

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS.

\$1 PER YEAR

Volume XVII.

GRAND RAPIDS, WEDNESDAY, OCTOBER 25, 1899.

Number 840



Twentieth Century Assortment



1/4 doz. No. 1—Child's Teacups and Saucers.....	\$.75	\$.38
1/2 doz. No. 2—Teacups and Saucers.....	1.20	.60
1/2 doz. No. 3—Coffee Cups and Saucers.....	1.50	.75
1/2 doz. No. 4—Coffee Cups and Saucers.....	2.00	1.00
1/2 doz. No. 5—Mustache Cups and Saucers.....	1.75	.88
1/2 doz. No. 6—Mustache Cups and Saucers.....	2.50	1.25
1/2 doz. No. 7—Plates, 6 inches.....	.75	.38
1/2 doz. No. 8—Plates, 7 1/2 inches.....	1.35	.68
1/2 doz. No. 9—Plates, 7 1/2 inches.....	2.00	1.00
1/2 doz. No. 10—Cake Plates, 10 inches.....	2.00	.50
1/2 doz. No. 11—Cake Plates, 9 1/2 inches.....	2.50	.63
1/2 doz. No. 12—Cake Plates, 9 1/2 inches.....	3.00	.75
1/2 doz. No. 13—Mugs.....	.90	.45
1/2 doz. No. 14—Mugs.....	1.50	.75
1/2 doz. No. 15—Mugs.....	2.00	1.00
1/2 doz. No. 16—Cream Pitchers.....	.90	.45
1/2 doz. No. 17—Cream Pitchers.....	1.50	.75
1/2 doz. No. 18—Cream Pitchers.....	2.50	1.25
1/2 doz. No. 19—Salad Bowls, 9 1/2 inches.....	3.00	1.50
1/2 doz. No. 20—Salad Bowls, 9 inches.....	4.00	2.00
1 only No. 21—Lemonade Set.....	1.25	.63
1 only No. 22—Lemonade Set.....	2.00	1.00
1/4 doz. No. 23—Plate Sets.....	2.00	1.00
1-6 doz. No. 24—Plate Sets.....	2.75	1.38
1/2 doz. No. 25—Vases, two colors, 7 inches.....	.90	.45
1/2 doz. No. 26—Vases, three colors, 7 1/2 inches.....	1.25	.63
1/2 doz. No. 27—Vases, three colors, 8 inches.....	2.50	1.25
1/2 doz. No. 28—Open Sugar and Creams.....	1.50	.75
1/2 doz. No. 29—Open Sugar and Creams.....	2.50	1.25
1-6 doz. No. 30—Sugar and Creams.....	3.50	1.75
1/2 doz. No. 31—Sugar and Creams.....	6.00	3.00
1/2 doz. No. 32—Toothpick Holders.....	.75	.38
1/2 doz. No. 33—Figures, assorted, 5 inches.....	.40	.20
1/2 doz. No. 34—Figures, assorted, 7 inches.....	.90	.45
1/2 doz. No. 35—Figures, assorted, 8 inches.....	1.15	.58
1-6 doz. No. 36—Figures, assorted, 9 inches.....	2.00	1.00
1/2 doz. No. 37—Match Holder.....	.75	.38
1 only No. 38—Teapot, Sugar and Cream.....	2.00	1.00
1/4 doz. No. 39—Spoon Holder.....	2.00	1.00
Package.....		.35
Net Price.....		\$25.00



Carefully Selected Variety
Well Graded in Price and
Profitable in Values

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



BIG VARIETY FOR LITTLE MONEY
ORDER A PACKAGE TO-DAY

We sell to
dealers only

Burley & Torrell

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.

Santa Claus Headquarters for Western Michigan

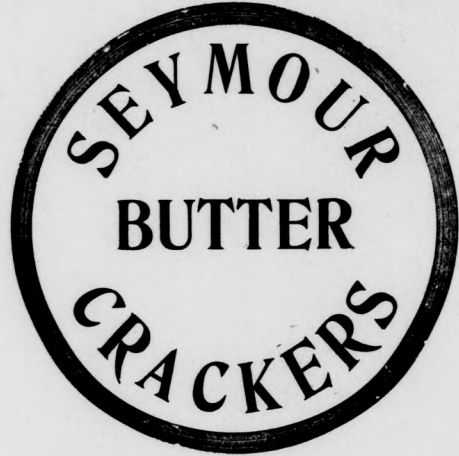
TO THE TRADE:

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. Write us.

Fred Brundage,
Wholesale Druggist,
32 and 34 Western Ave.,
Muskegon, Mich.

Making Trade and Keeping It

Plenty of specialties will sell like wildfire for a time. But they won't last. People never ask for them again. They're worthless as a basis for substantial merchandising.



Sell well first, last, and all the time, There's a crisp, delightful daintiness about them that people do not tire of. The first pound sells another and another. They make trade and keep it. That's the sort of cracker you want to handle, Mr. Grocer.

National Biscuit Company,
Grand Rapids, Mich.

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

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.

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, OCTOBER 25, 1899.

Number 840



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.

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BUSINESS CONDITIONS.

The undertone of intense activity in all industrial lines is apparent, in that the transportation and allied industries which are dependent on the general situation are holding their own or advancing while speculative causes are operating to bring down the over-capitalized trust stocks more susceptible to the conditions in European markets, as affected by the Transvaal troubles. It is significant that, in the comparison of prices for the year, the leading railway stocks—the surest index of the general condition—show an average of \$4.50 per share higher than early in the year, while the great speculative industrials are \$14.56 on the average lower than the highest of the year. During the year, railway earnings have exceeded those of any preceding year, including 1892, by from 12 to 22 per cent. for the different months. Eastbound tonnage from Chicago has been 80.7 per cent. more during October than for the same month in 1892.

It seems almost incredible that at the present high level of prices of steel there should be extensive orders for the future, but it is reported that no less than one million tons of steel rails have been contracted for delivery during the coming year. In spite of the tremendous activity in increasing production, prices are stronger at Pittsburg. Bessemer pig has commanded \$24.50 for early delivery. The greatest preparations are being made for next year's business, which are especially manifest in the scramble of the great companies to secure ore-carrying vessels by purchase, charter and building. Every indication would seem to point to indefinitely continued activity, even on the present high level of prices. The only metal to show a sign of yielding is copper, which has declined to 18 cents, on account of a less foreign demand than expected.

Prices in the grain markets show enough yielding tendency to assure continued export activity. The movement of wheat is almost identical with the heavy outgo of last year, the exports for three weeks being 14,609,650 bushels, against 14,507,992 last year and, since July 1, 64,251,308 bushels, against 64,225,653 last year.

In the textile world there is unabated

activity and prices of cotton goods continue to show a steady advance. The demand for sheeting and drills exceeds the supply, while denims are scarce and prints and gingham tend upward. In wool there is a better demand for dress goods, and heavy weights are scarce and firm. Wool sales continue large, being 11,293,000 pounds at its highest. The chief markets. Shipments of boots and shoes were 17 per cent. larger than last year, and the leather and hide markets continue strong and active.

Siberia, long looked upon as a frozen waste, is becoming a veritable Mecca for immigrants. Their number last year was 400,000, and with increasing facilities of travel the movement thither is likely to become of a volume comparable to the flow of population toward the United States at its highest. The attractions are fertility of soil and mineral wealth. Between Tomsk and Kooznesk lie 23,167 square miles of coal lands, while the existence of iron ore yielding as high as 60 per cent. in close proximity to coal in the Amur territory gives promise of an industrial future. Wheat ripens in the region of Irkutsk within 107 days and the cold season lasts only 97 days.

The brief announcement by cable that the great strike of the linen workers in Dundee is over means a good deal more than it says. The total population of Dundee is 164,000 and last year there were seventy spinning mills there, employing 52,000 people. In other words, one out of every three inhabitants of the city, counting the women and children, is employed in a linen mill and is dependent on the industry for support.

Rear Admiral Kenny, the new Paymaster General of the Navy, has created almost a panic in his office at Washington by issuing a stringent order against the reading of newspapers during business hours, writing private letters or engaging in conversation except relating to business. As these are favorite methods of killing time with some of the older clerks the order quite upsets them.

A plant capable of developing 12,000 horse power has been built at Snoqualmie Falls, and the current will be transmitted by electricity to Seattle, twenty-six miles away. The falls are 270 feet high. The transmission line is to be of aluminum, which has been made by the aid of water power at the Niagara Falls works.

The Illinois Supreme Court has ruled that the shade trees in the street in front of a man's property belong to him and can not be cut down or mutilated without his consent. The suit was one in which a property owner sued a telephone company for cutting off the limbs of his trees in order to make room for its wires.

One farmer in Rappahannock county, Va., has sold his apples on the trees for \$5,000, and many other growers in the State are said to have equally profitable orchards.

How the Tailor Sets His Seal on the Coat.

It is said thieves have a mysterious way of giving information to their pals concerning people who are worth robbing. The tramps, it is known, had a way of marking places for those who were to come after. A few scratches with chalk or scratches with a knife would tell where soft women lived who would give pie to the man of rags and laziness, or tell of places to avoid, where a man's boot on a foot would go against them, or where an un hospitable dog would be found in the yard. Servants in Europe have a way of checking the baggage of a close man who thinks he can travel over the continent without giving tips. Other menials see the mark and it is the icy hand of unwelcome that takes the stranger's grip and throws it down contemptuously as if it ought to be lost. Hotelkeepers keep each other informed of the beats who are traveling, and the man who intends to bilk the house wonders how it becomes known soon enough to run him against a demand for payment in advance. Now a New York dude has made the startling discovery that tailors stitch into customers' coats, in a mysterious way, the grade and standing of men who have clothes made. So it has come to this, that the man who thinks he has the best of his tailor had better take off his coat and examine the tag under the collar, where, with great care, the fashioner of garments has sewn it. There let him look at the stitching which binds that innocent-looking bit of linen to the cloth. As surely as bad habits leave their mark upon the countenance of the wicked, so your tailor has set his seal upon your coat. The honest man, the slow payer, the schemer and the man hard to suit are known by the stitches. The object of this sartorial fancy is to enable tailors to tell at a glance whether you are a good customer or not. It's all in the threads as it were. Here is the key: The "jog" stitch is the one regularly used for good customers, who require good work. The criss-cross is significant of slow pay. The stitch with dots and dashes, which looks like the Morse telegraphic alphabet, tells the enquiring tailor that its owner is a bad customer. The reverse dot stitch shows the good fellow who wishes his friends to dress well, but hates to pay what they will finally owe on his introduction.

Dentists in Germany are using false teeth made of paper, instead of porcelain or mineral composition. These paper teeth are said to be very satisfactory, as they do not break or chip, are not sensitive to heat or cold or to the action of the moisture of the mouth, and are very cheap. Teeth made of vicious newspapers ought to be good for biting.

Clara Morris, the actress, will soon publish a volume of short stories about children. She never had any, and, of course, is competent for the task.

A man loaded with advice that no one will take generally ends by sending it to newspaper offices, where it is kept in stock.

Dry Goods

The Dry Goods Market.

Staple Cottons—Buyers in the Eastern markets are reported by the trade papers as wearing anxious expressions in their search for goods to make up their lines. Several exceptionally large orders ranging from 150 to 500-bale lots have been refused at current quotations. There are practically no stocks of any staple goods on hand at the mills. Bleached cottons are in very much the same condition as brown cottons, and the market shows nothing but firmness from beginning to end. Further advances are expected almost daily. Wide sheetings are very strong, and advances have been noted in these lines during the week under review. Cotton flannels and blankets show no particular change, these fabrics being scarce and strongly situated. All coarse colored cottons are firm.

Prints and Ginghams—Printed calicoes are in a still stronger position than that reported a week ago, particularly in staple lines. The demand for these goods has been excellent, particularly from the local jobbing trade. A number of leading stocks have been cleaned up and the tone of the market is not only decidedly firm, but advancing. In several places where open advances have not been made, discounts have been changed, which amount to practically the same thing. Further advances are expected on lines of printed goods very soon. There is practically no change to report in regard to fancy prints. There is a fair amount of business coming to hand daily, but not enough to say that business is more than good. Dark goods are being taken up rapidly enough to close out the lines this season. Fine dress gingham for spring are well sold up, and many of the lines are out of the market.

Underwear—The weakest and most unsatisfactory condition in the underwear market is to be found in flat goods. In some cases jobbers have turned their attention from fleeced goods to flat goods when they found they could not secure the former. This was what was expected earlier in the season, but it is a condition which has not amounted to very much yet. Business for the spring and summer of 1900 is progressing favorably, and a number of lines of domestic underwear are reported as sold up. This shows that business has improved considerably over last year. Of course, the number sold up or anywhere near sold up, is very small, when considering the market as a whole, but for the season they are large.

Hosiery—Importers have had another active week and sales of hosiery have been excellent. Prices are firm in all directions, and the sales are well distributed over all lines. The continued demand for fancy half hose for men is large for fall. Many new and fanciful lines have been put on the market, including many open work lace effects. Another novelty is a black stocking with polka dots of two or three colors. Many lines of embroidered goods, which include stripes, clocks and small figures, are good sellers, and printed and extracted goods have been in excellent demand. Full fashion hosiery is in an excellent position, and the business shows a decided increase over last season. Seamless hosiery is another line in the same condition, and the mills are generally oversold in all grades.

Carpets—The demand for carpets continues active and the outlook for the

opening of a new season has not been so encouraging for several years as it is at the present time. While there is some talk among the trade regarding the price for next season, it is too early to give much information, as there have been other factors which enter into the calculations. One of these is now discussed by the carpet trade to some extent; what will the large New York mills do with their surplus product at the commencement of next season? This is the pertinent question. Will they sell at auction and demoralize the trade, just as a price is about to be made, or will they sell at private sale any surplus carried over from this season? There has been such a demand reported by the average carpet manufacturer that he has not been able to fill his orders in time. It is reasonable to suppose that the large mills have also shared in the increased demand. It is thought, therefore, that they will have a comparatively small, if any, surplus to carry over from this season.

Smyrna Rugs—The rapidly advancing market on all kinds of raw material, including jute and woolen yarn, has strengthened the market. Jute Smyrna rugs will be advanced November 16 8 per cent. and wool Smyrna rugs, 5 to 6 per cent., according to quality. Orders have previously been taken that will keep many of the manufacturers busy up to March next, running night and day.

Tells Its Own Story.

In a pretty Wisconsin town not far from Milwaukee there is a "spite fence" which tells its own story to all the world. It is a high and tight board affair and cuts off a view across a number of beautiful lawns. The man who lives on one side of it evidently feared that the fence would bring down upon his head the condemnation of his neighbors. Not wishing to be unjustly blamed, he has therefore painted on his side of the fence in letters that can be read a block away these words:

"He built this fence. I didn't do it."

The man on the other side also had no idea of letting a false impression get out. Accordingly he painted on the other side of the high barrier:

"I had to do it."

A Neat Selection.

"That's a nice umbrella you have there."

"Ain't it? Reflects credit on my taste, doesn't it?"

"It certainly does. Where did you get it?"

"Picked it out of a bunch of seven that were standing in the boarding house hall this morning."

Writer's cramp is a very common affliction; they are always cramped for money.



Our stock is complete in every detail

Corl, Knott & Co.

Importers & Jobbers of Millinery

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



Buys a dozen of pretty silk or velvet stock collars.

We also have a good assortment to retail at 50 cents—price \$4.50 per dozen.

The stock collar is one of the best selling novelties on the market today.

Your order by mail will receive prompt and careful attention.

**Voigt,
Herpolsheimer
& Co.,**

Wholesale Dry Goods,
Grand Rapids, Mich.

MACKINTOSHES

Men's tan box coat from \$1.75 to \$7.00 each.

Men's black cap coat from \$1.75 to \$4.25 each.

We also carry a nice line of Ladies' and Misses mackintoshes. These garments are very slightly, having two capes and velvet collar.

P. STEKETEE & SONS,

Wholesale Dry Goods,

Grand Rapids, Mich.

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.

FREE

SPECIAL 30 DAY OFFER

SEE PRICE LIST IN MICHIGAN TRADESMAN 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.**

Ham Smelling as a Business.

One of the curious businesses that men engage in is ham-smelling in packing houses. It is a business allied with that of tea-tasting, wine-testing, and the like. The ham-smeller is technically known as a ham-tester. It is his business to inspect meat products and judge of their soundness. This is done before the meats leave the house or when they are brought from other concerns to fill a shortage.

The ham-smeller's only tools are a long steel trier and his nose. It is often necessary to test hams after they come out of the sweet pickle and before they go into the smokehouse. The ham-smeller stands in a barrel to keep his clothes from being soiled by the dripping brine, and the hams are brought to him by workmen. A ham is laid before him, and he plunges his sharp-pointed trier in it, withdraws it and passes it swiftly beneath his nose. The trier always goes down to the knuckle joint. In testing meat in that manner the man with the trier judges by the slightest shade of difference between the smell of one piece of meat and another. The smell of the meat is almost universally sweet and that is what he smells; the slightest taint or deviation from the sweet smell is therefore appreciable. It is not the degree of taintedness that he expects to find, but the slightest odor that is not sweet. When he detects an odor he throws the meat aside, and if it is not unwholesome it is sold as "rejected" meat, but if it is tainted it goes to the rendering tank. The ham-tester smells meat from 7 o'clock in the morning until 5 o'clock at night, and his sense must never become jaded or inexact, or his usefulness would be at an end.

Ham-testing is not a pursuit dangerous to the health, as tea-tasting is supposed to be, but the ham-smeller with a cold in his head is like a piano player who loses his arm in a railroad wreck.—Kansas City Star.

One of the Few Lady Butchers in the Country.

From the Rochester Democrat and Chronicle. Rochester has been referred to by some envious persons as a "back number," but she can boast of being a leader with but a single exception in one respect—that of a female butcher. The name of this fair knight of the saw and cleaver is Miss Daisy Stevenson, and she disposes of her wares at an up-to-date little market at the corner of Plymouth avenue and Greig street. The proprietor is a modest, unassuming little woman, 28 years of age, slightly below the average height, and fair. She is a brilliant conversationalist and possesses exceptional executive abilities. Miss Stevenson has now been cutting meat for a living for two years and three months, having first undertaken the task when her father, who had become sick and unable to carry on the work, concluded to take a rest for two weeks. Miss Stevenson was at this time keeping the books for the concern. Rather than allow strangers to take the business, Miss Stevenson opened the market and continued the business just as though nothing had happened. Under her management the trade has steadily increased until now it is established upon a firm basis.

When asked how she liked the work, she replied: It is not through choice that I do the work, but because it is a means of support for the family. It was difficult at first, but now it does not seem harder than home work. I am my own boss, which means a great deal. I open the market at 6:30 in winter and 6 in summer. I find it difficult to get good help; anyone can sell good cuts, but it is the odds and ends which go to make up the profit, and which must be

disposed of as well. I very seldom lose anything from bad accounts as my customers are prompt. If I send a statement and receive no returns I immediately drop those people from my roll and refuse to trust them again."

So far as can be learned there is but one other woman in the United States who is at present pursuing this business as a means of livelihood, and that one is in Syracuse. During the reporter's visit to Miss Stevenson, one thing which attracted his attention was the evident satisfaction with which every customer went away. There was not the usual fault-finding as to weight and quality of the meat; in fact, several went so far as to say that it was an exceptionally good cut. Miss Stevenson went about her work in a manner which denoted the utmost confidence.

The Straw That Breaks.

