated by private brands vary according to composition.			
Squares			
Steel and Iron	65		
Tin—Melyn Grade			
10x14 IC, Charcoal	\$ 8 50		
14x20 IC, Charcoal	8 50		
20x14 IX, Charcoal	9 75		
Each additional X on this grade, \$1.25.			
Tin—Alloway Grade			
10x14 IC, Charcoal	7 00		
14x20 IC, Charcoal	7 00		
10x14 IX, Charcoal	8 50		
14x20 IX, Charcoal	8 50		
Each additional X on this grade, \$1.50			
Boiler Size Tin Plate			
14x56 IX, for No. 8 Boilers, 1 per pound..	10		
14x56 IX, for No. 9 Boilers, 1 per pound..			
Traps			
Steel, Game	75&10		
Oneida Community, Newhouse's	50		
Oneida Community, Hawley & Norton's	70&10		
Mouse, choker, per doz.	15		
Mouse, delusion, per doz.	1 25		
Wire			
Bright Market	60		
Annealed Market	60		
Coppered Market	50&10		
Tinned Market	50&10		
Coppered Spring Steel	40		
Barbed Fence, Galvanized	4 00		
Barbed Fence, Painted	3 85		
Wire Goods			
Bright	75		
Screw Eyes	75		
Hooks	75		
Gate Hooks and Eyes	75		
Wrenches			
Baxter's Adjustable, Nickled	30		
Coe's Genuine	30&10		
Coe's Patent Agricultural, Wrought	70&10		

MUSKEGON

AND RETURN

Every Sunday

VIA

G. R. & I.

Train leaves Union Station at 9.15 a. m.
Bridge Street 9.22 a. m.
Returning leaves Muskegon 5.30 p. m.

50 cents

The Produce Market.

Apples—Winter fruit is meeting with ready sale on the basis of \$2.25 per bbl. for choice, \$2.50 for fancy and \$2.75 for extra fancy.

Beans—The market continues to advance, local handlers meeting with no difficulty in obtaining \$1.75@1.85 per bu. for city picked pea or medium. The activity of buyers is believed to be stimulated by the short crop reports in the West, and the speculative interest that has been developed largely through these reports. According to conservative estimates, based on these reports, the 1899 crop will not be, in spite of a slightly larger area planted, more than 2,700,000 bushels, against 3,200,000 bushels last year. The Eastern crop grown chiefly in New York State and Maine, will not be, owing to the protracted drought early in the season, so large as that of 1898. In some quarters estimates have been made placing the output at 15 per cent. less than last year. The Michigan crop is said to be only about 65 per cent. of the yield in 1898, while that of California shows a shortage of from 10 to 25 per cent. There are only four states that make a specialty of growing beans in a large way, although the product is grown in greater or smaller quantities in all states. The annual crop of the country is 3,000,000 bushels, varying but little each year. This includes navy, pea, and lima beans, the last named variety being grown largely in California. Field beans are shown most favor in New York State, the farmers there being credited with about one-third the annual crop, holding first place for many years, with California second, Michigan third and Maine fourth. While the crop is thus popular in only a few states, the fact remains that not enough beans are produced in this country to supply home requirements, the imports in the aggregate exceeding the exports. During the past three years, however, the exports were in excess of the imports, inducing the belief that with a little encouragement a considerable business may yet be done in the export field.

Beets—\$1 per 3 bu. bbl.

Butter—Receipts of dairy grades have been very meager during the past week. The demand is falling off, owing to the amount of butterine now being sold by the retail dealers. The price holds up well, extra fancy commanding 20c, fancy fetching 18c and choice bringing 16c. Factory creamery is strong at 22c.

Cabbage—35@40c per doz.

Carrots—\$1 per 3 bu. bbl.

Celery—12@15c per doz. bunches.

Cranberries—Cape Cod stock is meeting with ready sale on the basis of \$6 per bbl.

Dressed Poultry—Spring chickens are in good demand at 10c. Fowls are in fair demand at 9c. Ducks command 10c for spring and 8c for old. Geese are beginning to come in and find a market on the basis of 8c. Turkeys are in good demand at 11c for spring and 10c for old.