"No, I don't think she will ever marry. You see, she insists on testing the affection of everyone who proposes to her, and the test is too severe."
"What is it?"
"She asks them to teach her mother to ride the bicycle."

New Kind of Yeast.

A West Side grocer recently received an order over the telephone for two cakes of "suppressed yeast."

Pure Buckwheat Flour

Those wishing to buy buckwheat flour made from this years crop which is guaranteed absolutely pure will do well to write us for prices and samples. Prompt shipment.

J. F. Eesley Milling Co.,

Plainwell Mich.

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.

Yes, people are talking about the

Sunlight Gasoline Lamps



And the users of them are loudest in their praises. (Is that not a good recommendation?) Cheaper than kerosene, more brilliant and steadier than gas or electricity. Absolutely safe. Your insurance agent permits you to use them. Ask him. Approved by Insurance Underwriters. Can be turned down. No light so good for Halls, Churches, Stores, Hotels, Offices, Shops and Residences. Our Arc light (air pressure) is very brilliant and suitable for indoor and outdoor lighting. More styles of fixtures than displayed here—brass and antique copper—very handsome. We are now able to fill orders promptly. Write for our descriptive catalogue. Money making terms to local agents.

Michigan Light Co.

23 Pearl Street,

Grand Rapids.



MICHIGAN'S MOST FAMOUS CIGAR

MANUFACTURED BY COLUMBIAN CIGAR COMPANY, BENTON HARBOR, MICH.

WORLD'S BEST

S.C.W.

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

Around the State

Movements of Merchants.

Manistee—J. A. Johnson, Jr., grocer, has removed to Spokane, Wash.

Cass City—H. L. Hunt succeeds H. L. Hunt & Co. in general trade.

Akron—P. L. Carpenter has purchased the drug stock of Geo. P. Honeywell.

Marine City—Isaac Satovsky has removed his dry goods stock to Algonac.

Zeeland—Wm. Van Slooten is erecting an addition to the rear of his feed store.

Ionia—James Harrigan succeeds Harrigan & Franklin in the grocery business.

South Haven—M. H. Strong succeeds Strong & Elkenburg in the drug business.

Otsego—F. E. Bushman has foreclosed his mortgage on the H. E. Earle drug stock.

Ionia—Gregg Williams and Ed. Warn have opened a flour and feed store at this place.

Menominee—Fred Leibherr has embarked in the grocery business at 127 Ogden avenue.

Lansing—F. W. McKinley will soon open a cigar store at 228 South Washington avenue.

Burdickville—L. F. Sheridan has removed his dry goods and grocery stock to Glen Arbor.

Cadillac—Snider & Johnson have opened a branch grocery store on North Mitchell street.

St. Johns—Jesse H. Granger has purchased the wagon and carriage stock of Smith & Hunt.

Springport—Eugene and Wesley Dodd have purchased the grocery stock of Geo. H. Ludlow.

Colon—H. C. Whitmer & Co. have sold their furniture stock to Solomon Wilds, of Sturgis.

Eaton Rapids—Knapp & Mendall have removed their bazaar stock from Mason to this place.

Onaway—The new store building of the Onaway Mercantile Co. will be 50x78 feet in dimensions.

Big Rapids—Thos. Ward, Jr., has sold his interest in the Santiago meat market to his brother, Wm. Ward.

Benton Harbor—W. E. Kittell, who conducted a feed store on West Main street, has sold out to L. G. Cullen.

New Buffalo—Thos. Watson continues the meat business formerly conducted under the style of Steward & Watson.

Hart—C. G. Messinger has sold his drug stock to Collins & Edwards, who will continue the business at the same location.

Newaygo—Chas. Kernan has engaged in the clothing and men's furnishing goods business in the Geo. E. Taylor building.

Zeeland—E. J. Pruijn has purchased the furniture stock of Van Hees & Son. Wm. and Henry De Pree will be associated with Mr. Pruijn.

North Lansing—Wm. Price, proprietor of the Banner grocery, has discontinued business, having sold his stock to Vetter Bros., grocers.

Reed City—Geo. Marzolf, who was engaged in general trade at Copemish for several years, has concluded to open a dry goods store here this fall.

Port Huron—Grinnell Bros., of Detroit, expect shortly to open a music house in this city. Miss Frances Atkinson has been engaged as book-keeper.

Elk Rapids—Joseph Hoare, formerly from Ludington, has purchased the Van Wormer bakery outfit and leased the building formerly occupied as a bakery on Front street.

Belding—David S. Friedman, of Hudson, has leased the corner store in the Belding building and will occupy it with a stock of clothing and men's furnishing goods Dec. 1.

Jonesville—J. M. Williams, of North Adams, has purchased the stock of the Jonesville Hardware Co. and the business will hereafter be conducted under the style of J. M. Williams & Co.

Menominee—Geo. Horvath, the veteran merchant, has opened a clothing and men's furnishing goods store in the building formerly occupied by J. A. LeBlanc, proprietor of the Variety store.

Vernon—Frank E. Burt has purchased the interest of his partner, Chas. A. Dorrance, in the furniture and undertaking firm of Dorrance & Burt, and will continue the business in his own name.

Lansing—The firm of John W. Post & Co., which has been engaged in the music business here for several months, is succeeded by Post & Bristol. The sheet music department is in charge of Miss Louise Alsdorf.

Lakeview—Peter Peterson has sold his grocery stock to Fleming & Straub, who will continue the business at the same location. Chas. Fleming, one member of the firm, has clerked for Mr. Peterson for several years.

Cross Village—Work on the store building of Giroux Bros. is progressing rapidly. With this and the new dry goods establishment of Garrison & Harris and the meat market of Hurd Bros., business appears to be booming in Cross Village.

Owosso—G. R. Black & Son, dry goods merchants, have uttered chattel mortgages in favor of Wilson, Larabee & Co., of Boston, and others in the sum of \$10,000. The creditors have placed the stock in charge of H. L. Kendrick, of St. Johns.

Mt. Pleasant—The hardware stock of George C. Faulkner was sold Oct. 24 on a chattel mortgage by J. M. Thurber, of Detroit, trustee of the creditors, for \$940, to Buhl Sons & Co., also of Detroit. The stock invoiced at \$1,642.65 at current prices.

Hudson—Loren Barrett, who has managed the market at the corner of Main and Market streets for some time past, has purchased the Washington Market, on Church street, and will conduct the same. L. H. Steger has been engaged by Mr. Barrett as head clerk and meat cutter.

Saginaw—Wm. Barie & Son, wholesale and retail dry goods dealers, have purchased the Aldine building on South Baum street and it is being remodeled to suit the needs of the new owners. The structure is in the rear of the Germania building, which it is proposed to erect at the corner of Genesee avenue and Baum street for their use.

Detroit—Louis H. Weitz, one of Detroit's old-time clothing salesmen, who has been identified for twenty years with the Mabley company, and later with C. A. Shafer, has joined forces with Fred K. Mabley, for fifteen years with J. L. Hudson, and together they will open an up-to-date clothing establishment, and will deal exclusively in men's and boys' clothing.

Bay City—October 20 was a memorable day for C. D. Vail, it being the twenty-fifth anniversary of his engaging in the men's furnishing goods business in the same building where it is now located. The business was first conducted under the style of Eddy & Co. In 1880 the style was changed to Vail & Eddy, and in 1886 to C. D. Vail & Co.

From the date of its establishment the business has been under the personal management of Mr. Vail.

St. Louis—Manager Crissman, of the St. Louis Hardware Co., received a shock the other day that nearly rendered him incapable of further work. He had put in an hour or two selling a stove to a farmer northwest of the city, the understanding being that the latter was to have eight months in which to pay. When the deal was completed the farmer asked how much of a discount he could get and pay then, and Mr. C. promptly answered 5 off, whereat the farmer promptly pulled out a well-filled wallet and counted out the price less \$5, and handed it over.

Manufacturing Matters.

Bath—Wellington J. Walker succeeds Walker Bros. & Co. in the grist mill business.

Vandalia—Wm. H. Honeyman succeeds Barnum & Honeyman in the manufacture of hoops and staves.

Nashville—M. B. Brooks has put in canning machinery in connection with his evaporator and is using about 200 bushels of apples per day.

Copemish—Chapman & Sargent, manufacturers of wooden bowls, have merged their business into a corporation under the style of the Chapman & Sargent Co.

Ypsilanti—The stockholders of the Ypsilanti Creamery Co. have voted to increase the capital stock of the corporation \$3,000 in order to establish a skimming station at Cherryhill.

Jenison—The flouring and sawmill business heretofore operated under the name of L. & L. Jenison has been merged into a corporation under the style of the L. & L. Jenison Co.

Detroit—The J. M. Flinn Ice Cream Co. has filed a chattel mortgage for \$5,912, running to John Gillet. Among the twenty-three creditors named the Detroit Savings Bank holds the largest claim, \$650.

Portland—The creamery at this place will operate all winter, Manager McKee believing that there will be a sufficient milk supply. The cheese department will be discontinued during that time, 30,000 pounds having already been manufactured.

Marquette—The Lake Shore Engine Works has been organized with a capital stock of \$100,000 for the purpose of engaging in the manufacture, purchase and sale of engines. The incorporators are A. Kidder, P. White and J. M. Longyear.

Houghton—Horton & Wiley are preparing to open a grocery store in Judge Brand's building on Sheldon street, and have the shelving and fixtures nearly ready for the reception of their stock. The members of the firm are young men from Green Bay.

Barryton—Plato, Renwick & Co. have purchased the planing mill of Kemp Bros. and are putting in the engine and boiler formerly used in their mill at Chippewa Station. A new steel boiler room will replace the one formerly used, and the whole establishment will be lighted by electricity.

Belding—Belding Bros. have sold the Sanitary refrigerator plant to the Belding-Hall Manufacturing Co., which will use the premises for the manufacture of screen doors, necessitating the employment of 100 more hands, besides the 150 now in their employ making refrigerators and stone boats. The old casket factory is being remodeled and will be put in running order by the Belding Bros.

Houghton—The new plant erected in West Houghton by the Lake Superior Soap Co. is receiving its finishing touches and in a few days will be completed. The machinery is all in place and steam was turned on yesterday for the first time. The first batch of soap will be made in a few days and be ready for delivering in about two weeks.

Bingham—M. Oberlin has purchased of the Barker Cedar Co. the mill property, dock, tug, scows and store building and 80 acres of timber, formerly known as the Larkins property, the consideration being \$4,250. Mr. Oberlin will stock the mill at once and put in about 3,000,000 feet of hardwood. Besides the timber land mentioned Mr. Oberlin owns several hundred acres of valuable lands from which he will cut the timber and manufacture it into lumber.

The Boys Behind the Counter.

Evart—E. J. Randall has left the employ of Davy & Co. to accept a more lucrative situation as traveling salesman for the Boston Shoe Manufacturing Co. Mr. Randall has been a resident of Evart since 1879, having been employed as salesman with R. A. Allured, hardware, Davis & Williams, furniture, Mrs. Quigley, hardware, W. M. Davis, furniture, shoes and harness, and for the past year with Davy & Co. in their shoe department. He is succeeded by Liston Hardy, who has been identified with Davy & Co.'s branch store at Clare for the past six years.

Holland—Will Kremers, who has had charge of Dr. H. Kremers' drug store the past summer, has been offered a position in the chemical department of the Wisconsin University. It will not be possible for him to accept this position, as he is now assistant chemist of the Holland Sugar Co. His place at the drug store has been taken by Jacob Haan, of Grand Rapids.

Charlotte—Herman Dittmore has resigned his position with Chapin & Rue and gone to Menominee to take a position with the Menominee Hardware Co. His family will remain here until spring.

Corunna—Norris Quayle has resigned his position at J. C. Quayle's grocery store, and will launch out into business for himself. He has not yet decided where he will locate.

Ypsilanti—Bert Sevey has resigned his position with E. A. Holbrook and has entered the Central drug store.

St. Joseph—C. P. Stanyon, who has for several months been holding a position with Cooper, Wells & Co., of this city, has gone to Mankato, Minnesota, where he assumes the duties of assistant superintendent of the Mankato Mills Co.

Fremont—C. Van DeVries, of Grand Rapids, has taken a position in the clothing store of W. W. Pearson.

Hastings—Chas. Clark, who has been actively identified with Stirling, Crawford & Co.'s grocery store ever since it was started in this city, has been compelled to leave the store for a few weeks, owing to a crippled knee, which has bothered him for years. D. P. Smith, of Eaton Rapids, has taken Mr. Clark's place during his absence.

Manton—J. H. Newell, of Mexico, N. Y., has been engaged as salesman at the store of C. B. Bailey and Miss Ollie Huffman as saleslady.

The Japanese government has made the camphor trade of Formosa a monopoly. No one can sell except to the government, nor manufacture without a license.

Grand Rapids Gossip

John C. Mohrhard has opened a meat market at 708 Wealthy avenue.

Frank T. Lawrence has purchased the fruit business of G. Giuffra, at 77 Canal street, and has removed his wholesale establishment from 7 North Ionia street to that location.

E. C. Spaulding & Co. are erecting a one-story iron-clad building, 30x100 feet in dimensions, at 322 and 324 Kent street. It will be used exclusively for their glass bending business.

On account of John W. Pedrick removing his drug stock to Bangor, M. L. Decker has re-engaged in the drug business at Lacota. The Hazeltine & Perkins Drug Co. furnished the stock.

The Michigan (Bell) Telephone Co. announces a new directory will be issued Nov. 15. This probably means that another house-to-house canvass for free phones will again be made. Six months ago, in order to secure names for a new directory, professional solicitors were brought from different parts of the country—one from California, one from Cincinnati and sixteen from other parts of Michigan, besides two from this city. These twenty were kept actively at work some ten weeks and by all manner of statements and misrepresentation secured a number of contracts during April and May, many of which were cancelled before the June book went to press, but the names were printed just the same. Since the June directory a large number of subscribers have discontinued the Bell telephone service and although solicitors have been kept constantly at work, the situation is not satisfactory to the Bell Co. or its patrons, on account of the large number of leading houses and representative men who will not tolerate a Bell phone on their premises.

Recent developments in the sale of Chas. B. Judd's holding in the Bissell Carpet Sweeper Co. disclose the fact that Mr. Judd held \$40,000 stock, instead of \$28,000, as stated last week, and that the sum realized thereon by him was \$160,000, less the brokerage charge of Mr. Idema, which is variously estimated at from 1 to 5 per cent. It appears that although Mr. Judd's holding was only \$28,000 when the annual report of the corporation was filed in January, he has since received an acquisition to his holding in the shape of \$10,000 stock, transferred to him by Mrs. Bissell, in accordance with an agreement entered into by him with the late Mr. Bissell, to the effect that if he would remain with the company for ten years he should receive from the Bissell estate \$10,000 stock of the corporation. Mr. Judd has also sold his interest in the Grand Rapids Veneer Works to Z. Clark Thwing and Cyrus E. Perkins, so that his present bank balance must be somewhere in the vicinity of \$200,000. There are many conjectures as to what project he will devote so much money, but it is very generally conceded that it will be used in the erection of a ten-story brick building on the southeast corner of Monroe and Ionia streets. It is a matter of common understanding that Mr. Judd has long cherished the idea of erecting a brick and steel monument on this location, and the manner in which he has been able to convert his industrial stocks into cash during the last month leaves

him in shape to carry his cherished plans into execution if he so desires.

The Produce Market.

Apples—The warm weather which has prevailed during the past week has been very severe on fruit and lowered the grade of much stock which was not properly protected. 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 has slumped, as it was expected it would, in consequence of which handlers have reduced their paying price to \$1.25 and their selling price to \$1.50.

Beets—\$1 per 3 bu. bbl.

Butter—Receipts of dairy grades have been more liberal and the quality appears to have improved very materially. Extra fancy commands 20c, fancy 18c and choice 16c. Factory creamery is strong at 22c.

Cabbage—35@40c per doz.

Carrots—\$1 per 3 bu. bbl.

Celery—15c per doz. bunches.

Cranberries—Cape Cod stock is meeting with ready sale on the basis of \$5.75 per bbl. Wisconsin Bell and Bugle command \$6.75 for standard and \$7.50 for fancy.

Dressed Poultry—Spring chickens are in good demand at 9@10c. Fowls are in fair demand at 8@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 for old and 10c for young. Turkeys are in good demand at 11@12½c for spring and 10c for old.

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

Game—Mallard ducks are in fair demand and ample supply at \$4.25 per doz. Teal ducks are higher, readily commanding \$2.50@2.75 per doz. Common ducks fetch \$1.50@2. Sand snipes command 75c per doz. and yellow-legged \$1.50 per doz.

Grapes—Home grown Concord and cold storage and Ohio stock command 15@16c per 8 lb. basket. No local dealer has yet had the nerve to order a car of New York Concord, because all the quotations from the Empire State indicate that the fruit is ripe and tender and will be shipped only at risk of buyer.

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 50@60c per doz.

Onions—Dealers hold Spanish at \$1.40 per crate and home grown at 35@40c. The outlook for shipping onions out of the State is not bright, as Ohio growers are now marketing their crop on the basis of 25c per bu.

Parsnips—\$1.50 per 3 bu. bbl.

Pears—Keefers 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 anything but bright, owing to the large yield in all parts of the country where potatoes are grown. New England claims that her crop will be adequate to meet the consumptive demands of that section of the country until the holidays. But for the drought and frost Michigan growers would probably have been compelled to face a 10c market. As it is, handlers are paying 20@25c, but are grading the stock closer than ever before and throwing out all small tubers. This is especially the case at such markets as Greenville and Stanton, where the dealers hold the price up to the highest notch in order to attract growers from a distance.

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 \$1.60@1.75 per bbl.

Turnips—\$1 per bbl.

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

The Grain Market.

The wheat situation is rather interesting. The visible keeps on growing, notwithstanding our exports are larger than one year ago, while our receipts have been smaller. Receipts from first hands certainly are being reduced daily. The whole world knows that there is a shortage of something like 380,000,000 bushels, but this counts for naught as long as there seems to be plenty for present use. The majority of consumers, as well as dealers, go upon this plan: as long as we get along to-day, let tomorrow take care of itself. The consequence is that for the present there is wheat enough in sight to take care of present wants, so prices will probably be around the present quotations for some time, or at least until the visible begins to be reduced, which, in our opinion, is not far off.

Corn acts entirely independent of wheat. The fluctuations of wheat do not affect price of corn. It keeps steady. There is no change in either cash or futures since last week.

Oats are very firm and they are in very good demand. There seems to be some export demand, which keeps the price firm.

Rye is not as strong as it was. Export demand is slack and the distilleries are not buying much and all had a tendency to reduce prices about 2c per bushel. At present the future in rye is not very rosy.

As we spoke about beans soaring in price last week, we now must report a drop of 20c from high point, the closing price to-day being \$1.48.

Nothing new to report in the flour trade. It remains the same, while the call for feed keeps up, with prices strengthening.

Receipts have been as follows: 51 cars of wheat, 12 cars of corn and 12 cars of oats.

Millers are paying 65c for wheat.

C. G. A. Voigt.

Frank Pierce and His Abnormal Appetite.

Grand Rapids, Oct. 23—About forty traveling representatives for the Standard Oil Co. met in Detroit last week and held a two days' convention at the Hotel Cadillac. The Grand Rapids branch was represented by its entire force, consisting of Manager Sidney B. Drake and salesman C. C. Marshall, Wm. A. Pitcher, Franklin Pierce, Fred S. Lockwood and Frank H. White. If anyone imagines that these boys can not have a jolly good time together and make a barrel of fun for those whom they chance to meet, they should have seen them in Detroit.

As is usually the case on such occasions, some one of their number is made to bear the brunt of all the jokes, which fell to the lot of good-natured Frank Pierce this time, and what he had to contend with was enough to make an ordinary man take to drinking Windsor mineral water. It seems that Frank is more accustomed to visiting towns like Sand Lake than larger towns like Detroit, and it was only to be expected that he would have trouble getting about the city, so the other boys kept an eye on him most of the time. The climax came when the convention was called and Frank was found to be absent. Bill Pitcher went to find Frank and where do you suppose he was? It seems that the Standard Oil boys were requested, at the last moment, to hold their convention in another room and give up the one intended for their use to a meeting of students from Ann Arbor. As Pitcher passed the door to this room he saw Pierce sitting in the front row and listening attentively to the speaker, as well as joining loudly in the applause, and never noting that he was tangled up with a lot of long-haired, "Willie-boy"

students. It required some time to attract Frank's attention and he seemed really disappointed when he found his mistake. Frank has already mastered the Ann Arbor yell and swears that he intends to let his hair grow. He says, however, that he thinks the students did not treat him just right. They did not pay him the attention his dignity and imposing presence would seem to demand.

As the time for leaving the city approached, Frank, fearing there would be no opportunity for supper, procured lunch at an up-town cafe. When he reached the station he observed that some of the crowd was at the lunch counter and his abnormal desire to eat overpowered him and he ordered another substantial lunch. Marshall and Lockwood took pity on him and wired ahead to have supper served at Brighton, also. Frank was equal to the emergency and appeared to enjoy it. Inasmuch as it is a well-known fact that his good wife always has a meal ready to serve when he reaches home, the capacity of the man can be partially measured.

Frank took his roasting good naturedly and only said: If you give me enough to eat, you may have all the fun at my expense you please.

It must not be supposed that anybody escaped their share of roasting, for that would be a reflection on their fairness, but Manager Drake received less attention in this respect, perhaps, and we surmise it was due to the fact that he is boss of the push.

"Harness-Oil" Lockwood and "Bowery Bill" Pitcher made a trip over to Windsor and while there each purchased a souvenir spoon. At the first store spoons were quoted at \$2.75, not by the dozen, as Pierce supposed, but apiece. They tried another place and succeeded in buying them at \$1.50 each. Another of the boys bought some in Detroit, just like 'em, for 25 cents each.

Many other laughable incidents occurred which will be related by the boys for months to come, and will, unquestionably, be incorporated into rattling good stories, to be appreciated by their friends.

In conclusion, let it be said to the credit of the Standard Oil Co., that no concern in this city has more active and pleasant gentlemen in their employ than they. Adam Dubb.

Hides, Pelts, Tallow and Wool.

Hides remain firm with a strong demand. The decline was checked from ready sale of all offerings, leaving a cleaned-up market.

Pelts sell beyond a value, as ordinarily based, with a demand for all offered. The upward tendency of wools helps to sustain the high price.

Tallow, contrary to the expectations of dealers, is still weak, but with ample stocks. The supply that came to the surface on the advance was a surprise, as it was not supposed to exist.

Wool is selling freely at an advance of last month. Another advance is anticipated in the November sales of London, which firms up the market on this side. The wools of Michigan have been freely bought the past week and, if one looks for bunches, he finds they are gone. Eastern buyers are more numerous and are taking wools freely.

Wm. T. Hess.

The butchers of Berlin have a curious way of informing their customers of the days on which fresh sausages are made by placing a chair, covered with a large, clean apron, at the side of the shop door.

L. J. Calkins & Sons have engaged in the grocery business at St. Johns. The Musselman Grocer Co. furnished the stock.

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

Getting the People

Is Originality Indispensable in Advertising?

A correspondent asks me, among other things, the following question, "What is your opinion of an advertiser who draws upon outside sources for ideas? Is his advertising likely to be better or worse than the man whose advertising is original with himself?"

Originality is a will-o'-the-wisp that has led many a man a weary dance. Solomon's words, "There is no new thing under the sun," are just as true to-day as the day when they were spoken. We are all of us debtors to others for our ideas, and the man who thinks he has evolved a brand-new idea will find on investigation that someone has used the same idea, and possibly the same phraseology, many years before him.

And, after all, why shouldn't an advertiser draw inspiration from the advertising of other successful houses? It may be said that he is stealing the product of other men's brains, but such theft is only culpable when it works to another's disadvantage. Suppose John Jones, of Muskegon, copies an advertisement of Tom Smith, of Philadelphia, or Chicago, what harm does that do to Smith's business? None in the least. I had rather use a copied advertisement that brought business than one of my own which failed to do so, and the fact that I didn't write it myself would not hurt my pride in the least. In copying an advertisement, however, I would be sure that it fitted the business and the particular occasion; and if I were obliged to add anything to it, I would be sure to make the junction so skillfully that it could not be detected.

The newspapers of the larger cities are a veritable mine of hints for the local retailer, if he will read them carefully and use their contents intelligently. There are hundreds of apt phrases and tricks of expression which serve to brighten up the advertising and make it interesting. There are arguments that the retailer himself would not think of. All these things are good material for the advertiser to study and to use when they are appropriate. They are no further use to their previous users and there is no earthly reason why they should not be worked in by the local retailer. The result will be, in most cases, that his advertising will be improved.

While it is profitable to copy or to make use of the advertising of a merchant who is so far off as to be beyond the limits of competition, it is grossly dishonorable to copy the style and methods of a local competitor. Moreover, it is unprofitable, for the reason that it advertises the competitor and brands the advertiser as an imitator.

The Temple Grocery Co., of Tecumseh, writes as follows:

We notice your column with interest. I am undecided which is the best—newspaper advertisements or something like the circular enclosed. If we were in the main business center, I would say newspapers, but as we are two blocks out, and have only the neighborhood and farmer trade to depend upon, I think the circular is fair.

The circular is good, so far as it goes, but it does not go far enough. It offers nothing in proof of the statement that it would be a saving to buy of the Temples. The point of convenience is well covered, but the circular would be much stronger if it touched on prices a little.

Prices are eloquent when arguments are dumb.

If I were in the place of this advertiser, I would use both newspapers and circulars. I would harp on the fact that the location off the main business street gave me an opportunity to reduce expenses by saving on rent. I would advertise that I could afford to sell goods

THE TEMPLES,
DEALERS IN
GROCERIES, WOOD & COAL.
TECUMSEH, MICH.

DEAR MADAME:

We take this way to remind you that it would be more convenient and a saving for you to buy of us.

Of course you would ask why, and in answer would say, when you are in a hurry and want something quick you know it is nearer to our store and why should you not trade with us, knowing we always have the very best and freshest of groceries, the cleanest of coal and the dryest of wood and give good measure and good weight?

We will deliver any parcel no matter how small, promptly. Careful attention given to orders sent by children. Hoping to have a call from you soon, we remain,

Your's truly,

THE TEMPLES,

Two Blocks North of Lilley House. Phone 52.

at a smaller profit on this account, and I would advertise prices that would compel belief of this. I would issue a circular every week, quoting special prices on six or eight articles for that week only and I would see that these circulars reached the proper parties. I would make the newspaper advertising so strong that it would bring people to the store. A good persistent campaign of this kind, kept up for a few months, would turn the current of trade to Temples, or all the history of advertising successes is a falsehood. The man who is located off the main lines of travel must advertise heavily, in order to bring the people to his store. He can not depend upon transient trade. No man has yet discovered how to save store rent and advertising bills at the same time. If he rents a cheaper store, he must advertise more heavily to do the same volume of business.

W. S. Hamburger.

Staying Out Nights.

A young wife who lives on the West Side came to her mother-in-law with a heart-broken expression recently and threw herself on the floor in the abandonment of grief.

"Why, what is the matter, Mary?" the elderly lady exclaimed. "Has anything happened to Will?"

"Oh, mother! He's taken to staying out nights!" wailed the unhappy young woman.

"How long has this been going on, my dear? It doesn't seem possible! I used to know all about my boy's habits and he never went anywhere he shouldn't. How late does he stay away?"

"You know he usually leaves the office at 5 o'clock, mother. Night before last he never got home until 6 and last night he didn't set foot in the house until twenty minutes after 6. Oh, what shall I do!"

The Test of Love.

"Tom, you ask me to be your wife—to give you my heart, my all. Think well of what you say, and then tell me if you will grant me one small favor."

"Anything you ask, my love."

"Then promise me that you will never smoke another cigar as long as you live."

"I promise, dear."

"And doesn't it cost you a pang?"

"Not a pang. I'd rather smoke a pipe any day."

Our line of
WORLD
Bicycles for 1900



Is more complete and attractive than ever before. We are not in the Trust. We want good agents everywhere.

ARNOLD, SCHWINN & CO.,
Makers, Chicago, Ill.

Adams & Hart, Michigan Sales Agents,
Grand Rapids, Mich.

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of
PURE, HIGH GRADE
COCOA'S
AND
CHOCOLATES
on this Continent.

Trade-Mark. No Chemicals are used in their manufactures.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Dorchester, Mass.

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.

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Hanselman's Fine Chocolates

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

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Kalamazoo, Mich.

A Fine Business Block Burned!!!

to kill the rats is like seeing one's capital slip away, day after day, from failure to stop the leaks; business leaks can be stopped by using

The Egly Autographic Register Systems.

Then why not apply the remedy and save the business. It is our business to help you improve your business. Order a system at once or ask full particulars of

L. A. ELY, Sales Agent, Alma, Michigan.

MEN OF MARK.

Wm. H. White, the Boyne City Lumberman and Railway President.

Three years ago, when the credit of Wm. H. White hung in the balance by reason of the unexpected action of a certain banker in "calling" him for a large amount, the Tradesman met a leading Michigan lumberman and asked him what the outcome would be. "The outcome is uncertain," he replied, but you can rest assured of one thing—White will either be a pauper or a millionaire. There is no middle ground for him." The writer met the same gentleman the other evening at the Peninsular Club and asked him what he thought of White now. "He is on the sunny side of Easy street," he replied, and nothing but death can prevent his reaching the rank of millionaire inside of five years." All of which goes to show that when a Scotch Canadian starts out to accomplish a certain object, no obstacle is allowed to deter him from his purpose or stay him from reaching the goal of his ambition.

William H. White was born at Owen Sound, Ont., April 12, 1859, his antecedents being Scotch-Irish on his father's side and the same on his mother's side. His father's occupation was that of a cattle merchant and his early education was obtained in the public schools near his Canadian home. His first business experience was at Essex, Ont., where, when only 18 years old, he took charge of a crew of men. The winter he was 20 he handled and controlled 50 men in the woods. From the cutting of logs and other forest products he naturally drifted into the sawmill business, superintending the manufacture of lumber, and he has since done everything pertaining to the business he now owns and has charge of, including the felling of the tree, sawing it, skidding it, loading it on sleighs or cars, driving team and handling the axe. He is familiar with all parts of the mill and has stood at each post and taken a man's place. He naturally finds it a great advantage in handling his business to have a practical knowledge of each part of the work, together with the sale of all the material.

In the fall of 1881 Mr. White removed from Essex to South Arm to take charge of a sawmill plant. He remained there until February, 1883, when he went to Boyne City and rented a small mill and put in some broom handle machinery, but as broom handles became very low in price and slow sale, he went out of that business and into the lumber business in 1885. His first contract was made with Detroit parties for basswood and maple. Gray elm was something that could not be sold at that time. He was compelled to give \$2 per M feet royalty for the use of the money to buy logs and manufacture lumber and get it ready for shipment. Since that time he has stuck close to the lumber business, had his ups and downs, losses and crosses, but has always had faith in the business and never became discouraged. Every machine is music to his ears. The hum of the saw, the ring of the anvil in the shop, the puff of the locomotive and the hoarse resonance of the whistles all serve as a stimulus to further effort on his part and contribute in no small degree to the pleasure of his daily duties. In 1885 he started in cutting 500 M feet and is now manufacturing 30,000,000 feet, with twenty years' cut ahead; thirty-five miles of railroad; 100 heavy draft horses; three sawmills and a fully equipped steam barge to take the lumber to market.

Cocident with the remarkable development of his lumber business has been the inauguration and development of the Boyne City & Southeastern Railroad, which runs in a southeasterly direction from Boyne City to Otsego county, crossing the G. R. & I. at Boyne Falls. This line was originally constructed with reference to its use as a logging road, but the increase in both passenger and freight traffic has been so marked that two passenger trains are now run each way daily. The road is now completed to within five miles of Vanderbilt, and will ultimately be extended to some point on the Michigan Central.

Mr. White was married June 23, 1880, to Miss Wigle, of Kingsville, Ont., with whom he lived until her death on February 9, 1889. Two children were the fruit of the union. He recently

return they will take up their residence in Mr. White's beautiful home at Boyne City. Mr. White is a member of the M. E. church at Boyne City.

Mr. White attributes his success to absolute and untiring devotion to his business, not only in the large affairs pertaining to it, but to its every detail; the strictest integrity in dealing, and untiring push in its prosecution.

The Bluff That Failed.

"A good, strong bluff at the proper time is a very good thing, but it may fall flat," said a well-known traveling man who is at present visiting Grand Rapids. "It was at one of the best hotels in Chicago a few days ago that one of the guests stepped into the lobby to leave his umbrella, and, not desiring to go to his room, thought he would try a scheme of his own to prevent some one from walking off with it.



formed the acquaintance of Miss M. Louise Reeder, of Lake City, whom he led to the altar at the family residence this morning. Miss Reeder is the daughter of Daniel Reeder, who is well known throughout Northern and Western Michigan as a successful dealer in timber and a banker, having acquired a comfortable fortune, and is now living a retired life. Miss Reeder is a thoroughly educated and cultured lady, being a graduate of Albion College and an accomplished public speaker, and is well known and identified with Christian and benevolent work throughout the State, and is much sought after as a public speaker at district and State meetings of the associations with which she is identified. Mr. and Mrs. White left immediately for Detroit and the East on a wedding trip, expecting to be absent about two weeks. On their

"Taking a slip of paper from his pocket, in huge black letters he wrote the following notice: 'Beware! The man who owns this umbrella weighs over 250 pounds and can strike a Teuton blow. He will be back in fifteen minutes!'

"It was not long thereafter that some one was attracted by the sign, and he feared not the consequences of the dire threat. Quickly taking the coveted umbrella, he removed the paper, and, turning it over, wrote on the back as follows: 'The man who took the umbrella weighs less than 150 pounds, but can walk ten miles an hour. He is never coming back.'"

The man who asks to be forgiven has been through bankruptcy in friendship and wants to start again in business with good-will for capital.

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
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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	60
No. 3 Sun	1 00
Tubular	45
Security, No. 1	60
Security, No. 2	80
Nutmeg	50

LAMP CHIMNEYS—Seconds

Per box of 6 doz.	
No. 0 Sun	1 25
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
3 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. Tiltng cans.	7 25
5 gal. galv. iron Naeefas	9 00

Pump Cans

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

LANTERNS

No. 0 Tubular, side lift	4 50
No. 1 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



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 25, 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. 18, 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 twenty-first day of October, 1899.

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

FICTITIOUS DISTINCTION.

Hero worship is one of the most ennobling of all human passions. In it, in imagination, at least, we reach up to greatness, and it is the one white offering, unsullied by greed or selfishness, that we lay upon the altar of valor or genius when we burn the incense of our adoration before it. The sacred fire may never have touched us, the song that thrilled, the words that inspired, were not for us; we were never permitted to tread the path of glory that led to some great deed, but the hero, the bard, the orator, live in our fancy as gods in a world of men.

Admirable as hero worship in its purity is, there is no other way in which poor, weak, vain human nature cuts so sorry a figure as when we see some one trying to borrow a kind of fictitious distinction by standing in the shadow of somebody else's glory, as if the robe of fame was ever cut big enough to cover two people. In a popular song the hero sets forth his claim to notice on the ground that he saw the man who knew the man, who broke the bank at Monte Carlo. He was not the only one. There are others whose claim to distinction is every bit as flimsy. They are great, so to speak, by reflection. They have not done anything remarkable, but they know somebody who has. We all know people who, starving poor themselves, are never weary of discoursing about some rich relative, as if the shine of his money gilded their poverty. We know families who have existed for generations with a kind of halo distinction because a great-grandfather happened to be in the revolutionary war or came over in the Mayflower. It is on these scant and flimsy foundations that enterprising people are attempting to erect an American aristocracy. The most ridiculous feature of all, however, is the man who thinks he gains distinction by

pretending to know all distinguished people. Mention a popular actor and he says, "Oh, yes, he is delightful on the stage, but you should just know him in private. Charming, I assure you. So witty, such a delightful storyteller. Of course, it is all humbug, but he thinks he casts an atmosphere of distinction about himself by pretending intimacy with people who are noted. The past year or two has been made grievous to us by the reminiscences of people who have known, or have seen a man who knew, one or the other of the heroes in the late war. The man who went to school with Sampson has proclaimed it to the world by the thousand; the man who was thrashed by Schley at school has risen up from his obscurity and called attention to himself by boasting of it; even the fool women who helped kiss Hobson into obscurity have gone about parading the fact, instead of being ashamed of it. The very climax to this infatuated nonsense, however, was given in New York at the big Dewey celebration, when an enterprising photographer rigged up a dummy wax figure that looked like the hero of Manila and hung out a big placard that said, "Come and have your picture taken, showing you shaking hands with Dewey. Twenty photos for 50 cents." It is said he did a land office business and was unable to accommodate the crowd of chumps who meant to go home and not only brag about the intimacy they formed with Dewey, but actually show the picture of themselves taking a long, lingering farewell of the Admiral. Seeing is believing, and it was one chance in a thousand for this particular kind of bragging liar to be believed.

The Tradesman has no means of knowing whether A. C. Schumacher would accept a reappointment to the Board of Pharmacy, but the energetic manner in which he has discharged the duties devolving upon him in that position and the faithful way in which he has undertaken the work of Secretary clearly entitle him to a reappointment, in case he can accept it without too great interference with his private business. No member of the Board has worked harder than Mr. Schumacher and, certainly, no Secretary has done more to bring the Board into harmonious relations with the retail drug trade of the State than he has. An instance in point is the communications he has sent to the Tradesman from time to time, explaining the position taken by the Board on points of vital interest to the trade and also noting the progress the Board has made in enforcing the law pertaining to the practice of pharmacy in this State. While it is true that comparisons are odious, it is, nevertheless, a fact that no Secretary of the Board has ever made such constant effort to secure the co-operation of the trade as Mr. Schumacher.

Union labor received a body blow at Pittsburg last week in the shape of a decision by Judge White in connection with injunction proceedings brought by C. L. Flaccus, a Pittsburg glassmaker, to restrain the officials of the American Glass Workers' Union from inducing his apprentices to break their contracts. "Trades unions," said Judge White, "have come to be the most tyrannous organizations we have. A boy can no longer learn a trade in his father's own shop without the sanction of some trades union. As conducted, they are a menace to free institutions."

PRIVATE ENTERPRISE IS BEST.

There is no topic of industrial economics pressing for consideration more urgently than that of municipal public works. In some of the most conservative and, at the same time most progressive municipalities of the Old World, experiments are being carried out which are giving very satisfactory solutions to the problems there, but in the newer and more complex conditions in the communities of the West there is little being accomplished in the way of practicable management. There is in Western life so prominent an element of reckless waste and disregard for public expenditures and, withal so great an absorption of the individual in his own immediate and selfish interest, that it is almost impossible to bring any adequate influences to bear upon the solution of such problems.