Eggs—Dealers pay 16c for fresh stock, holding candled stock at 17c and cold storage at 16c.

Game—Mallard ducks are in fair demand and ample supply at \$4 per doz. Teal ducks are higher, readily commanding \$2.50@2.75 per doz. Common ducks fetch \$1.50@2. Snipes will be taken in after Oct. 20, and snipes opening at 75c per doz. and yellow-legged \$1.50 per doz.

Grapes—Home grown stock is practically exhausted, in consequence of which local dealers are undertaking to secure supplies of New York Concord, which they can sell at 16@17c for 9 lb. baskets.

Honey—White clover is strong and scarce at 15c. Dark amber commands 13@14c.

Live Poultry—Squabs are in fair demand at \$1.20 per doz. Pigeons are in strong demand at 50c per doz.

Onions—Dealers hold Spanish at \$1.40 per crate and home grown at 35@40c. All reports from the onion growing sections of the State are to the effect that the crop is excellent in size, quality and appearance.

Parsnips—\$1.50 per 3 bu. bbl.

Pears—Keepers meet with ready sale at \$1.40 per bu.

Plums—German prune from cold storage are held at \$3 per bu.

Potatoes—The outlook is still surrounded with uncertainty, due to lack of information as to how soon the Minnesota and Wisconsin growers will be able to market their product and thus leave the field open for Michigan tubers. Local dealers pay 25@30c, holding at 30@35c.

Quinces—New York stock commands \$1.50 per bu.

Squash—Hubbard commands 1½c per lb.

Sweet Potatoes—Jerseys are in good demand at \$2.50 per bbl. Virginias are active on the basis of \$1.75 per bbl.

Turnips—\$1 per bbl.

Tomatoes—Ripe storage stock fetches 75c per bu. Green stock is in moderate supply at 50c.

Review of the Markets.

The extended period of reactive tendency in the New York stock market so far anticipated the effect of the Transvaal war that no apparent effect of the outbreak of hostilities is noticeable in the Street further than to continue the tendency to decline in some securities. It could not be expected that there would be an advance in the face of what would generally be considered sufficient cause for a serious break in prices, and the steadiness shown is an indication of the underlying strength of the general situation.

The stringency in the Eastern money centers is less, and may be said to amount to no more than the natural pressure of the active demand. This is so great that call rates are not likely for some time to come to be as low as have ruled in the past—money is advancing the same as other commodities. That this fact should tend to keep down speculative values argues for the continuance of the present era of general activity.

The weekly output of pig iron is reported by the Iron Age as 278,615 tons on October 1, against 267,335 on September 1, and yet unsold and warrant stocks were reduced in September 27,380 tons. As the month's output was in rate considerably below that of the closing week, and perhaps about the average of the opening and closing figures, consumption may have been scarcely more than the production at the end of the month, but orders are now placed so far ahead for many products, running to or beyond July 1 of next year, while in some other products works are beginning to look about for further orders, that it seems impossible to determine whether the actual demand is diminishing. In rails the orders run so far ahead that contracts are being made for Bessemer pig into the middle of next year, and \$24 is paid for it at Pittsburg, but higher prices and inability to get speedy deliveries appear to have caused postponement of a good many building operations and improvements. Prices have risen a little further, to 3.1c for tank steel plates, 2.15c for refined bars at Philadelphia, and 2.5c for angles at Pittsburg. In minor metals an important feature is the breaking of the market, long held at 18½c, for lake copper, one-quarter of a cent lower being quoted.

In the textile market there is a steady response to the continued pressure of demand by cautiously advancing prices in most lines. Both raw staples show little change in price, but considerable quantities are changing hands.