It would seem that in recognition of the adverse conditions obtaining here the most sensible way to meet the difficulties would be to enlist as much of private enterprise in the prosecution of public works as possible. By this means the spirit of competition, which is a result of our tendency toward intense selfish activity, is made to serve the interests of the public. Through the operation of competition a definite limit will be put upon the expenditure for any given purpose and the works will be done at some approximation to a commercial basis.

It may be contended that the ideal way is for the public to do its own work, paying fair wages, but no profit to contractors. This contention might be allowed if the conditions were only ideal. That this is far from being the case is demonstrated by every attempt at the municipal prosecution of any enterprise of a local character in this country. The prevailing and lamentable lack of principle as to public affairs, which makes every such enterprise the opportunity and prey of a host of political hangers-on of various descriptions, from the lazy or broken-down failure in private undertakings to the labor delegate and professional political agitator, precludes the possibility of conducting any enterprise on a commercial basis. Even in the vaunted examples of municipal honesty and enterprise, like Glasgow, there are occasional reports of defaulting officials and corruption, and the conditions there are ideal as compared with American cities.

Grand Rapids is probably no more unfortunate in its municipal industries than many of its neighbors, but in the present era of its development into a metropolitan city it seems unusually unfortunate in the number and seriousness of the schemes into which it is being betrayed through the ignorance or culpability of its official management. Perhaps the experimental scheme for disposing of garbage by burning should not be classed as an industry but, rather, as a sanitary enterprise, although the characteristics as to incompetent management and results are the same. The cost of operation is more than double that estimated—a condition charged by the builders to the employment of an unnecessarily large force to operate it. They question the fairness of quartering the city's dependents and the usual quota with a "pull" upon the institution and then complain to them as to its economy. But it is probable that they meet the same troubles elsewhere, as Grand Rapids is no worse in this regard than her sister cities.

Another most brilliant example is the lighting undertaking. Through political and labor union influences no opportunity was given for private enterprise to make a bid on the work. The contractors who were then furnishing light were entirely ignored and, with the exception of the costly and wasteful towers, their plant was not considered. Notwithstanding the fact that these contractors controlled a great water power which would be a valuable factor during much of the year in saving costly fuel, a new and exclusively steam plant must be built. The story of the building is painfully familiar to all interested. All estimates of cost have been greatly exceeded; the money raised is exhausted and the plant far from completion. It is a deplorable condition but, unfortunately, it is not exceptional, being in accordance with the general practice in municipal public works in this country. It may be that the present conditions are temporary; that a higher stage of development will make it possible for the public prosecution of economic enterprises, but that time is yet far in the future and those working for the best public interest to-day will endeavor to use private enterprise wherever possible.

THIRTY YEARS OF USEFULNESS.

The American Grocer recently celebrated the thirtieth anniversary of its establishment by issuing an extra edition of 100 pages, which is full of overflowing with good things, reflecting credit on both editor and publisher.

When the writer was a clerk in the general store of the late D. M. McClellan, at Reed City, nearly thirty years ago, a copy of the American Grocer happened to fall into his hands and he vividly recalls the wonder and delight the publication gave him and the valuable information he gleaned therefrom during the period of his apprenticeship behind the counter. Although the publication was then only three years old, it was replete with carefully compiled statistics and pertinent advice which made it an invaluable companion for the merchant and clerk—more so even than now, because there was then no other weekly trade journal on which the grocery trade could rely for authentic information. The American Grocer has always been first and foremost in the advocacy of improved methods and better conditions. It has sought to harmonize the differences between the wholesale and retail trade. It has stood for better goods and living margins. Like some other journals which refuse to bow the head subserviently to public clamor, when the public is wrong, it has suffered in silence the loss of friends and business, realizing that time will remedy all things and that the man who hastily reviles a publication for acting on principle will be the first to admit his mistake when calmer consideration convinces him of his error. Under the able editorship of Mr. Barrett, the American Grocer has always been distinguished for the accuracy of its statements and the courtesy with which it has always treated its competitors. Conservative to an unusual degree—perhaps too much so for this day and age of the world—and conscious of the work it has wrought in the development and extension of the grocery trade, the American Grocer has every reason to regard its career with pride and satisfaction and to look forward to a successful and profitable future.

OPPOSING EDUCATION.

A notion is being propagated that the people are being over-educated. It is proclaimed that, as the vast masses must necessarily labor for a livelihood, and that only a few can be rich, education unfits the masses for the hard work and the rough battle of life in which they must engage.

If all men were content to live in ignorance, there would be no progress in what is called civilization, and the great body of the people would be virtually slaves to the wealthy classes. Possibly this is the condition that the propagators of the notion about over-education are desirous of bringing about. If it could be accomplished, the masses of the American people, both white and black, would be reduced to slavery in fact, if not in name.

It is true few persons can attain great wealth, and many must, from the necessity of the conditions in which they live, remain poor. A liberal education, so far from unfitting them for their humble situation, enables them to endure it with all the more patience and philosophy. "My mind to me a kingdom is," said an old poet, meaning to declare that mere pecuniary poverty could not deprive him of the treasures of his knowledge or rob him of the vast domain of thought which education had bestowed upon him.

The practical uses of education are to teach men to think and to inform them of what other generations of human beings have accomplished in the various departments of endeavor, so that thinkers and inventors may not waste their efforts upon what has already been discovered or discarded, but that they may start where others left off and rise to still greater heights and attain still more important results. In this way the entire sum of human progress has been accumulated.

For the lack of proper scientific knowledge, men are constantly wasting their energies in efforts to invent perpetual motion, when a proper acquaintance with the laws of physics would have taught them that it is as impossible to create force out of nothing as it is to originate matter. The great central principle of democratic doctrine is that every human being should have an opportunity of doing the best that is possible with such means and faculties as he may possess, and he is entitled to improve and develop them as much as he can, in order to secure the best results attainable.

If education should unfit men for the lowest pursuits of industry, it has had the effect of opening to human effort new and vast fields of employment where men are not only raised to higher conditions, but are able to command better pay for their services. Alexander Sutherland, in the Nineteenth Century Magazine for October, says in this connection:

Science is steadily sweeping away all those humblest classes of employment. Hardly any man has now to toil up ladders with the hod of bricks upon his shoulder. The donkey-engine does the purely animal part of the work. The reaper is replaced by the machine, and the plowman is fast receding as the steam plow makes its appearance. We rarely see long lines of men, laden with coal bags, running up planks as in the olden days. The need of men to do the work of horses is steadily diminishing. It is true that science has by no means conquered the whole domain. There is still much scrubbing of floors to be done by men and women on bended knees and coal is still hewn out with pick and ax and the use of muscle, with but lit-

tle use of brain. And yet, even in our fertile century, science never works by revolution, but only by progress. One domain after another has gone.

But if science is abolishing occupations at the lower end of the ladder of industry, she is creating new employments at the top. Says the writer quoted:

Think of the hundreds of thousands of men who in England are now employed in callings that had no existence sixty years ago; the telegraphers, and photographers, and mechanists of a hundred kinds. In the last decade or two what an army of skilled men have been demanded by the invention of the bicycle, the telephone and the electric light! As compared with the beginning of the century, think of the long array of marine and locomotive engineers, the chemists, the journalists, the draughtsmen, the teachers, the postmen, railway porters and tram conductors. What a multitude of callings are there which are either new, or else newly-stocked, so that while the population has quadrupled, their ranks have been multiplied a hundredfold. But it is the entirely new employments that strike the mind most forcibly, and any one who runs his eye down a census of the occupations of the people will satisfy himself that in England of the present day one-fifth part of the adult male population find their livelihood in callings that had no existence when the century began.

Of course, no little individual hardship is inflicted on some classes of labor when their occupations are swept away by the discoveries of science; but such misfortunes are incident to human conditions. The scribes who made books in manuscript had their industry entirely destroyed by the art of printing; but whereas only a few copies of books could be made with the pen the printers' art multiples books by thousands and millions, giving employment to immense numbers of men and women and vastly ameliorating the conditions of human life in all civilized countries.

Education means to the greatest numbers of the people an upward progress in the comforts of life and in material benefits. It means, also, a vast amount of satisfaction and enjoyment in the pursuit and possession of knowledge. Of course, there are many defects in modern educational methods; but, in the main, education is an enormous benefit and free public education is a vast and inestimable benefaction.

Much speculation has been indulged in during the past as to the cost of the White Star leviathan Oceanic. Rumor has variously stated the cost of this mammoth vessel at anything from \$2,500,000 to \$7,500,000. A more definite datum on which to work, however, is the amount of insurance effected. The White Star Company has given out lines amounting to \$2,500,000, and have retained to themselves \$750,000. This makes the insured value \$3,250,000. But this figure is probably an underestimate, for there is good reason to believe that the ship is by no means insured to her full value.

The recent proposition to undertake the raising of cattle on a somewhat large scale in Eastern Maine has aroused the oldest inhabitants to say that many years ago large herds of cattle and sheep were raised there, but the tracts of land thus occupied were given up to the raising of blueberries. The canning of these berries has been carried on somewhat extensively in Maine in recent years.

It is difficult to arbitrate in the face of gold mines that may belong to the side that kills the most human beings.

EDUCATION OF A BUSINESS MAN.

It is ordinarily held that to be a man of business, a merchant, or trader, but little education is necessary. If a man can read and write and is quick at figures, he is supposed to be sufficiently equipped to sell goods behind the counter or on the road or to meet the sharp fellows on the floor of the stock and mercantile exchanges.

This may do in strictly home trading; but a man engaged in foreign commerce must know something more than the mere rudiments of buying and selling. He must be able to read, write and speak the language of the people with whom he trades. He must know something of the geography and history of the countries in which his business lies, and he must understand enough about the climate, the manners and customs of the people and of other conditions that will enable him to know what sorts of merchandise are suited to the needs of customers there. Such a man should be well informed on the topics of the day; he should know something of political economy and general finance, and should be able to maintain himself creditably in any situation in which he is likely to be placed while engaged in foreign commerce.

In the Commercial Congress of the National Export Exposition, at Philadelphia, President Eliot, of Harvard University, recently delivered an address on the requisites of a commercial education. Here is an outline of what he proposed as a proper course of study for a commercial career. The student, in addition to the English language, must know French, German and Spanish. A reading knowledge of the languages will ordinarily suffice for principals; but for traveling advantages or agents residing abroad, a speaking knowledge of at least two of these languages is desirable. This, however, is not enough, if Asiatic trade is to be sought. The Chinese, Japanese, Arabic and Malay languages then become necessary.

The commercial student, being properly equipped with living languages, is then expected to give his attention to the study of economics, statistics, banking, currency, exchange, arbitrage, insurance, government tariffs, transportation by land and water, commercial geography, climates, ethnology, commercial needs by region and race, maritime exchange, blockade rights, neutral rights, commercial law, industrial combinations of capital, labor unions and financing new enterprises.

A man so educated would be vastly better prepared for the duties and cares of statesmanship than are most of the lawyers to whom legislation and diplomacy are intrusted. The simple fact is that this is the age of trade, of commerce, and the lawmaker and the diplomat can scarcely be charged with any business more important than that of promoting and extending the commerce of the country and in opening new markets for the country's products.

In view of the paramount importance of commerce, too much care in educating the men who are to conduct it can not be taken. The merchant is rapidly going to the head of our economic system, and lawmakers and ambassadors to foreign countries are rather his servants than otherwise, employed in protecting and promoting commercial interests. The merchants of Tyre, Carthage and Venice were the peers of the princes of the earth, and the growing commercial interests and forces are going again to

raise the mercantile class to the front rank in life. It, then, becomes of the greatest importance that men shall be duly prepared for mercantile careers, and it is the duty of the universities and educational institutions of all sorts to provide for such education.

THE SAMOAN PROBLEM.

After a lull of several months the Samoan problem is again coming to the front as a live issue in international relations. Although a temporary agreement was arrived at by the three powers interested in the islands, no actual settlement of the questions in dispute was secured. The monarchy or kingship was abolished in Samoa, and an amicable arrangement was made for the government of the islands ad interim, but the vexed problem of control remains unsolved.

All interests are agreed that a perpetuation of the tripartite government is undesirable; but it is apparent to all that it will be difficult to arrive at some basis of dividing up the islands upon an equitable plan. All three of the powers are willing to make a division; but all want Apia, which is the capital and most important point in the islands.

Recently the British government proposed to Germany compensation for the abandonment of her claims to Samoa, but Germany refused to entertain this proposition. Germany, however, is not adverse to a division of the islands among the powers interested. The United States would probably urge no serious objection to that plan; but it is feared that Great Britain would prove a stumbling block, as she would have to take Australian susceptibilities into account.

How to arrive at an equitable division of the territory of the islands is now the problem to be considered. With both Germany and Great Britain determined to secure Apia, it is difficult to see how an arrangement can be arrived at. Germany seems disposed to submit the matter to arbitration, and if such an arrangement could be arrived at, everything might come out satisfactorily.

Even a partitioning off of the islands among Great Britain, Germany and this country would not be an altogether satisfactory solution of the question. The close proximity of the possessions of three different powers, each enforcing separate laws and showing different degrees of material development, would be a source of constant irritation. Without a free interchange of trade, the commerce of the islands would be of small value, and trade competition would lead to constant friction.

It may be very much doubted if the American interest in the islands is actually worth all the trouble it is giving us, but it is now the fashion to hold onto every bit of territory acquired; hence it may be assumed that our Government will be as persistent as the others.

Trade ingenuity is never at fault. Some distiller in Berlin has, writes an Augsburg correspondent, invented a liquor which he calls "Dreyfus' tears." He calls it the "most innocent" of all spirits, and if you buy ten bottles he will grant "extenuating circumstances" consisting of 10 per cent. discount.

Carl Brown is about to make another Coxe tramp march to Washington, to complain of hard times. He starts from Kansas, where the people are so busy gathering a glorious harvest that they do not have time to kick the tramps who refuse to work.

Woman's World

Reviving the Lost Art of Gratitude.

I wish somebody would start a school for the cultivation of old-fashioned virtues and begin by trying to revive the lost art of gratitude. To my mind there is no other fault of our day so unlovely as the lack of appreciation that we encounter everywhere. We have gotten into the way of taking everything for granted and of accepting favors as if they were merely a slight and unworthy tribute to our own charms and merits. Even in the matter of thanks we are as stingy and niggardly as if, like the heroine of the fairy tale, our lips dropped diamonds and rubies instead of words, and we were afraid of being robbed.

Of course, when we do a kindly thing we do not perform it in the hope of reward, nor do we care to have our virtues unduly exploited, but it is one thing to have a trumpet sounded in your praise and another to have everything received in dead silence. Yet the whole world hungers and thirsts for appreciation, and to realize the truth of this we have only to bring it home to ourselves and recall how our hearts warmed under the sunshine of a little gratitude, and understanding of the things we had done, and the sacrifices we had made for someone else.

It is a pleasure we are seldom permitted to enjoy. What we are intimately acquainted with is the brutal rudeness of people who take our efforts in their behalf as a matter of course, and think it entirely too much trouble to manifest the slightest appreciation of it. Take the matter of entertaining, for instance. The world over an invitation has been considered a sight draft on politeness that would draw some sort of acknowledgment out of a clam, yet every season the land is full of the wails of hostesses who have received no reply to their invitations and do not know whether to expect forty guests or 400. Nor does the lack of appreciation stop there. The majority of guests nowadays seem to regard your house as merely affording a picturesque background for their flirtations or a convenient meeting place for their friends, and such a thing as having any obligations to you does not enter their heads. Men are the particular aggressors in this line. The hostess who can induce the weary-looking young fellows who line her walls at her balls and eat her salads and drink her champagne, to dance or pay any attention to an ugly girl when there is a pretty one in sight, is a diplomat and a general who deserves recognition at her country's hands. So far as a man regarding himself as being under any obligations for an invitation, he thinks that he has conferred a favor by going for which his hostess should be humbly grateful. Only last winter I heard a beardless stripling calmly announce that he never called at houses where he was entertained unless there were girls there. "What's the use?" he cynically remarked. "They can't give parties without men. They're bound to ask us." For my part, I should like to see the women who entertain form an iron-clad trust and boycott every man who failed to show a decent appreciation of the courtesies shown him.

But men are not the only ones lacking in appreciation. There isn't one woman in a thousand who hesitates to ask a favor of you, and there is about one in ten who ever thinks of making any return

for it, in words or deeds. There is Mrs. A, who writes you from New York or Chicago, asking you to give her a letter of introduction to some charming friends of yours. Being good-natured, you comply, and they show her all sorts of attentions on your account. One would think that her first impulse would be to sit down and write you a note teeming with gratitude; but does she do it? Rarely ever. Instead, she waits until she gets home, and if you happen to meet her she casually mentions that she saw your friends, the Z's, and that's all the thanks you ever get from her. Or, there is Mrs. B, in the country, who reads the Sunday advertisements of Snip & Cutem. Two days later you get a letter asking you to go down and see if the taffeta petticoats that they are advertising at \$3.99 are really the same that were \$4 at the beginning of the season. It is inconvenient and you are busy, but you wearily chase down town and investigate and report to her, but she never thinks of showing her appreciation of your trouble by writing you a note of thanks, and that's all you ever hear from her until she wants another errand done.

Every writing woman knows what it is to be importuned by friends and people whom she has never seen—to help them out when they have a club paper to write. "Just a few points about the ancient dynasty of Rameses," they glibly suggest, or "don't put yourself to any trouble, but please tell me how to begin a paper on the 'Oversoul,'" and what to put in the middle, and write me a real good ending, because in a club paper the end is always what people enjoy most. I have got the loveliest new hat and a duck of a dress trimmed with real lace, and if you will only help me out with my paper I'll be all right." What is one to do? Very likely the writing woman doesn't know any more about the subject than a rabbit, and to find out involves weary searching through biographies and encyclopedias, but she does it and sends off the best essay she can manage. Then comes the curious part, for not once in a blue moon does the recipient take the trouble to manifest any appreciation whatever, or even let the writer know how the paper "went" at the club meeting, yet that same woman would have been overwhelmed with gratitude if her grocer had presented her with a pound of soda crackers. It is the same way with the woman who reads or recites or sings. When Mrs. Society gives a reception and wants to break the deadly dullness by a musicale which costs her nothing, she is in great demand. She is continually importuned to help out charity entertainments and church affairs, but do those to whom she has given her time and talent so freely manifest any appreciation when the time comes for reciprocity? Let the sparsely-attended benefits of our own gifted and generous artists testify.

But the very tragedy of the lack of appreciation manifests itself in the domestic circle. I honestly believe that, while we are ransacking heaven and earth for some cure for the domestic troubles we see all about us, it lies in the simple expedient of people showing some appreciation and some gratitude for the daily toil and sacrifice of those about them. I have known plenty of women whose whole married life was nothing short of slavery, who were goaded on from day to day and year to year by hard and relentless poverty, who never had one hour that was free from

anxiety and care and who never knew what it was to gratify a longing for anything pretty or dainty, but I never knew one who considered herself ill-used or her lot hard, if she was sustained by the loving appreciation of her husband. I remember once saying to such a woman that it must be hard for her to always wear shabby clothes when she had been used, in her youth, to walk in silk attire. "Ah," she said, with a contented smile, "Tom would dress me like a princess if he could, and to know that is better than to have anything that money could buy. Why, the other day he kissed my hand and a tear fell on it, because it had grown hard and callous working for him, and it seemed to me that it was brighter and more beautiful than a diamond." It is a solemn fact, based on God knows what strange contradiction of the feminine heart, that if you give a woman appreciation you need give her precious little else, and she will still consider herself blessed among her sex, and I have frequently wondered that husbands didn't oftener indulge in it just as a good financial investment.

A woman errs equally in taking it too much for granted that a man is glad to spend his life toiling for her, and that no word of acknowledgment is needed to show that she understands and appreciates all his sacrifices. Say what you will, it is hard to work on day after day, as the average man does, just to pay grocery bills and school bills and doctors' bills and dry goods bills, and to feel that he has been reasonably fortunate if at the end of the month he has evened up with the collector. Surely he must be more than mortal if, at times, he doesn't think that the silent acquiescence of his family in accepting his labor is pretty poor pay for the luxuries and the pleasures he might have had if he had staid single. It is sadly true that this view of the subject occurs to few women, but it is one she may well consider and believe that in no other way can she so lighten the burden of life for her husband as by showing him that she appreciates his patient toil, the bravery of the unrecorded daily sacrifices, the heroism that keeps him, sick or well, at his post, that he may keep her safe and sheltered in the warmth of home.

When we all care for appreciation so much ourselves, what queer freak of human nature is it that makes us chary of bestowing it on others? I never go down town that I am not shocked at the brutal callousness of women who will make a tired clerk pull down stacks of goods or search for impossible shades, and who accept the service without even a grunt of acknowledgment of her politeness and patience.

There are servants whose mistresses never give a word of praise for good work done and children who insensibly feel that nobody appreciates them at home and that their little efforts at better manners and harder study are wasted. It is all a terrible mistake, born of our carelessness, and the sooner we correct it the better. There is no quality better worth a woman's cultivation than the gift of appreciation. It is the magic that robs daily toil of its hardness and takes the bitterness out of life and fills it with sweetness and light.

Dorothy Dix.

There are two places in a newspaper where a man is superstitious about having his name appear—the obituary column and the police-court record.

The School Days the Happiest.

One of the times when every grown-up person inwardly gives hearty thanks for deliverance, is when the season comes for the schools to reopen in the fall. In the morning, as we look out of the windows, we shall see the first of this army of little martyrs, resuming their burdens, and we will sink back into our chairs with a sigh of unmixed relief and satisfaction that we have escaped from that thralldom. Of course, we have a cherished theory, and very likely we exploit it for the benefit of our own children, that our school days are the happiest time of our life. In reality, not one person in a thousand but who remembers them as a kind of nightmare, or who could be induced, for love or money, to go over them again.

Looking backward we can see why they ought to have been happy, and that the cares that encumbered them were very little cares indeed. We know that we borrowed unnecessary trouble and anxiety over our tasks. Above all we know that the schoolma'am whose looks struck terror into our breasts was a very ordinary person indeed, whose bad temper was mostly dyspepsia, and who was just as afraid of the superintendent as we were of her. But the horizon of youth is limited. The misfortunes and cares of to-day seem far more final to childhood than they do to us in after life, and for that reason its sufferings and anxieties are intense and poignant.

Now misfortune has to be darkening around us, banks have to be breaking, and sickness and death hovering about us before we go to bed in tears, dream feverishly through an oppressed night, and waken dispirited and hopeless with the shadow of calamity hanging over us; yet even so were we ridden through weary school sessions by the specter of spelling and geography lessons, and after all, by the time we got grown they had changed the spelling and made new geographies, and we had to learn it all over again. How foolish it seems now to have cared for the silly titter of our school companions when they laughed at some mistake, or at our unfashionable clothes. Now the stinging derision of the whole world would not have the power to bring us such an agony of shame, and to our dying day many of us will remember how the hot tears choked us as some teacher, ignorantly cruel let us hope, held us up to the ridicule of the room that was our little universe. While as for fear and tyranny, there is no other despotism more oppressive and relentless than that of the schoolroom, which does not even give the accused the chance to talk back.

There probably isn't any way to help matters. Children must be educated, and school, like certain bitter medicines, are good and wholesome institutions for them, but at least those who are undergoing this heroic treatment have a claim upon our intelligent sympathy. "Childish troubles will soon pass by; there, little girl, don't cry," may be sufficiently consoling philosophy to those of us who are not going to school and don't have to agonize over tasks that are straining our abilities to the utmost, but we should at least remember that their troubles are as real and as great to them as the big sorrows that come to us. More than that, we might be merciful, and when we see children, heavy-eyed and pale, wrestling with the accumulated woes of too heavy studies, we might forbear to sacrifice them on the altar we have set up to the gods of education. Cora Stowell.

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Shoes and Leather

Duty of the Dealer in Directing His Customers.

The question of clothes is such a momentous one in our time that many seemingly more important subjects have to take a secondary place until the body is decorously attended to.

It is of no great consequence to the world, especially to moderns, whether, in the matter of covering the primitive man and woman, we began at the head and dressed down, or began at the feet and dressed up.

It is sufficient and satisfactory to our peace of mind and cultivated tastes to know that the complete draping of the human form was finally accomplished, and the feet were carefully included in the interesting process.

In fact, at the time when the old Roman's feet were covered with handsome sandals, he had not yet attained to the luxury of a shirt; so, it will be seen that the shoemakers' art was slightly in advance of the shirtmaker's.

But shirts, in those times, were regarded as a mark of effeminacy, and if there was any one thing which the masculine Roman abhorred more than another, it was any mark of softness in his character or dress.

But later on, when he had been educated up to the shirt, he wanted it richly embroidered and with plenty of frills about it.

His shoes, too, were highly ornamental as time went on, and he liked spangles and bright buckles galore.

Now while admitting the truth of the old adage, that "clothes do not make the man," we must, nevertheless, confess that the absence of clothes do positively unmake the man; and even an elaborately-dressed man going about barefooted would now be considered a total failure as a civilized product of a long course of dress evolution.

Clothes, in order to attain the summit of their possibilities, must always have a solid backing of refinement and a modest appearance of self-oblivion on the part of the wearer. The vulgar person clad in fine broadcloth and modern shoes of the latest style is as ostentatious of his clothes as is the African of his bark apron and plug hat.

This statement may have the ring of pathos to the thoughtless person, but it is true.

There is nothing attractive in the offensive display of the best and most costly clothes or shoes. One will be less attracted by the clothes of a Chesterfield than by those of a barbarian.

But one grows bewildered over this subject of dress. It is as vast as the world and, next to food, the most important.

Of all the forces of nature, gravitation is perhaps the chief.

But for this natural law we should fly off at a tangent from the earth.

It keeps us from soaring heavenward, it is true, but it is our safeguard and our anchor.

And gravitation was first discovered by means of a falling apple.

Now clothes, being awarded second place in nature, as regards the necessities of our species were also invented through the instrumentality of an apple.

This is a singular coincidence, and it seems strange that no philosopher has ever before discovered it.

The scientist had other things to occupy his mind probably, and, as a rule,

scientists are apt to be rather indifferent to the subject of clothes.

Still not all of them close their eyes to this interesting question.

The clothes philosopher says, with much force:

"Men speak much of the printing press with its newspapers; du Himmel! what are these to clothes and the tailor's goose?"

He should have included the shoemaker and his products specifically, although these are probably included in the general term clothes.

The poet also affirms of clothes and their absolute necessity to mankind:

"We may be handsome, witty and well read.
But without clothes we must needs lie abed."

Although man does not crowd to the front in advance of woman in the matter of general dress or shoes, still he is a close second now in this race.

Masculinity, although sometimes affecting a sort of contempt for what he terms the frivolity of the fair sex in personal adornment, does not lag far behind in the various processions of the Vanity Fair of human life.

You may note this fact in his shoes to-day without looking higher for signs.

Man, being somewhat puffed up with the pride of supposed physical and intellectual superiority, is prone to look upon this feminine clothes question with a sort of mental strabismus.

He can not concentrate his vision directly upon one object, hence he sees femininity only through half of his mental perception, and, is therefore, apt to be biased in his judgment.

A man who in our times is guiltless of a love for personal adornment, especially in the matter of shoes, is like the great bard's culprit who "has no music in his soul," and the same sentence

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should be pronounced against such a man, too.

"Let no such man be trusted."

Having arrived at the period, then, in which shoes for our feet are not only indispensable for protection and comfort, but also for our mental well-being, it would not be amiss to consider some of the characteristics of modern shoe wearers.

These are divided into two great general classes, which may be conveniently termed the utilitarians and the aestheticians.

The former seek the worth of their money in durability with but slight, if any, ornamentation of the foot coverings.

The latter class runs largely to style and finish, with but little concern expressed about the length of service they are likely to endure.

Of course there are intermediate subdivisions, made up of persons who are willing to compromise between wear and appearances.

One will make some sacrifice of ornament for service; another will waive a trifle of durability for decoration.

Some think a light shoe is the only correct thing for the year round; while others wear only stout soles and uppers constantly.

Now the value of a shoe is not always in direct ratio to its weight.

If this were true, then shoes, like leather, ought always to be sold by the pound.

But what the heavy shoe gains in durability is almost entirely at the sacrifice of grace and beauty, and is also an added burden to the foot that must carry it.

A perfect blending of high art and maximum weight in footwear is rarely effected or even attempted.

There is almost always the difference between the heavy and the light-weight shoe that there is between the fast cruiser of graceful lines and the sturdy battleship, which is built more for resistance than for speed.

It is the light fairy shoe that puts on the most airs with the pleased foot that exhibits it.

The cowhide boot and the tip brogan stand sturdily and soberly upon their homely and useful merits.

Nevertheless, shoes that most closely combine in their individual makeup these two desirable features—durability and style—are the nearest to perfection in shoemaking art, especially when they are fitted to the feet that shall appreciate such merits.

But, unfortunately, such shoes are beyond the pecuniary reach of the masses; they are exceptional productions, with composite qualities of the best in aesthetic and utilitarian branches of the art, and the price of such unusual combinations is high.

Meanwhile the masses of shoe wearers get style and appearance at a lower figure.

Between these two general classes of shoe buyers those who make durability the standard and those who place style above all else, there is, of course, a wide difference.

In fact, they represent the extremes of shoe wearers.

Style is capricious and shifting, and shoe buyers who chase only the gaudy butterfly of style must necessarily be on the alert, and what they catch will often have little other merit to recommend it than that of grace and beauty.

On the contrary, durability has always a fixed market value and an im-

movable status in the elements of the shoemakers' art.

Durability, unlike style, never changes; therefore this permanent feature of the good shoe should be the chief desideratum with persons of small means.

In aiming to attain this end the purchaser should remember that in a very low-priced shoe all attempts at elaborate finish and ornamentation will deduct just that much from the quality of the material and the workmanship upon which the serviceableness of the shoe depends.

Both features can not be had in the cheap shoe.

The veteran shoe dealer will have made a mental note of the fact that there are many slight subdivisions between these two classes of extremists who patronize his footrest.

He will tell you, doubtless, that the majority of shoe buyers are rather of the helpless order, who do not know precisely what their views are, if they have any, about the respective merits of durability and appearances; but that most of these pin their faith upon and pay their money for something that appeals temptingly to the sight.

In regard to shape, weight and material of the shoe for individual feet, the intelligent buyer can usually decide pretty clearly for himself, because he has noted the peculiarities and the special needs of his own feet.

Still, much assistance can be given to the more ignorant or indifferent buyer by the experienced and observing dealer, and the latter, by this careful attention to the requirements of different feet lays the foundation for a permanent trade from all whom he has benefited by his experience and advice in the matter of selecting their footwear.

In this vital question of clothes, then, it will be seen that shoes hold an important place, and there is little danger that the feet will not be decorously attended to by the modern shoe man.

That oft-recurring question in the mind of the perplexed customer as to whether he shall follow his own rather clouded judgment in his purchase of footwear, or be guided largely by the dealer, may be satisfactorily settled in favor of the shoe man's advice, provided always that the latter is a skillful,

experienced and honest retailer of shoes.

In the matter of worth and future satisfaction there is no doubt at all that this sort of dealer is a safe authority to rely upon, as he knows lots about leather, different makes and the like of which the customer is usually entirely ignorant, and therefore dependent upon the dealer.

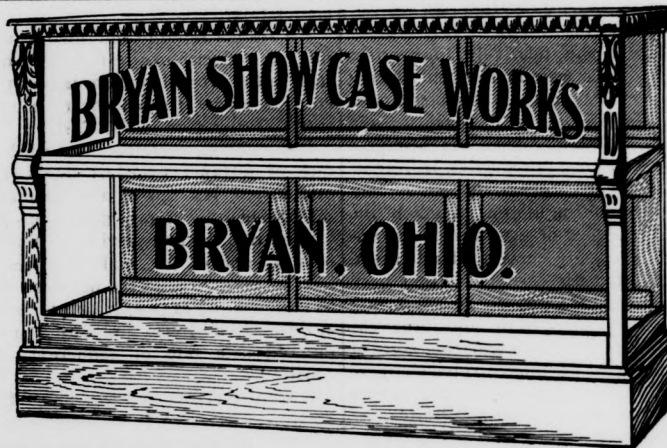
But even in the matter of styles, a point upon which most buyers are very insistent in having their own way, the experienced shoe man can give them valuable points about the merits or de-

merits of ornamentation, decoration, piecing and other details.

The dealer ought also to be able to mildly aid the woman in doubt, as the milliner does at the other end, about the choice of perfectly becoming shoes, so that it will not be his sin if she be not perfectly attired from head to foot.—E. A. Boyden in Boots and Shoes Weekly.

The most bitter medicine is often the best. It is the same with experience.

Poets take in the beauties of nature. Their wives usually take in washing.



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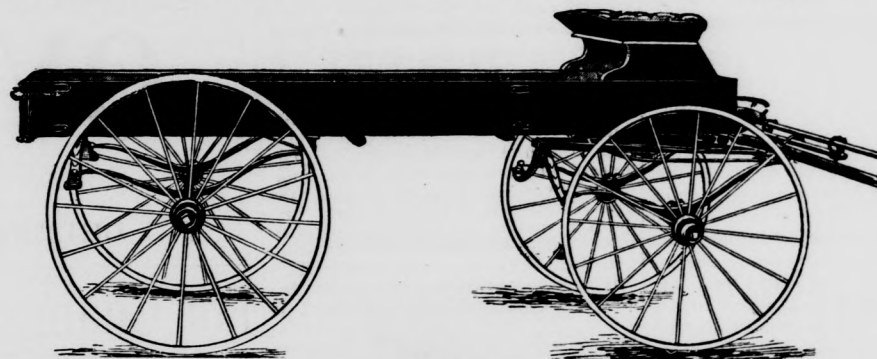
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Fruits and Produce.

Observations by a Gotham Egg Man.

We are now just in the middle of the fall; consumption of eggs should now be at the highest point between the period when trade is affected by summer heat and that in which it is curtailed by reason of the natural deterioration in quality of held eggs with which the later markets are so largely supplied. It is a good time to cast an eye over the general situation of the market and see how things are working in view of the remarkable condition of supply and prices which prevailed during the early part of the season.

Naturally the relatively high prices for eggs which were maintained during the season when surplus production was going into storage, set the pace for the early fall markets. There is always a decrease in egg production in August and September, generally coincident with the moulting season, in which the natural tendency of egg values is upward. The only check to this is given by the offer of earlier packings from refrigerator, and as these goods are never offered early in the unloading season at a loss it follows that the cost of the reserve goods, plus carrying charges, and an acceptable profit, determines the extent of the early fall advance. The true test of the merits of the situation comes later. It is not difficult to force market values up by withholding stock from sale; but to find an adequate outlet for the goods afterward is another matter.

The rates at which storage eggs have so far been offered have naturally been such as to afford a fair profit on the original cost and expenses; they have been about as much above the prices ruling last fall as the spring prices exceeded those of the same period in '08, and if one looked no further than the quoted prices he would conclude that the high cost of accumulations was justified by improved trade conditions. But in estimating the real merits of the situation it is necessary to consider the rate of reduction, and when this important element is investigated it looks a good deal like "breakers ahead."

Holders of refrigerator eggs who have heretofore taken and still hold a rosy view of the prospect lay much stress upon the remarkably large demand which is expected to result from generally improved business conditions. If this hope is well founded it should certainly be now apparent in a proportionate reduction of the excessively large storage accumulations. But when we come to look for its effects we find none.

So far as this section of the country is concerned we find that the excess of receipts over last year is not quite as great as the excess of Havana exports plus the excess of refrigerator holdings—which, of course, indicates that the consumption has not been quite as great this year as last. It was estimated that we had in New York warehouses about 240,000 cases of eggs at the highest point; these have up to this time been reduced scarcely 10 per cent., whereas the reduction last year at this time was probably as much as 30 per cent. of the total holdings. Of course, the sales by original holders of refrigerator eggs here have amounted to a much larger percentage than above mentioned. Some large holders report that they have disposed of a third of their stock, some even a half. But the goods have not been removed from store to any great

extent, the sales having been made to dealers willing to buy for several weeks' requirements, they leaving the eggs in store to be taken out as needed. Furthermore, many of the early eggs taken out have been offset by fresh stock going in, and it is probable that our estimate of 10 per cent. net reduction is a little above rather than below the actual fact. In Boston the reduction of refrigerator holdings up to October 7 had been about 18 per cent., but the quantity then in store there was about 36,000 cases greater than last year, when the quantity had been reduced about 37 per cent. from the highest point of accumulation.

We are not reliably informed as to the rate of reduction of refrigerator holdings in the West, but there is no apparent reason why it should have been relatively greater than in the East.

It is evident, therefore, that while the rate of advance over last year's prices established last spring and maintained throughout the storage season has been carried into the first portion of the unloading season, the scale of prices has left our markets with the heaviest stock of accumulated eggs ever before on hand at this season of year and with a smaller proportionate rate of reduction than usual.

It seems evident that this rate of reduction will have to be materially increased in order to bring the supply of refrigerators down to the quantity which speculative holders will be willing to carry over the turn of the year into the later winter markets at prices proportionate to present valuation. A more rapid reduction of stock may occur by reason of a decrease in fresh production as the season advances and weather conditions become more or less unfavorable; otherwise it can only be forced by cutting prices. Whether the first consideration will save the situation or not can only be found out as the time goes by, but one thing seems to be pretty certain—that the chances of a clearance will be lessened in proportion as the price of fresh eggs is advanced—for so far as a large part of the trade is concerned the retail price of refrigerators is fixed in relation to the price of fresh, and we are now at the point when only a slight further advance would have a considerable effect upon the rate of consumption.—New York Produce Review.

Sure of Fresh Eggs.

The Germans are a practical nation. Having realized that by proper organization they can keep within the German border the 150,000,000 marks or, say \$30,000,000, which the people of the empire now pay to foreigners for poultry and eggs, they have formed a club for the purpose of developing a home poultry business. Egg depots are to be established in the principal cities, notably at Chemnitz, Dresden and Leipzig. The public are to be supplied with eggs, the good quality and freshness of which will be absolutely guaranteed. This system will give confidence to customers and at the same time give poultry raisers a more certain and quicker market for their product than they could otherwise secure. In order that bad eggs may be traced to their origin, each poultryman is required, before sending his eggs to the depot, to mark them with a sign previously determined upon, which will designate them as fresh eggs and denote their source. For each egg sold which proves to be inedible the purchaser is entitled to receive fifteen good ones without charge; and the products of the egg-raiser who delivered the bad egg to the depot are to be excluded therefrom for a stated period.