Exports exceeded imports in September by \$39,976,300, the aggregate of ex-

ports again rising above \$110,000,000, and the domestic exports, \$109,123,647, were larger than last year by \$12,000,000 in staples and by \$8,000,000 in the minor products. Exclusive of the great staples the domestic exports were \$44,497,649, an amount which has been exceeded only in August and last March, but is greater than the value of such exports in any other month. It is said with truth that it can not be certainly determined from such figures how far new foreign demands are providing for future shipments, and probably it must be admitted that a considerable decrease is inevitable, but some remarkable contracts have been recently reported, including American riveters and other compressed air tools for the British Admiralty.

The Publication Was Premature.

Grand Rapids, Oct. 13.—Referring to the article published in a recent issue of the Grand Rapids Herald, to the effect that at a meeting of the Grand Rapids Furniture Manufacturers' Association, held Oct. 6, a resolution was passed agreeing to offer to the trade one line per annum instead of two, as is now in vogue, I would say that no such resolution was put to a vote, nor has such an agreement been entered into, and it is desired that the impression made by this publication be corrected.

Will you be kind enough to enter such notice of this information in the next issue of the Michigan Tradesman as seems best to you and greatly oblige? Grand Rapids Furniture Manufacturers' Association.

H. D. C. Van Asmus, Sec'y.

H. Jaffe has purchased the dry goods, clothing and boot and shoe stock of B. Wooskey, at Alba, and added a line of groceries, which were furnished by the Lemon & Wheeler Company.

The world may owe every man a living, but the majority of them are too lazy to hustle around and collect it.

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—DRUG STOCK IN EXCHANGE for good real estate in Cheboygan and Reed City; cash for balance. Bugbee & Roxburgh, Traverse City, Mich. 101

TO EXCHANGE—SOUTHERN CALIFORNIA home and bearing fruit ranch for stock of goods, boots and shoes preferred. W. Warren Fitch, 213 So. Thayer St., Ann Arbor, Mich. 100

FOR SALE—DRUG STOCK IN RAILROAD town of 800 inhabitants; no opposition and good trade. Stock invoices about \$2,000; easy terms. Other business reason for selling. Address Otis Jones, New Buffalo, Mich. 98

GROCERY STOCK FOR SALE—A FINE clean stock of groceries, store and office fixtures are offered for sale at a bargain. Will invoice about \$1,200. Splendid location in the best town for its size in Central Michigan. Good established trade. Rare bargain. Address Box 37, Carson City, Mich. 103

FOR SALE—STORE BUILDING, TWO RESI- dences, barn, warehouse and general stock located in rich agricultural section. Will sell buildings alone or buildings and stock together. Reason for selling, owner has other business. Address No. 92, care Michigan Tradesman. 92

FOR SALE—OWEN ACETYLENE GAS Ma- chine. Cone & Co., 80 Fitzhugh St., Grand Rapids. 97

FOR SALE—RETAIL LUMBER AND COAL yard in live town in Northeastern Indiana; good country. Poor health reason for selling. Address Hoosier, care Michigan Tradesman. 93

MILLBROOK, MICHIGAN, MECOSTA CO. Best business property, with good dwelling, for rent cheap; excellent location for a good general store; none better in the state. Enquire of A. M. Bendetson, 234 East Main street, Battle Creek, Mich. 95

FOR SALE—LADIES' MISSES' AND CHILD- ren's shoes. Will invoice close to \$500, mostly Drew Selby make; all desirable styles. I wish to close out the line; will sell at a bargain for spot cash only. Address, M. Lightstone, Otsego, Mich. 94

FIRST-CLASS OPENING FOR JEWELER. Room for small stock if desired. Address No. 81, care Michigan Tradesman. 81

TO EXCHANGE—100 ACRE FARM IN IONIA county for good merchandise or good city property. Address M. D. S., Lock Box 155, Carson City, Mich. 96

FOR SALE—40 ACRE FARM, IMPROVED. Would exchange for small stock of goods, groceries preferred. Address Box E, Ashley, Mich. 90

FOR SALE—ONE PRICE, CASH CLOTHING stock, established ten years on best corner in a thriving town of 2,500 population in Eastern Michigan. Store has made good money every year. Best of reasons for selling. Address "Quick," care Michigan Tradesman. 85