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Packers and curers of choice grades of
Beef, Veal, Mutton, Pork and Game

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Old Homestead Mince Meat

Wholesale Butterine Dealers

Consignments Poultry, Eggs and Butter solicited.

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P. & B. Oysters - - - \$1.10
Mexican Oranges - - - 4.25
Fancy Creamery Butter - .21 1/2

Rice & Matheson

20 and 22 Ottawa St., Grand Rapids

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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.

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IN CANS AND BULK

F. J. DETTENTHALER, Grand Rapids, Mich.

For Champion Brand Oysters

And the Best Bananas, Phone or Write

"LAWRENCE"

5 North Ionia Street, Grand Rapids, Mich.

GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.

Special Correspondence.

New York, Oct. 20.—The leading canneries of New York State are being organized into a combination for mutual good and for the furtherance of economy in the management of their plants, the profits of which have not been altogether satisfactory in the past. David Hund, Alex. Wiley, E. H. Palmer and others well known in the canned goods market are at the head of the scheme and a mention of these names is sufficient assurance of its success and its conduct on the line of money making. These gentlemen are prudent, well-known business men, with hosts of friends and acquaintances in this city. The company also has options on the control of peeling machinery and hulling machinery, and will make its own cans. The capital is \$16,000,000.

The coffee market has not only maintained the strength spoken of last week, but has added thereto and the situation is one of activity with yet higher quotations prevailing. It is reported that the plague has broken out at Santos, and if this should prove true, it is likely the city will be so quarantined as to effectually prevent the receipt and dispatch of coffee to a great extent and, of course, the tendency would be to make quotations still higher. Locally, business has been fairly active and both jobbers and roasters have sent in fairly good orders. On the spot, Rio. No. 7 is worth 6@6½c. In store and afloat there are 1,350,555 bags, against 1,064,048 bags at the same time last year. Mild coffees seem to have sympathized with the Brazilian article and have remained very firm and in rather freer enquiry than prevailed last week. Good Cucuta is worth 8½c. Even East India coffees show some animation and prices are very firmly adhered to.

There is little that is new to report in sugar and the market jogs along day after day with about the same volume of business. Probably there is a firmer feeling in the refined market, if any change at all is noticed, although prices are as last reported. The refineries which had for some time been rather behind in filling orders are now caught up and take orders to fill at once.

As far as can be judged the tea trade in the interior are working on light stocks and the market is decidedly firm. Brokers as well as dealers report a satisfactory condition and the outlook is certainly encouraging. Orders are coming in for good-sized quantities and they are frequent, too. Prices are all well held. While the invoice trading is quiet, firmness is observable all around. Rice is steady. The call has been rather moderate, but this is to be expected at this season. Prices are firm and this applies to both domestic and foreign sorts. Choice to head domestic, 5½@6¾c.

Spice dealers are very confident and the tone of the market all around is firm. This is especially the case with pepper. Singapore is worth 11½@11¾c. West Coast, 11¼c. Buyers are not prone to look around for "bargains," but take what is offered and at the going rate.

The offerings of canned goods are so scant that on some lines it is hard to establish quotations. Brokers in some cases are left without a case of goods and every week seems to see offerings grow less and less, so that the shortage seems to be real rather than "speculative." Corn is exceedingly scarce, even at 80c and on Columbia River salmon it is almost impossible to secure a quotation that will last a week. Even tomatoes are in light supply, although of these it is possible there may be good stocks yet to be "uncovered." New Jersey No. 3 standard are worth 85@90c. Some hand-packed sold at \$1. For Maryland goods the prevailing rate is 70c there.

Stocks of molasses in dealers hands are light and they do not seem at all anxious to part with what they have unless the price is "right." The market shows greater strength than for some time and the outlook is encouraging to

the dealer. Good centrifugal, 16@18c; prime, 20@28c. Offerings of syrups are light and the market is firm. Quotations are strictly held and orders have come with some freedom, both from home and export dealers.

Lemons have sold in rather small lots and quotations are hardly sustained. Sicilys range from \$2.75 through every fraction up to \$5 a box, the latter, of course, for strictly fancy fruit. Jamaica oranges are becoming more and more plentiful, although they do not glut the market. For original barrels the range is from \$5@5.50; repacked, \$5.75@6.25. Bananas have taken a tumble, owing to larger receipts, and the market is very unstable. For firsts, per bunch, \$1@1.10 seems to be the range.

The butter market presents a rather quiet appearance for best goods. Outside buyers are taking rather small lots and the outlook for the moment is for slightly lower rates, for grades other than top. Extra Western creamery is held at 24c and from this the range is suddenly downward to 17@17c for thirds; imitation creamery, 15½@20c; finest dairy meets with fair enquiry at 18c; June factory is worth from 15@17c. Small size, full cream New York cheese sells moderately well at 12¾c; large size, from ¼@½c less. Exporters are doing no business whatever as the Canadian market offers greater inducement.

The supply of desirable eggs seems to be ample to meet the demand, which, by the way, is light. Fancy Western eggs sell for 19@20c and nearby stock will not bring over 22c. Fair to good Western, 14@15c.

Beans are quiet. Strictly choice marrows job at \$2.30 and choice medium at \$1.80. Choice Michigan pea beans, 1800 crop, are worth \$1.80@1.85.

Fancy evaporated apples are worth 9c. There is a very active demand and prices are firmly held. The scarcity of many kinds of canned goods has caused a better feeling in the market for small dried fruits and the market is very firm for goods that not long since seemed hard to move at any price.

Fancy apples are steady. The supply seems ample and rates are about unchanged. Baldwins, \$1.25@2; Kings, \$1.75@2.25; Greenings, \$1.25@1.75. Cranberries are steady for strictly fancy Cape Cod stock and values range from \$5@5.50.

Potatoes are in liberal supply and the top rate is about \$1.50 per bbl.

Armour's Egg Scheme.

The Armour Packing Co. has embarked in the business of separating the whites and yolks of eggs, canning them separately, freezing them and unloading them on the market. It is a fact that the Armour's have gone greatly into the egg business this year, and have succeeded in creating a great demand for their new product. They have advertised the canned eggs extensively, and a large force of agents and solicitors have been put on the road to push the goods. As they are canned at the present time, some thirty dozen eggs are put up in a two-gallon can, which is exactly the number that a case holds. When a baker uses thirty or forty dozen eggs in a day, it takes time to break the eggs and separate them. The new plan saves time.

Feeding For Color.

According to a writer in a French scientific paper, ducks fed on acorns, which they will eat ravenously, not infrequently lay black eggs. The reason is that their eggshell is naturally rich in iron, and this combines with the tannin in the acorn to produce a good fast black. The same paper states that if fowls are fed on boiled lobster shells they will lay bright red eggs.

One Way to Express it.

A little boy had been sent to the dairy to get some eggs, and on his way back he dropped the basket containing them. "How many did you break?" asked his mother. "Oh, I didn't break any," he replied, but the shells came off some of them."

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.

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.

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.

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.



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.

TURNED THE TABLES.

How the Bean Grower Joked the Commission Merchant.

The commission merchant was standing out in front of his place of business, figuring profits on a carload of potatoes which had arrived, half frozen, from the North, and the fresh boy from the country, who was in training for the commission business, stood by his side chanking an apple.

"It's all they are worth to get them sorted and into the store," the merchant was saying, as I stepped up. "I can't understand how people can be so careless."

"Well," I said, "the shipper will have to take his medicine," (the merchant smiled) "and he may learn a lesson from the very abbreviated roll he is likely to receive for this shipment."

"Take his medicine," laughed the commission man, "do you know what the fool will do when he receives my report?"

"No one may safely predict what a country shipper will do," I said, speaking from experience.

"Well," said the merchant, "he'll write me a letter, a warm letter, saying that he is on to the tricks of city commission men and that I'd better do the square thing with him and save costs and exposure."

"That will be a cheerful sort of letter to receive," I suggested.

"Oh, we get lots of that sort. But wait a minute. In about a week we'll get a letter from some pig-headed attorney in this man's town, threatening to turn the claim over to his city correspondent if it is not settled by return mail. The attorney probably does his letter writing in the dark end of the village grocery and lives on crackers and cheese, but the evident aim of the letter is to convince you that he has the bull of fate by the horns and lives in the blind siding town just for the pure air and the golden sunsets."

"And of course you send the amount demanded?" I said.

"Oh, yes, I send it," said the merchant, "and offer to take the shrewd country dealer into partnership, just for getting on to my game—in a pig's wrist! Then, in about another week, some snipper-snapper clerk from a city law office will come strutting in here with the bill. He'll come in about once a day for a week, and then I'll throw him out, and that will end the deal until the shipper comes down here and consents to take what belongs to him."

"You've got it all figured down fine," I said. "Why don't you send the potatoes back?"

"That would ruin the shipper, for they would be frozen solid by the time they reached him, and if they were not he wouldn't know what to do with them. You see he is not a regular dealer and has no established place of business. He picks up his produce by driving through the country, and when he gets a carload he sends it in."

As the merchant ceased speaking a tall, thin man with a weather-beaten face and iron-gray whiskers sprang nimbly out of a wagon which had halted in front and advanced to where he stood.

"What you payin' fer beans?" he asked, pulling his whiskers and trying to look shrewd.

"Ninety cents."

"Huh!"

The merchant turned away and moved toward the interior of the store.

"Say," called out the farmer, for such he evidently was.

"Well?" The merchant turned back. "Can't you pay more'n that? These here beans is choice."

"That's the price to-day," was the reply.

The farmer sat down on the top of a box of melons and chewed angrily away at a straw, one end of which he held in a toil-stained and wrinkled hand.

"I wish you city folks had to raise beans for ninety cents a bushel," he said, sorrowfully. "I guess it would take some of the diamonds off ov ye."

The merchant, standing in the doorway, leaning against the casing with both hands thrust deep into his trousers pockets, winked slyly in my direction and waited for the old man to go on.

"I couldn't wish you anything worse'n that," continued the farmer. "My boy's goin' to high school this winter on them beans, an' he won't live any too high if I get a dollar a bushel fer 'em. He's a good boy, an' he planted them beans all by himself and thrashed 'em out by hand. Did you ever thrash any beans out by hand?" he added, turning to me.

I was obliged to confess that I never had.

"Well," said the farmer, "you pull up the beans, stalks an' all, and put 'em in a bag, that's so the beans won't fly away when the pod cracks open. Then you tie up the bag and wrap a big piece of canvas around it, so you won't bust the bag. Then you git a club an' pound. After you've pounded a spell, you pound some more. You keep at it until you think your arm is your leg, and you don't know which way is from you. At first there'll a little pain come atween the shoulders, but you keep right on. You hear the beans poppin' out inside the bag, an' you forgit the pain until it's got up into the back of your head. Oh, it's a nice thing to thrash beans out by hand!"

"I should think so," I ventured.

"Then you wait for a right windy day to clean the beans. You hold 'em up in the air and pour 'em from one dish to another until the chaff all blows away. If it's a real hard wind, some of the beans will blow away, too, but you won't care about that—when they ain't but 90 cents a bushel."

"It's quite an undertaking," I said.

"Yes, it's quite a chore," admitted the farmer; "and then you take a day off and haul the beans into town an' sell 'em fer 90 cents a bushel. A man that'll do it ain't got any more sense'n a rabbit."

The old man arose and started toward his wagon.

"I'm goin' home," he grumbled, "an' go to raisin' sparrers fer the bounty. There's more money in that'n there is in beans at 90 cents a bushel. Say, you couldn't make it 95?" he demanded, turning to the merchant again."

"I should lose money on them at that price," said the dealer.

"I'll unload at 95," said the farmer. "I don't believe there's any savin' grace fer a man that wants to buy beans at 90 cents a buhsel."

The merchant looked at the beans and bought them at the price mentioned, the lot being particularly fine.

"I guess James'll have to patch out his schoolin' expenses sawin' wood," said the farmer as he put the money into a flat leather pocket-book.

"What is he studying for?" asked the merchant.

"Commission merchant," was the slow reply.

"Bright boy?" asked the merchant.

"He's bright enough," was the reply, "but you can't believe a word he says. He swindles all the other children out o' their Christmas presents before they've had 'em a week an' he stole my yearling an' traded it to Cy Warren for a dollar an' a brindle pup. Yes, I thought I'd put him in the way of being a commission merchant. He's a mighty tough case, but I don't believe he'd want to buy hand-picked beans for 90 cents a bushel!"

And the old farmer drove away with a merry twinkle in his eyes.

Alfred B. Tozer.

Far Otherwise.

The poet was in his best clothes.

He was doing the society act.

In a corner of the brilliantly lighted parlor he sat, with a look of intense abstraction on his pale, scholarly face.

"What occupies your mind?" banteringly asked a fair one. "Thoughts that breathe and words that burn?"

"Alas, no!" he exclaimed, in agony of soul. "Collar points that pierce and shoes that pinch!"

Which seems to show that the poet, when at his best, is in negligé costume.

We save money for a rainy day and on the first day of sunshine we spend it.



Highest Market Prices Paid. Regular Shipments Solicited.

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Grand Rapids, Mich.

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For everything in the line of Feed will be very large during fall and winter. We will be fully prepared to fill all orders promptly and at right prices. Write us.

MUSKEGON MILLING CO.
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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.

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Michigan Commercial Travelers' Mutual Accident Association
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Plea For Greater Leniency For the Traveler's Wife.

Not long ago a party of traveling men were talking over the matter of spending money and one of the number was asked what he thought his wife would say if she knew about a foolish expenditure he was making. His reply was, "It's none of her business. I make the money, and when she gets to making it she can talk, but not before." What a cruel remark and how humiliating to her could she have heard it, and, besides, it is as false as it is cruel, for it is her business just as much as it is his, for she is an equal partner in the business and should have as much to say about expenditures as he has. When he asked her to become his wife and to share his fortunes and misfortunes as they came, it was implied that he guaranteed her comfort and happiness to the extent of every dollar he possessed or should earn, and he has no more right to deny her a voice in any business transaction or to spend the money in a way in which he knows she would not approve than he has to steal from any other business partner; and he has no more right to make such remarks as above quoted than he has to break any other business contract.

Some men act as though they construe the marriage contract to mean that the husband's share is the better and the wife's the worse. If they are prosperous they wish to enjoy their good fortune alone or with bachelor friends; but if misfortune overtakes them they are glad to have the wife come to the rescue, with her superior tact and knowledge of smaller affairs, and steer the ship through the breakers and past the rocks of destruction. Then there are those who think they can run both ends of the business and must criticize every expenditure of the house or family. They will go out for a time with the boys and spend \$5, but if their wives spend 98 cents for some goods from the remnant counter to make over Susie's last winter's jacket or buy a new cap for Johnnie for 39 cents they grumble and growl and want to know why Susie can not wear the jacket as it is or where Johnnie's winter-before-last cap is, anyway, and will tell her that she doesn't care for anything but to spend the salary as fast as earned, and, furthermore, that it must be stopped; and if she dare pay 79 cents for a carpet that is marked down from \$1.25 to replace the old ragged one that has done duty for ten or fifteen years—we will draw the curtain on the scene and pity her.

There are other men who intend to be good to their wives, and think they are, but they are careless and do not seem to think. They pride themselves on not having any bad or expensive habits, but

they do not seem to know the value of money and it goes through their fingers like water through a sieve in a manner that the wife and children derive no benefit therefrom. They go to all the horse races, picnics, ball games, shows and hunting and fishing expeditions, while the wife stays at home and turns her dresses, darns the children's stockings and makes over the larger children's clothes for the smaller ones and her own and his old clothes for the larger ones and tells her friends she much prefers to do all of her own work to having hired help trouble her; and, yet, he expects her to go into ecstasies when he comes home with two or three little fish that have cost him \$6.75 in cash, to say nothing of the time wasted in procuring what could have been purchased at any fish store for 65 cents.

One can not help wondering, sometimes, how some men's families get along. We see traveling men whom we know draw no larger salaries than we do who are constantly spending money for every foolish thing that comes along, for fear of being called stingy, and we are led to the conclusion that there is but one solution—the family must be cut short in their share of the profits of the business in order that the husband and father can have his tobacco, cigars, beer and money to give some other fellow because that other fellow happens to hold a little the better hand. It seems that the only logical conclusion is that the wife must save and skimp along on a small allowance and that the children are denied the higher arts and accomplishments; or, if they have all of the comforts and some of the luxuries, there is nothing being done to make provision for them in case of accident or death, and the salary is spent before it is earned.

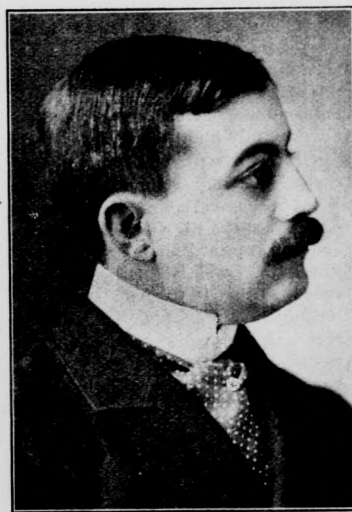
Every dollar is composed of 100 cents and, because 30 cents of one man's dollar goes for foolish things is no reason why the other 70 cents in the hands of his wife will buy as much of the necessities and luxuries of life as a whole dollar will in the hands of another woman whose husband spends no money foolishly. If the spendthrift thinks it will, just let him run the house for a month and see for himself.

Boys, the probability is that your wives never would have married you if you hadn't wanted them to, and now it is your duty to see that they have every necessity and as many of the luxuries as you can possibly afford, with an assurance of a competence should you be taken from them, which you should provide if you have to sacrifice your extravagances and many of your supposed necessities. When you are tempted to "blow" yourself, just stop and think if you have a right to spend partnership money without the consent of the partner. If you are going to buy a gun and dog or a lot of fishing tackle and a camping outfit that you can not afford, don't do it, but put the money into some good life insurance or other safe investment and then count all the money you would spend if you had these things and see how fast it grows and how much younger and less careworn your wife will look. Or, if you must spend the money, do it in a way that your family can share in the pleasure it brings. Consult their comfort and happiness first, and then if you have any money or time to spend for yourself, do it, but the chances are great that you will not feel inclined that way, after you see how much they enjoy your company and attention and you also observe how much better and manlier you feel yourself to be. Just try it once.

SUCCESSFUL SALESMEN.

Walter Crawford, Representing Burley & Tyrrell.

David Walter Crawford was born at LaPorte, Ind., Sept. 5, 1860. His father was a native of Scotland, having been born in Sterlingshire. His mother's antecedents were Quaker, she having been born at Chester, Pa. Mr. Crawford attended the public schools of LaPorte until he was 16 years of age, when his parents decided to make a Presbyterian minister of him and he was accordingly sent to Wabash College at Crawfordsville, Ind., which is a preparatory school for Princeton and McCormick. He pursued the scientific course for two years, when he made up his mind that he would prefer commercial life to a theological career, and he accordingly left college and entered the crockery store of his father, where he remained behind the counter two years, undertaking to acquire the rudiments of the business to such an extent that he



would be fitted to take a position on the road, which he had already begun to covet. Jan. 1, 1889, he was offered the position of traveling representative in Western Michigan and Northern Indiana for Burley & Tyrrell, of Chicago, which position he lost no time in accepting, and he has since covered the same territory for the same house without interruption with the regularity of clockwork.

Mr. Crawford was married March 10, 1897, to Miss Harriet Allen, of LaPorte, and they have since resided at the Colonial Hotel, Hyde Park, spending their summers at the Cushman House, Petoskey.

Mr. Crawford is not much of a "jiner," being a member of only one secret order—Phi Kappa Psi, being associated with the alumni chapter in Chicago. He is also a member of the Iowa State Traveling Men's Association and the First Presbyterian church of LaPorte, having never transferred his membership to Chicago.

Personally, Mr. Crawford is one of the most agreeable and companionable of men. He clearly shows the effects of his school and college training, being an excellent conversationalist and a gentleman who is so well posted on current topics that he is able to discuss any matter satisfactorily and intelligently. He is a lover of books and finds time to read and enjoy nearly all the new books of note which come from the press. He is fond of music and has a good voice which has given him something more than a local reputation as the result of

his appearance in amateur entertainments and comic opera. He has a decided talent as an artist, having studied drawing and painting as a young man, and indulged his taste in this respect in several different directions; in fact, it has always been a matter of regret to his friends that he did not choose a professional instead of a commercial career, because they insist that he would have made his mark as an artist.

Mr. Crawford attributes his success to the fact that he is able to make friends easily and, having once made a customer, is usually able to hold him. He is too modest to attribute this faculty entirely to his own ability, but generously accords a portion of the credit to the hearty co-operation and the ready assistance he receives from his house in enabling him to carry out his promises and fill his orders exactly as taken.

Gripsack Brigade.

The regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip will be held in this city the last Saturday in November.

Traverse City Eagle: Ira F. Gordon, of the Potato Implement Co., has been granted a patent on a valuable improvement in sprayer bodies.

Traveling men will no doubt be interested in the result of a civil suit recently tried in St. Louis. James H. Williams, a traveling man, was awarded judgment the past week for \$800 against the Continental Tobacco Co. for breach of contract. Williams was in the employ of the Drummond Tobacco Co. for years before it entered the trust and when it was absorbed his contract was renewed by the Continental. Williams, in his testimony, stated that the trust was continually discharging traveling men in order to reduce expenses and that it was this reason that resulted in his own discharge. The trust set up as a defense insubordination. It is to be presumed the trust will appeal, but the traveling man has won first blood and seems to have the best of it so far.

The bad poetry written about Dewey has done no great amount of harm, while it has done the poets an abundance of good in giving expression to their feelings.

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The race horse that wants more time is not the one to get there first.

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Drugs==Chemicals

Michigan State Board of Pharmacy

Name	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.

Activity of the Board in Prosecuting Violations.

Ann Arbor, Oct. 23—You will note by the enclosed reports what the Board of Pharmacy is doing in regard to violators of the pharmacy law. All of the reports are cases that have been investigated and prosecuted since our annual meeting in July, 1899; in other words, during the last four months. We have several cases on hand for investigation and I will give you the outcome as soon as they are taken up.

Note remarks on report No. 451.

Report No. 450 is the case I wrote you about, where the doctor claimed to have charge of the store and, at the same time, claimed to have charge of his medical practice. That was his claim during the trial, but the judge did not see it in that light and, as you notice by the report, Mr. Lisenski was convicted and fined. We have another case coming up in the Police Court in Detroit next Saturday.

I am sure that if you publish these reports in detail they will be interesting to the druggists throughout the State, as well as to the public in general.

A. C. Schumacher, Sec'y.

Case No. 443. Wm. Elliott, of Powers. Complained of for being proprietor of a pharmacy and unregistered. He pleaded guilty before Justice of the Peace N. Hibbard and was fined \$10 and \$1.25 costs. Was a physician with small stock of drugs.

Case No. 444. J. Dittmore, of Menominee. Complained of for the specific sale of drugs without being a registered pharmacist. He pleaded guilty before Justice of the Peace J. M. Opsahl and was fined \$10 and 3.00 costs.

Case No. 445. O. B. Olson, of Menominee. Complained of for taking charge of store in absence of registered pharmacist. He pleaded guilty before Justice of the Peace J. M. Opsahl and was fined \$10 and \$3.00 costs.

Case No. 446. E. E. Lessiter, of Grattan. Complained of for being proprietor of a pharmacy and not having a registered person in charge of the business. He pleaded guilty before Justice of the Peace Cowan and was fined \$10 and \$2.55 costs. This was his third offense, but as he immediately placed a registered pharmacist in charge, the justice made the sentence light.

Case No. 447. F. C. Rhodes, of Milford. Complained of for the specific sale of drugs without being a registered pharmacist. He pleaded guilty before Justice of the Peace C. E. Lovejoy and was fined \$10. Mr. Rhodes is clerk in the drug store of T. O. Bennett & Co. and was left alone in charge of the store for several weeks.

Case No. 448. F. C. Abbott, of Midleville. Complained of being an unregistered proprietor and permitting sale of drugs by unregistered clerk. He pleaded guilty before Justice of the Peace A. E. Kenaston and was fined \$10 and \$2.50 costs. F. C. Abbott has a son, Dr. Nelson Abbott, who is registered and who claims to have charge of the store, but he was absent for three or four weeks.

Case No. 450. F. Lisenski, of Detroit. Complained of for being unregistered and taking charge of a pharmacy. He pleaded not guilty before Police Justice Whelan, but was found guilty and fined \$25. Mr. Lisenski now has a registered pharmacist in charge of his store.

Case No. 451. G. P. Honeywell, of Akron. Complained of for permitting the sale of drugs by an unregistered person not under the supervision of a registered pharmacist. He first pleaded not guilty, but afterwards changed to guilty and was fined \$100 and \$8 costs. In this case carbolic acid was sold by a boy instead of castor oil, which resulted in death.

The Drug Market.

Opium—Is easier and slightly lower, on account of increased stocks.

Morphine—Is in good demand at unchanged prices.

Quinine—Stocks are very small. P. & W. are refusing orders, having only enough to fill their contracts. New York and foreign brands are quoted without offer. As P. & W. is now 3c higher than other brands, another advance in New York and foreign is expected.

Acetanilid—Is weak at the very low price, on account of competition of manufacturers.

Citric Acid—Manufacturers have reduced their prices 1c per pound.

Alcohol—Is still being sold at about cost, on account of competition. The price in single barrels in the West is 8c lower than in the East.

Cantharides—There is no doubt about the short supply and the article is very firm, with an upward tendency.

Cocaine—Is very scarce and only a small supply is available. The market is very firm at the high price now ruling, with an upward tendency.

Norwegian Cod Liver Oil—Has been advanced about \$1.50 per barrel and will be higher.

Ergot—The crop is very small and prices are steadily advancing. European markets are about 30c higher than this country.

Glycerine—Is in very firm position, on account of crude. Another advance is looked for daily.

Lycopodium—Is still moving upward. The demand is greater than the supply.

Quicksilver and Mercurial Preparations—Are firm at the advance noted last week.

Sassafras Bark—Is very firm at the advance.

Essential Oils—Citronella is very firm and tending higher. Sassafras is very firm and advancing. Spearmint has advanced. Anise is tending higher. Wintergreen is very firm and the price is now nearly double what it was a few weeks ago.

Short Buchu Leaves—As these are gathered in South Africa, it will be impossible to either gather or ship them while the war is going on. Speculators have taken advantage of the situation and prices are nearly double and higher prices looked for.

Tennevelly Senna Leaves—Are very scarce and high. Cheaper grades are almost out of market.

Canary Seed—Has advanced, on account of light stocks.

Caraway Seed—Has advanced and is very firm.

Coriander Seed—Continues to advance.

Sunflower Seed—The new crop is arriving and prices are lower.

Linseed Oil—Has advanced twice during the past week, on account of higher prices for seed.

Peckham's Calendar Offer for 1900.

Peckham's Croup Remedy Calendar offer for 1900 is very attractive, and druggists will do well to investigate. Fifty calendars are given for each dozen Peckham's Croup Remedy ordered from your jobber before December 1, and the buyer's business card is printed on face-side of each calendar—making an all-the-year advertisement. Address Peckham's Croup Remedy Company, Freeport, Mich., for sample calendar, who were the first to print the dealer's name on calendars given to the trade.

SIXTY YEARS AGO.

Practice of Pharmacy as Conducted in the Thirties.

Written for the Tradesman.

As late as 1830 it was not the custom for a doctor to write out his prescriptions for the druggist to fill. He prepared them all himself from the crude contents of his huge saddlebags. The small dealers at all the crossroad stores kept a few staple drugs, such as camphor, opium, laudanum, paregoric, quinine, castor oil, aloes, salts, etc., which were used as family medicines. These he purchased of the nearest druggist, who could only be found in the larger villages and seldom more than two in an entire county. These village drug stores were objects of wonder and mystery to the small boys and girls from the country when they first saw them. I can remember gazing with open mouth and staring eyes at the large, curious-shaped glass receptacles filled with colored water shown in the windows, which reflected every passing object in either direction, producing the effect of a miniature panorama. The drug business proper was principally jobbing to small merchants in the country and replenishing the country doctors' saddlebags or furnishing them with a small stock which, if they lived far from the market, they kept in their country offices at home. To increase their retail trade they carried a stock of confectionery. The largest stock and best quality of candies was always to be found at the drug store. Paints and oils and dyestuffs came in line with their business, the same as now, but these were limited in variety, compared with the present. In dyestuffs, Indigo, logwood and madder were about the only ones I can remember. In paints, white and red lead, venetian red and yellow ochre comprised the entire list. Whale oil, linseed oil, raw and boiled, and spirits of turpentine filled the list of oils. The process of manufacturing lard into oil was undiscovered then. Ready mixed or prepared paints were unknown. The painter ground the crude white or red lead in a hand mill and mixed them with boiled oil, as the case required. There was but little house painting done by the job. If a person wanted painting done he bought the materials and hired a painter by the day to mix and spread it on. Within my recollection the list of proprietary medicines or quack medicines, as they were called, which now occupy so important a place in the drug trade, could be counted on the fingers of my hands. It was about this time that the prince of patent humbugs, Hygiene pills, sprung into existence and were consumed in enormous quantities by the imaginary sick. They were advertised to be entirely harmless and could be taken in any quantity that the patient found necessary to give relief. One imaginary invalid in the town where I lived was reported to have taken sixty-five in a single day.

The first proprietary medicine that I can remember as coming into family use was Lee's bilious pills. They were put up by Dr. S. P. Lee, of New London, Conn. They were really valuable as a family medicine and, although not sugar coated as pills are in these days,

they met with large sales. The Doctor afterwards went to New York, where the writer had the good fortune to make his acquaintance in 1844. He was then more than seventy years old, a highly educated, courtly gentleman of the old school, and, although a young man, I spent many pleasant evenings in his office. His mind seemed to be an exhaustless fountain of pleasing memories which charmed me as I listened. In New York he made a specialty of the treatment of stone in the bladder, having discovered what seemed to be a specific, judging from his large collection of specimens, for that painful ailment. He called it Lee's Lithontripitic. Among his distinguished patients was General Winfield Scott, whom he had lately relieved of a large calculus, and it was in Dr. Lee's office in Nassau street that the writer first saw General Scott. He came in with some military friends to show them his geological specimen, as he called it. In 1850, in conversation with the late Dr. Shepard, of Grand Rapids, I mentioned what I have written above, and on the Doctor's visit to New York soon after he called on Dr. Lee at his office in Nassau street and formed so favorable an opinion of the Doctor's scientific researches that he brought home with him some of the Lithontripitic to use in his own practice. He afterwards told me of three cases where he used it with entire success. If I should record the names here they would be as familiar to you as any in Grand Rapids. They were all prominent and well-beloved citizens and pioneers. They have long since passed away.

The whole list of essential oils, extracts, syrups and tinctures then in use would not fill a quarter column of the Tradesman, nearly all of which were prepared by the local druggist from formula laid down in the old-time Dispensatory, which lay open before him. No special education was required to qualify any intelligent person for the business of handling drugs and medicines. No special legislation was thought requisite to protect the people from imposition or guard against the errors of ignorance that might result in loss of life. How changed are present conditions! Now stringent requirements are thrown around the preparation and dispensing of drugs for the public safety, rendered necessary by the multiplied and concentrated forms of the remedial agents dispensed. I know of no mercantile pursuit that is invested with equal responsibility, or calls for cleaner characters or abler men than the drug trade. W. S. H. Welton.

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FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

WHOLESALE PRICE CURRENT.

Advanced—	Declined—				
Acetium					
Acetium	60¢	8	Conium Mac.	35¢	40
Benzozolium, German.	70¢	75	Copaiba	1 15¢	1 25
Boracic	16	16	Cubeba	90¢	1 00
Carbolicum	26¢	37	Eriogonum	1 00¢	1 10
Citricum	43¢	46	Gaultheria	2 00¢	2 10
Nitrosum	36¢	5	Geranium, ounce	6	75
Oxalicum	12¢	14	Gossypii, Sem. gal.	50¢	60
Phosphorium, dil.	15	15	Hedeoma	1 25¢	1 35
Salicylicum	40¢	50	Juniper	1 50¢	2 00
Sulphuricum	1 1/4	5	Lavandula	90¢	2 00
Tannicum	90¢	1 00	Limonia	1 35¢	1 45
Tartaricum	38¢	40	Mentha Piper	1 25¢	2 00
Ammonia					
Aqua, 16 deg.	4¢	6	Mentha Verid	1 50¢	1 60
Aqua, 20 deg.	6¢	8	Morruhu, gal.	1 00¢	1 15
Carbonas	13¢	15	Myrica	4 00¢	4 50
Chloridum	12¢	14	Olive	75¢	3 00
Aniline					
Black	2 00¢	2 25	Pis Licquida	10¢	12
Brown	80¢	1 00	Pis Licquida, gal.	6¢	35
Red	45¢	50	Ricina	96¢	1 65
Yellow	2 50¢	3 00	Rosmarini	6 00¢	8 50
Bacca					
Cubeba, po. 15	12¢	14	Rosa, ounce	6 50¢	8 50
Juniperus	6¢	8	Succini	40¢	45
Xanthoxylum	20¢	25	Sabina	90¢	1 00
Balsamum					
Copaiba	50¢	55	Santal	2 50¢	7 00
Peru	2 40	45	Sassafras	48 ¢	55
Terabin, Canada	40¢	45	Sinapis, ess., ounce	6	65
Tolutan	40¢	45	Tigli	1 50¢	1 60
Cortex					
Abies, Canadian	18	18	Thyme	40¢	50
Cinchona Flava	18	18	Thyme, opt	6	60
Euonymus atropur.	30	30	Theobromas	15 ¢	20
Myrica Ceritera, po.	20	20	Potassium		
Prunus Virgin	12	12	Bi-Carb	15¢	18
Quillaia, gr'd	12	12	Bichromate	15¢	15
Sassafras, po. 18	14	14	Bromide	52¢	57
Ulmus, po. 15, gr'd	15	15	Carb	16¢	18
Extractum					
Glycyrrhiza Glabra	24¢	25	Chlorate, po. 17-19	16¢	18
Glycyrrhiza, po.	28¢	30	Cyanide	35¢	40
Hamatox, 15 lb. box	11¢	12	Iodide	2 40¢	2 50
Hamatox, 18	13¢	14	Potassa, Bitart, pure	28¢	30
Hamatox, 1/8s	14¢	15	Potassa, Bitart, com.	6	15
Hamatox, 1/4s	14¢	15	Potass Nitras, opt.	7¢	10
Hamatox, 3/8s	16¢	17	Potass Nitras	6¢	8
Ferru					
Carbonate Precip.	15	15	Prussiate	23¢	26
Citrate and Quinia	2 25	25	Sulphate po. 15	15¢	18
Citrate Soluble	75	75	Radix		
Ferrocyanidum Sol.	40	40	Aconitum	20¢	25
Solut. Chloride	15	15	Althea	22¢	25
Sulphate, com'l, by	2	2	Anchusa	10¢	12
bb'l, per cwt.	80	80	Arum po.	6¢	25
Sulphate, pure	7	7	Calamus	20¢	40
Flora					
Arnica	14¢	16	Gentiana	12¢	15
Antemiss	22¢	25	Glycyrrhiza, pv. 15	16¢	18
Matricaria	30¢	35	Hydrastis Canad.	6	70
Folia					
Barosma	35¢	40	Hydrastis Can., po.	6	75
Cassia Acutifol, Tin-	18¢	25	Hellebore, Alba, po.	12¢	15
nevelly	18¢	25	Inula, po.	15¢	20
Cassia, Acutifol, Alx.	25¢	30	Ipeacac, po.	4 25¢	4 35
Salvia officinalis, 1/8	12¢	20	Iris plox, po. 35¢-38	35¢	40
Uva Ursi	8¢	10	Jalapa, pr	25¢	30
Gummi					
Acacia, 1st picked	65	65	Maranta, 1/8	6	25
Acacia, 2d picked	45	45	Podophyllum, po.	22¢	25
Acacia, 3d picked	35	35	Rhei	75¢	1 00
Acacia, sifted sorts.	28	28	Rhei, cut.	6	125
Aloe, Barb. po. 18¢-20	12¢	14	Rhei, pv.	75¢	1 35
Aloe, Cape, po. 15	6	6	Spigelia	35¢	38
Aloe, Socotri, po. 40	6	6	Sanguinaria, po. 15	6	18
Ammoniac	55¢	60	Serpentaria	40¢	45
Assafetida, po. 30	28¢	30	Senega	50¢	55
Benzoinum	50¢	55	Smilax, officinalis H.	6	25
Catechu, 1s	11	11	Smilax, M.	6	25
Catechu, 1/8s	6	6	Squilla	10¢	12
Catechu, 1/4s	16	16	Symplocarpus, Fosti-	6	25
Camphore	50¢	52	lus, po.	6	25
Euphorbium, po. 35	6	6	Valeriana, Eng. po. 30	6	25
Gamburum	1 00	1 00	Valeriana, German.	15¢	20
Gamboge, po	65¢	70	Zingiber a	12¢	16
Guaiacum, po. 25	6	6	Zingiber j.	25¢	27
Kino, po. \$2.00	2 00	2 00	Semen		
Mastic	60	60	Anisum, po. 15	6	12
Myrrh, po. 45	40	40	Apium (graveleons).	13¢	15
Opil, po. 4.50-4.80	3 35	3 40	Bird, 1s	4¢	6
Shellac	25¢	35	Carul, po. 18	6	12
Shellac, bleached	40¢	45	Cardamon	1 25¢	1 75
Tragaecanth	50¢	80	Coriandrum	8¢	10
Herba					
Absinthium, oz. pkg	25	25	Cannabis Sativa	5¢	6
Eupatorium, oz. pkg	25	25	Cydonium	75¢	1 00
Iobelia, oz. pkg	25	25	Chenopodium	10¢	12
Majorum, oz. pkg	25	25	Dipterix Odorate	1 40¢	1 50
Mentha Pip. oz. pkg	23	23	Foeniculum	6	10
Mentha Vir. oz. pkg	25	25	Foenugreek, po.	7¢	9
Rue, oz. pkg	39	39	Lini, gr'd	3 1/2¢	4 1/2
Tanacetum V oz. pkg	25	25	Lobelia, bbl. 3/4	35¢	40
Thymus, V oz. pkg	22	22	Phalaris Canarian.	4 1/4¢	5
Magnesia					
Calcined, Pat.	55¢	60	Rapa	4 1/4¢	5
Carbonate, Pat.	18¢	20	Sinapis Alba	9¢	10
Carbonate, K. & M.	18¢	20	Sinapis Nigra	11¢	12
Carbonate, Jennings	18¢	20	Spiritus		
Oleum					
Absinthium	6 50¢	6 75	Frumenti, W. D. Co.	2 00¢	2 50
Amygdale, Dule.	30¢	50	Frumenti, D. F. R.	2 00¢	2 25
Amygdale, Amara.	8 00¢	8 25	Frumenti	1 25¢	1 50
Anisi	1 85¢	2 00	Juniperis Co. O. T.	1 65¢	2 00
Aurant Cortex	2 40¢	2 50	Juniperis Co.	1 75¢	3 50
Bergamiti	2 80¢	2 90	Saacharum N. E.	1 90¢	2 10
Caliputi	80¢	85	Spt. Vini Galli	1 75¢	6 50
Caryophylli	70¢	80	Vini Oporto	1 25¢	2 00
Cedar	35¢	45	Vini Alba	1 25¢	2 00
Chenopadii	2 75	2 75	Sponges		
Cinnamon	1 40¢	1 50	Florida sheeps' wool	2 50¢	2 75
Citronella	35¢	40	Nassau sheeps' wool	2 50¢	2 75
Syrups					
Acacia	60	60	Velvet extra sheeps' wool, carriage	6	1 50
Aurant Cortex	60	60	Extra yellow sheeps' wool, carriage	6	1 25
Zingiber	60	60	Grass sheeps' wool, carriage	6	1 00
Ipecac	60	60	Hard, for slate use	6	75
Ferri Iod	60	60	Yellow Reef, for slate use	6	1 40
Rhei Arom	60	60	Tinctures		
Smilax Officinalis	50¢	60	Aconitum Napellis R	60	60
Senega	60	60	Aconitum Napellis F	60	60
Sella	60	60	Aloe	60	60
Tinctures					
Scilla Co.	60	60	Aloes and Myrrh	60	60
Tolutan	60	60	Arnica	60	60
Prunus virg.	60	60	Assafetida	60	60
Miscellaneous					
Ether, Spts. Nit. 3 F	30¢	35	Atrope Belladonna	60	60
Ether, Spts. Nit. 4 F	24¢	38	Auranti Cortex	60	60
Alumen	3¢	4	Benzoin	60	60
Alumen, gro'd, po. 7	40¢	50	Cantharides	60	60
Annatto	12¢	14	Cassia Acutifol	60	60
Antimoni, po.	4¢	5	Catechu	60	60
Antimoniet Potass T	40¢	50	Cinchona Co.	60	60
Antipyrin	6	25	Columba	60	60
Antifebrin	6	20	Abbeba	60	60
Argentii Nitras, oz.	6	48	Capsicum	60	60
Arsenicum	10¢	12	Cassia Acutifol Co.	60	60
Balm Gilead Buds.	38¢	40	Castor	60	60
Bismuth S. N.	1 40¢	1 50	Cinchona	60	60
Calcium Chlor. 1s.	6	10	Cinchona Co.	60	60
Calcium Chlor. 1/8s.	6	12	Columba	60	60
Calcium Chlor. 1/4s.	6	12	Abbeba	60	60
Cantharides, Rus. po.	6	75	Capsicum	60	60
Capsiel Fructus, af.	6	15	Cassia Acutifol	60	60
Capsiel Fructus, po.	6	15	Castor	60	60
Capsiel Fructus B, po.	6	15	Cinchona	60	60
Caryophylli, po. 15	12¢	14	Cinchona Co.	60	60
Carambe, No. 40	6	3 00	Columba	60	60
Cera Alba	50¢	55	Abbeba	60	60
Cera Flava	40¢	42	Capsicum	60	60
Cocous	6	40	Cassia Acutifol	60	60
Cassia Fructus	6	35	Castor	60	60
Centraria	6	10	Cinchona	60	60
Cetaceum	6	45	Cinchona Co.	60	60
Chloroform	50¢	55	Columba	60	60
Chloroform, squibbs	6	1 10	Abbeba	60	60
Chlorid Hyd Crst.	1 65¢	1 90	Capsicum	60	60
Chondrus	20¢	25	Cassia Acutifol	60	60
Cinchonidine, P. & W	38¢	48	Castor	60	60
Cinchonidine, Germ.	38¢	48	Cinchona	60	60
Cocaine	6 55¢	6 75	Cinchona Co.	60	60
Corks, list, dis. pr. et.	70	70	Columba	60	60
Creosotum	6	35	Abbeba	60	60
Creta, bbl. 75	6	2	Capsicum	60	60
Creta, prep.	6	5	Cassia Acutifol	60	60
Creta, precip.	9¢	11	Castor	60	60
Creta, Rubra	6	8	Cinchona	60	60
Crocus	15¢	18	Cinchona Co.	60	60
Cudbear	6	24	Columba	60	60
Cupri Sulph.	6 1/2	8	Abbeba	60	60
Dextrine	7¢	10	Capsicum	60	60
Ether Sulph.	75¢	90	Cassia Acutifol	60	60
Emery, all numbers.	6	6	Castor	60	60
Emery, po.	6	8	Cinchona	60	60
Ergota, po. 90	85¢	90	Cinchona Co.	60	60
Flake White	12¢	15	Columba	60	60
Galla	6	23	Abbeba	60	60
Gambler	8¢	9	Capsicum	60	60
Gelatin, Cooper	6	60	Cassia Acutifol	60	60
Gelatin, French	35¢	60	Castor	60	60
Glassware, flint, box	75	70	Cinchona	60	60
Less than box	11¢	13	Cinchona Co.	60	60
Glue, brown	15¢	28	Columba	60	60
Glue, white	16¢	24	Abbeba	60	60
Glycerina	16¢	28	Capsicum	60	60
Grama Paradisi	6	55	Cassia Acutifol	60	60
Humulus	25¢	25	Castor	60	60
Hydrarg Chlor Mite	6	82	Cinchona	60	60
Hydrarg Chlor Cor.	6	92	Cinchona Co.	60	60
Hydrarg Ox Rub'm	6	1 02	Columba	60	60
Hydrarg Ammoniat	6	1 17	Abbeba	60	60
HydrargUnguentum	45¢	55	Capsicum	60	60
Hydrargyrum	6	75	Cassia Acutifol	60	60
Ichthyobolla, Am.	65¢	75	Castor	60	60
Indigo	75¢	1 00	Cinchona	60	60
Iodine, Resubi.	3 60¢	3 70	Cinchona Co.	60	60
Iodoform	6	3 75	Columba	60	60
Lupulin	6	50	Abbeba	60	