A SPLENDID OPPORTUNITY TO BUY out a paying meat market, doing one-half the business in town of 4,000 inhabitants; only two competitors; tools rent with building. Ill health the cause for wishing to retire. For further information write A. R. Hensler, Battle Creek. 88

FOR SALE—A FIRST-CLASS SHINGLE mill complete. Capacity, 40,000 per day. Just closed, having finished the cut in that section. Address Lock Box 738, Belding, Mich. 80

TO RENT—ONE OR TWO BRICK STORES with deep cellars, 22x75 feet, on Main street, in Opera House block, Mendon, Mich. Write to Levi Cole. 54

WANTED—YOUR ORDER FOR A RUBBER stamp. Best stamps on earth at prices that are right. Will J. Weller, Muskegon, Mich. 958

FOR SALE OR EXCHANGE FOR GENERAL stock of Merchandise—60 acre farm, part cleared, architect house and barn; well watered. I also have two 40 acre farms and one 80 acre farm to exchange. Address No. 12, care Michigan Tradesman. 12

FOR SALE—NEW GENERAL STOCK. A splendid farming country. No trades. Address No. 680, care Michigan Tradesman. 680

ANY ONE WISHING TO ENGAGE IN THE grain and produce and other lines of business can learn of good locations by communicating with H. H. Howe, Land and Industrial Agent, C. & W. M. and D. G. R. & W. Railways, Grand Rapids, Mich. 919

THE SHAFTING, HANGERS AND PUL- leys formerly used to drive the Presses of the Tradesman are for sale at a nominal price. Power users making additions or changes will do well to investigate. Tradesman Company, Grand Rapids, Michigan. 983

MODERN CITY RESIDENCE AND LARGE lot, with barn, for sale cheap on easy terms, or will exchange for tract of hardwood timber. Big bargain for some one. Possession given any time. Investigation solicited. E. A. Stowe, 24 Kellogg street, Grand Rapids. 993

MISCELLANEOUS.

WANTED—POSITION AS TRAVELER for groceries or specialty clerk in general store; fifteen years' experience; can give good references. Address No. 102 care Michigan Tradesman. 102

WANTED—SALESMAN ACQUAINTED with the grocery trade; a specialty; very popular article; good seller; sample carried in pocket; side line; commission only. Address, Bon Ami Manufacturing Co., Kalamazoo, Mich. 99

SITUATION WANTED BY EXPERIENCED lady clerk, bazaar preferred. References furnished. A. M. Enos, Albion, Mich. 91

WANTED—POSITION AS MANAGER OR head clerk in general store. Have had valuable experience as manager and buyer for ten years. Annual sales, \$50,000. Address No. 77, care Michigan Tradesman. 77

WANTED—POSITION AS CLERK. NINE years' experience in dry goods and general trade. Address No. 43, care Michigan Tradesman. 43

WANTED—POSITION BY DRUGGIST, 14 years' experience. Address No. 40, care Michigan Tradesman. 40

WRITE US

For prices on FLOUR, FEED, MILLSTUFFS, CORN and OATS. Carloads or less. Mixed cars a specialty Good goods and prompt shipment.

MUSKEGON MILLING CO.,
MUSKEGON MICH.

Travelers' Time Tables.

CHICAGO and West Michigan R'y Oct. 1, 1899.

Chicago.

Lv. G. Rapids, 7:10am 12:00m 4:35pm *11:50am
Ar. Chicago, 1:30pm 5:00pm 10:45pm *7:25am
Lv. Chicago, 7:15am 12:00m 5:00pm *11:50pm
Ar. G. Rapids, 1:25pm 5:05pm 10:55pm *6:20am

Traverse City, Charlevoix and Petoskey.

Lv. G. Rapids, 7:30am 4:00pm
Ar. Trav City, 12:40pm 9:10pm
Ar. Charlev'x, 3:10pm 12:25am
Ar. Petoskey, 3:40pm 12:55am

Trains arrive from north at 2:40pm, and
and 10:45pm.

Parlor cars on day trains and sleeping cars on
night trains to and from Chicago.

*Every day. Others week days only.

DETROIT, Grand Rapids & Western. June 26, 1899.

Detroit.

Lv. Grand Rapids, 7:00am 12:05pm 5:25pm
Ar. Detroit, 11:40am 4:05pm 10:05pm
Lv. Detroit, 7:40am 8:40am 6:10pm
Ar. Grand Rapids, 1:30pm 5:10pm 10:55pm

Saginaw, Alma and Greenville.

Lv. G. R. 7:00am 5:10pm Ar. G. R. 11:45am 9:40pm

Parlor Cars on all trains to and from Detroit
and Saginaw. Trains run week days only.

GEO. DEHAVEN, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div.

(In effect June 19, 1899.)

Going East.

	Leave	Arrive
Saginaw, Detroit & N. Y.	6:40am	9:55pm
Detroit and East	10:16am	5:07pm
Saginaw, Detroit & East	3:27pm	12:50pm
Buffalo, N. Y., Toronto, Mon-		
treah & Boston, Ltd Ex.	7:20pm	10:16am

Going West.

	Leave	Arrive
Gd. Haven and Int. Pts.	8:30am	10:00pm
Gd. Haven Express	10:21am	7:15pm
Gd. Haven and Int. Pts.	12:58pm	3:19pm
Gd. Haven and Milwaukee	5:12pm	10:11am
Gd. Haven and Milwaukee	10:00pm	6:40am
Gd. Haven and Chicago	7:30pm	8:05am

Eastbound 6:45am train has Wagner parlor
car to Detroit, eastbound 3:20pm train has parlor
car to Detroit.

*Daily. +Except Sunday.

C. A. JUSTIN, City Pass. Ticket Agent,
97 Monroe St., Morton House.

GRAND Rapids & Indiana Railway October 1, 1899.

Northern Division.

	Going North	From North
Trav. City, Petoskey, Mack.	7:45am	5:10pm
Traverse City & Petoskey..	2:25pm	10:15pm
Cadillac Accommodation ..	5:25pm	10:55am
Petoskey & Mackinaw City	11:00pm	6:20am

7:45am and 2:25pm trains, parlor cars; 11:00pm
train, sleeping car.

Southern Division

	Going South	From South
Kalamazoo, Ft. Wayne Cin.	7:10am	9:45pm
Kalamazoo and Ft. Wayne.	2:00pm	2:00pm
Kalamazoo, Ft. Wayne Cin.	7:00pm	6:45am
Kalamazoo and Vicksburg.	11:30pm	9:10am

7:10am train has parlor car to Cincinnati,
coach to Chicago; 2:00pm train has parlor car to
Fort Wayne; 7:00pm train has sleeper to Cincin-
nati; 11:30pm train, sleeping car and coach to
Chicago.

Chicago Trains.

TO CHICAGO.

Lv. Grand Rapids, 7:10am 12:00pm *11:30pm
Ar. Chicago, 2:30pm 8:45pm 6:25am

FROM CHICAGO.

Lv. Chicago, 12:02pm 12:02pm *11:32pm
Ar. Grand Rapids, 9:45pm 6:45am

Train leaving Grand Rapids 7:10am has coach;
11:30pm train has coach and sleeping car; trains
leaving Chicago 3:02pm has coach; 11:32pm has
sleeping car for Grand Rapids.

Muskegon Trains.

GOING WEST.

Lv. Grand Rapids, 7:35am 1:35pm 5:40pm
Ar. Muskegon, 9:00am 2:45pm 7:05pm

Sunday train leaves Grand Rapids 9:15am;
arrives Muskegon at 10:40am. Returning leaves
Muskegon 5:30pm; arrives Grand Rapids, 6:50pm.

GOING EAST.

Lv. Muskegon, 7:10am 12:15pm 4:00pm
Ar. Grand Rapids, 9:30am 1:25pm 5:20pm

+Except Sunday. *Daily.

C. L. LOCKWOOD,
Gen'l Pass'r and Ticket Agent
W. C. BLAKE,
Ticket Agent Union Station.

MANISTEE & Northeastern Ry. Best route to Manistee.

Via C. & W. M. Railway.

Lv. Grand Rapids	7:00am
Ar. Manistee	12:05pm
Lv. Manistee	8:30am
Ar. Grand Rapids	4:10pm
	9:55pm

MERCANTILE ASSOCIATIONS

Michigan Business Men's Association

President, C. L. WHITNEY, Traverse City; Sec-
retary, E. A. STOWE, Grand Rapids.

Michigan Retail Grocers' Association

President, J. WISLER, Mancelona; Secretary,
E. A. STOWE, Grand Rapids

Detroit Retail Grocers' Association

President, JOSEPH KNIGHT; Secretary, E.
MARKS; Treasurer, C. H. FRINK.

Grand Rapids Retail Grocers' Association

President, FRANK J. DYK; Secretary, HOMER
KLAP; Treasurer, J. GEORGE LEHMAN.

Saginaw Mercantile Association

President, P. F. TREANOR; Vice-President,
JOHN McBRATNIE; Secretary, W. H. LEWIS.

Jackson Retail Grocers' Association

President, J. FRANK HELMER; Secretary, W.
H. PORTER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association

President, A. C. CLARK; Secretary, E. F.
CLEVELAND; Treasurer, WM. C. KOEHN.

Muskegon Retail Grocers' Association

President, ALBERT TOWLE; Secretary, D. A.
BOELKINS; Treasurer, J. W. CASKADON.

Bay Cities Retail Grocers' Association

President, M. L. DEBATS; Secretary, S. W.
WATERS.

Kalamazoo Retail Grocers' Association

President, W. H. JOHNSON; Secretary, CHAS.
HYMAN.

Traverse City Business Men's Association

President, THOS. T. BATES; Secretary, M. B.
HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association

President, A. D. WHIPPLE; Secretary, G. T.
CAMPELLE; Treasurer, W. E. COLLINS.

Alpena Business Men's Association

President, F. W. GILCHRIST; Secretary, C. L.
PARTRIDGE.

Grand Rapids Retail Meat Dealers' Association

President, L. M. WILSON; Secretary, PHILIP
HILBER; Treasurer, S. J. HUFFORD.

St. Johns Business Men's Association

President, THOS. BROMLEY; Secretary, FRANK
A. PERCY; Treasurer, CLARK A. PUTT.

Perry Business Men's Association

President, H. W. WALLACE; Secretary, T. E.
HEDDLE.

Grand Haven Retail Merchants' Association

President, F. D. Vos; Secretary, J. W. VER-
HOEKS.

Yale Business Men's Association

President, CHAS. ROUNDS; Secretary, FRANK
PUTNEY.

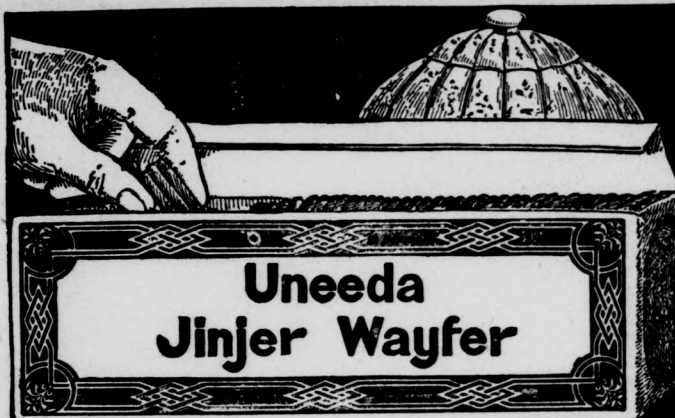
TRAVEL

VIA

F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL PORTS IN MICHIGAN

H. F. MOELLER, A. G. P. A.



The cracker jar has been supplanted by the **Uneeda Jinjer Wayfer** box. The box that keeps its contents as fresh as the day they came from the oven. When your appetite craves a fresh, sweet, delicate morsel try a **Uneeda Jinjer Wayfer**. Keep the box where you can try them often. Where the children can get them as often as they like.

Uneeda Jinjer Wayfer

is the sweet sister of **Uneeda Biscuit**. Ask your grocer for them.
Made only by **NATIONAL BISCUIT COMPANY**.
Proprietors of the registered trade mark—"Uneeda."

WE DON'T BELONG TO THE TRUST

Quadruple Plated Silverware of all Descriptions
Fancy Clocks and Metal Novelties.

STILL AT THE OLD PRICES

Write for Our New Catalogue

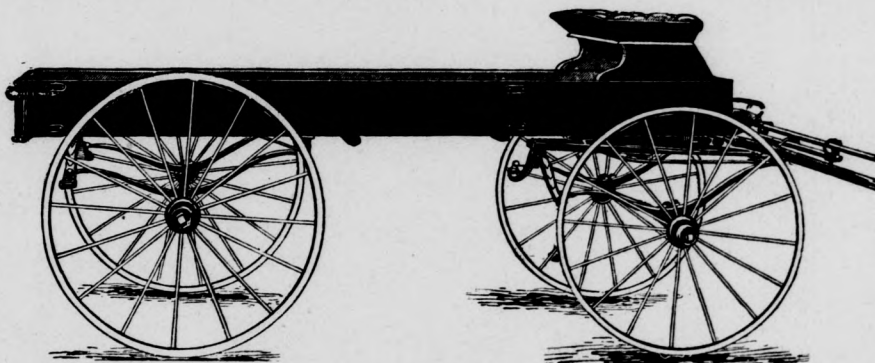
THE REGENT MFG. CO.

JACKSON AND MARKET STS.

CHICAGO

WE WANT TO SUPPLY YOUR PREMIUMS

Platform Delivery Wagon



NO. 113

Not how cheap but how good. Write for catalogue and prices.

THE BELKNAP WAGON CO., Grand Rapids, Mich.

Faust Oyster Crackers

They are delicate and crisp and run a great many to pound, making them the best and at the same time the cheapest oyster crackers on the market. Packed in boxes, tins or in handsomely labeled pound cartons. Send us a trial order.

National
Biscuit
Company

Grand Rapids.

Sears' Bakery.

Epps'
Cocoa

Epps'
Cocoa

GRATEFUL- COMFORTING

Distinguished Everywhere

for

Delicacy of Flavor,

Superior Quality

and

Nutritive Properties.

Specially Grateful and

Comforting to the

Nervous and Dyspeptic.

Sold in Half-Pound Tins Only.

Prepared by

JAMES EPPS & CO., Ltd.,

Homœopathic Chemists, London,

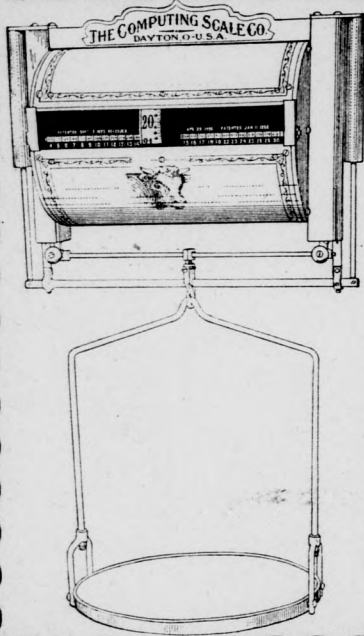
England.

BREAKFAST

SUPPER

Epps'
Cocoa

Epps'
Cocoa



A Money=Making Machine

MONEY MADE WHILE YOU WAIT on customers. Stop the holes; run in on dry dock long enough to find out where the profits are going. Something is wrong; more money should be made in retailing merchandise than you are making and you know it.

If you want to know how to do this and really want to make more money out of your business, all you will have to do is to drop us a postal and we will do the rest. Remember our scales are sold on easy monthly payments.

THE COMPUTING SCALE CO.,

DAYTON, OHIO.