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		
Aurora	doz.	6 00
Castor Oil	doz.	7 00
Diamond	doz.	4 00
Frazer's	doz.	9 00
IXL Golden, tin boxes	75	9 00
Mica, tin boxes	75	9 00
Paragon	doz.	6 00
BAKING POWDER		
Absolute		
1/2 lb. cans doz.	45	
1/2 lb. cans doz.	85	
1 lb. cans doz.	1 50	
Acme		
1/2 lb. cans 3 doz.	45	
1/2 lb. cans 3 doz.	75	
1 lb. cans 1 doz.	1 00	
Bulk		10
Aretic		
6 oz. Eng. Tumblers	85	
JALUMA BAKING POWDER		
6 oz. cans, 4 doz. case	80	
4 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		
1/2 lb. cans per doz.	75	
1/2 lb. cans per doz.	1 20	
1 lb. cans per doz.	2 00	
Home		
1/2 lb. cans, 4 doz. case	35	
1/2 lb. cans, 4 doz. case	55	
1 lb. cans, 2 doz. case	90	
Jersey Cream		
1 lb. cans, per doz.	2 00	
9 oz. cans, per doz.	1 25	
6 oz. cans, per doz.	85	
Our Leader		
1/2 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		
CONDENSED PEARL 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	2 50	
Common Whisk	95	
Fancy Whisk	1 00	
Warehouse	2 70	
CANDLES		
Electric Light, ss	9 1/2	
Electric Light, 168	10	
Paraffine, 68	9 1/2	
Paraffine, 128	10	
Wicking	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	
Picnic 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	
Prime	1 60	
Golden	1 30	
Peaberry	1 30	
Pineapple		
Grated	1 25@2 75	
Sliced	1 35@2 25	
Pumpkin		
Fair	65	
Good	75	
Fancy	85	
Raspberries		
Standard	90	
Salmon		
Red Alaska	1 35	
Pink Alaska	95	
Sardines		
Domestic, 1/2 s.	30@3 1/4	
Domestic, Mustard	6 1/4@6 1/4	
French	80@22	
Strawberries		
Standard	1 25	
Fancy	1 75	
Succotash		
Fair	90	
Good	1 00	
Fancy	1 20	
Tomatoes		
Fair	80	
Good	90	
Fancy	1 15	
CATSUP		
Columbia, pints	2 00	
Columbia, 1/2 pints	1 25	
CHEESE		
Acme	@13 1/2	
Amboy	@13 1/2	
Butternut	@13 1/2	
Carson City	@13 1/2	
Elsie	@14	
Emblem	@14	
Gem	@14	
Gold Medal	@13	
Hummel's tin 1/2 gross	1 43	
Ideal	@14	
Jersey	@13 1/2	
Riverside	@13 1/2	
Brick	@12	
Edam	@70	
Leiden	@17	
Limburger	@13	
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.		
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.		
S. C. W.		
Phelps, Brae & Co.'s Brands.		
Vincente Portuondo	35% 70 00	
Ruhe Bros. Co.	25% 70 00	
Hilson Co.	35% 110 00	
T. J. Dunn & Co.	35% 70 00	
McOy & Co.	35% 70 00	
The Collins Cigar Co.	10% 35 00	
Brown Bros.	15% 70 00	
Banner Cigar Co.	30% 70 00	
Banner Stahl Co.	35% 90 00	
Banner Cigar Co.	10% 35 00	
Seidenberg & Co.	55% 125 00	
G. P. Sprague Cigar Co.	10% 35 00	
Fulton Cigar Co.	10% 35 00	
A. B. Ballard & Co.	35% 175 00	
E. M. Schwarz & Co.	35% 110 00	
San Telmo	35% 70 00	
Havana Cigar Co.	18% 35 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 1/2 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	85	
Hummel's tin 1/2 gross	1 43	
CONDENSED MILK		
4 doz in case.		
Gall Borden Eagle	6 75	
Crown	6 25	
Daisy	5 75	
Champion	4 50	
Magnolia	4 25	
Challenge	3 75	
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	
Found packages	4	

COUPON BOOKS		
Tradesman 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	4 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	8 @ 8 1/2	
California Fruits		
Apricots	@15	
Blackberries		
Nectarines		
Peaches	10 @11	
Pears		
Pitted Cherries	7 1/2	
Prunelles		
Raspberries		
California Prunes		
100-120 25 lb. boxes	@ 3 1/2	
90-100 25 lb. boxes	@ 4 1/2	
80-90 25 lb. boxes	@ 5	
70-80 25 lb. boxes	@ 5 1/2	
60-70 25 lb. boxes	@ 6	
50-60 25 lb. boxes	@ 7 1/2	
40-50 25 lb. boxes	@ 8	
30-40 25 lb. boxes	@ 8	
1/2 cent less in 50 lb. cases		
Raisins		
London Layers 2 Crown		
London Layers 3 Crown		
Cluster 4 Crown		
Loose Muscels 2 Crown	7 1/4	
Loose Muscels 3 Crown	8 1/4	
Loose Muscels 4 Crown	8 1/4	
L. M., Seeded, choice	9 1/2	
L. M., Seeded, fancy	10	
DRIED FRUITS—Foreign		
Citron		
Leghorn	11	
Corsican	12	
Currants		
Patras, cases	6 1/4	
Cleaned, bulk	7 1/4	
Cleaned, packages	7 1/4	
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		
Sultana 2 Crown		
Sultana 3 Crown		
Sultana 4 Crown		
Sultana 5 Crown		
Sultana 6 Crown		
Sultana package		
FARINACEOUS GOODS		
Beans		
Dried Lima	6	
Medium Hand Picked 1 50@1 60		
Brown Holland		
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-DeTou 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	
Macaroni 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.		
Tapioca		
Flake	5	
Pearl	5	
Pearl, 24 1 lb. packages	6 1/4	
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. 8, 2 40	
No. 10, 6 00	No. 10, 4 00	
No. 2 T. 1 25	No. 2 T. 80	
No. 3 T. 2 00	No. 3 T. 1 25	
No. 4 T. 2 40	No. 4 T. 1 50	
Northrop Brand		
2 oz. Taper Panel	75	Van. 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.		
XXX, 2 oz. oberl	1 25	75
XXX, 4 oz. taper	2 25	1 25
XX, 2 oz. oberl	1 00	
No. 2, 2 oz. oberl	75	
XXX D D ptehr, 6 oz	2 25	
XXX D D ptehr, 4 oz	1 75	
K. P. pitehr, 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	
Stiely		

Halibut. Strips.....14
Chunks.....15
Herring
Holland white hoops, bbl. 7 75
Holland white hoop, keg. 1 95
Holland white hoop mchs. 1 05
Norwegian
Round 100 lbs. 3 75
Round 40 lbs. 1 65
Sealed 1 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. 5 60
No. 1 10 lbs. 1 48
No. 1 8 lbs. 1 30
No. 2 100 lbs. 11 30
No. 2 40 lbs. 4 90
No. 2 10 lbs. 1 30
No. 2 8 lbs. 1 07

Trout
No. 1 100 lbs.
No. 1 40 lbs.
No. 1 10 lbs.
No. 1 8 lbs.
Whitefish
No. 1 No. 2 Fam
100 lbs. 7 00 6 50 2 50
40 lbs. 3 10 2 90 1 30
10 lbs. 85 80 4 0
8 lbs. 71 66 35

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
Scotch, in bladders.....37
Macecayon, in jars.....35
French Rappee, in jars.....43

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
Savon.....2 50
White Russian.....2 35
White Cloud, laundry.....6 25
White Cloud, toilet.....3 50
Dusky Diamond, 50 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.....9 00
Nutmegs, No. 1.....45
Nutmegs, No. 2.....43
Pepper, Singapore, black.....15
Pepper, Singapore, white.....16
Pepper, shot.....15

Pure Ground in Bulk
Allspice.....14
Cassia, Batavia.....30
Cassia, Saigon.....40
Cloves, Zanzibar.....14
Ginger, African.....15
Ginger, Cochon.....18
Ginger, Jamaica.....23
Mace, Batavia.....25
Mustard.....18
Nutmegs.....50
Pepper, Singapore, black.....15
Pepper, Singapore, white.....15
Pepper, Cayenne.....15
Sage.....15

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

SYRUPS
Corn
Barrels.....18
Half bbls.....20
1 doz. 1 gallon cans.....3 10
1 doz. 1/2 gallon cans.....1 85
2 doz. 1/4 gallon cans.....1 90
Pure Cane
Fair.....16
Good.....20
Choice.....25

STARCH
Kingsford's Corn
40 1-lb. packages.....6
20 2-lb. packages.....6 1/2
Kingsford's Silver Gloss
40 1-lb. packages.....6 1/2
10 4-lb. boxes.....7
Diamond
64 10c packages.....5 00
128 5c packages.....5 00
39 10c and 64 5c packages.....5 00
Common Corn
20 1-lb. packages.....5
40 1-lb. packages.....4 1/2
Common Gloss
1-lb. packages.....4 1/2
3-lb. packages.....4 1/2
6-lb. packages.....5
40 and 50-lb. boxes.....3
Barrels.....3

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.....5 44
Crushed.....5 69
Powdered.....5 25
XXX Powdered.....5 31
Standard Granulated.....5 19
Standard Fine Granulated.....5 19
Above Granulated in 5 lb. bags.....5 25
Above Granulated in 2 lb. bags.....5 25
Extra Fine Granulated.....5 31
Extra Coarse Granulated.....5 31
Mould A.....5 19
Diamond, Cuttee, A.....4 94
Confec. Standard A.....4 69
No. 1.....4 69
No. 2.....4 63
No. 3.....4 56
No. 4.....4 50
No. 5.....4 44
No. 6.....4 38
No. 7.....4 32
No. 8.....4 26
No. 9.....4 20
No. 10.....4 14
No. 11.....4 08
No. 12.....4 02
No. 13.....3 96
No. 14.....3 90
No. 15.....3 84
No. 16.....3 78

TABLE SAUCES
LEA & PERRIN'S SAUCE
The Original and Genuine Worcestershire.
Lea & Perrin's, large.....3 75
Lea & Perrin's, small.....2 50
Halford, large.....3 75
Halford, small.....2 25
Salad Dressing, large.....4 55
Salad Dressing, small.....2 75

VINEGAR
Malt White Wine, 40 grain.....7 1/2
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.....2 00
Wisdom.....3 75
Roseine.....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 grs.....3 20
Pearline, 36 1/2.....2 35
Snow Boy.....2 35
Liberty.....3 90

WICKING
No. 0, per gross.....20
No. 0, per gross.....25
No. 2, per gross.....35
No. 3, per gross.....55

WOODENWARE
Baskets
Bushels.....1
Bushels, wide band.....1 30
Market.....1 10
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

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 2

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.....2 25
16-inch, Dowell, No. 3.....4 25
No. 1 Fibre.....9 00
No. 2 Fibre.....7 50
No. 3 Fibre.....6 75

Wash Boards
Bronze Globe.....2 50
Dewey.....1 75
Double Acme.....2 75
Single Acme.....2 25
Double Peerless.....3 00
Single Peerless.....2 75
Northern Queen.....2 25
Double 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, 3 doz.....1 00
Sunlight Yeast, 3 doz.....1 00
Warner's Safe, 3 doz.....1 00

Provisions
Barreled Pork
Mess.....@ 10 00
Back.....@ 12 50
Clear back.....@ 11 00
Short cut.....@ 15 00
Pig.....@ 9 50
Beef.....@ 9 50
Family.....@ 11 50

Dry Salt Meats
Bellies.....6 1/2
Briskets.....6 1/2
Extra shorts.....5 1/2
Smoked Meats
Hams, 12 lb. average.....@ 11
Hams, 14 lb. average.....@ 10 1/2
Hams, 16 lb. average.....@ 10 1/2
Hams, 20 lb. average.....@ 10 1/2
Ham dried, 1/2 doz.....@ 7
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 1/2
3 lb. Pails, advance.....1 1/2

Sausages
Bologna.....6
Liver.....7
Frankfort.....8
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
1/2 bbls., 40 lbs.....1 50
1/2 bbls., 80 lbs.....2 70

Tripe
Kits, 15 lbs.....70
1/2 bbls., 40 lbs.....1 25
1/2 bbls., 80 lbs.....2 25
Pork
Pork.....20
Beef rounds.....3
Beef middles.....10
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, 1/48.....90
Potted ham, 1/48.....90
Deviled ham, 1/48.....90
Deviled ham, 1/48.....90
Potted tongue, 1/48.....90
Potted tongue, 1/48.....90

Oils
Eocene.....@ 12
Perfection.....@ 11
XXX W.W. Mich. Hdt.....@ 11
W. W. Michigan.....@ 10 1/2
Diamond White.....@ 9 1/2
D. S. Gas.....@ 11 1/2
Deo. Naphtha.....@ 24
Cylinder.....@ 31
Engine.....@ 21
Black, winter.....@ 9

Grains and Feedstuffs

Wheat
Winter Wheat Flour
Local Brands
Patents.....4 00
Second Patent.....3 50
Straight.....3 25
Clear.....3 00
Graham.....3 50
Rye.....3 25
Subject to usual cash discount.
Flour in bbls., 25c per bbl. additional.

Spring Wheat Flour
Clark-Jewell-Wells Co.'s Brand
Pillsbury's Best 1/48.....4 55
Pillsbury's Best 1/48.....4 45
Pillsbury's Best 1/48.....4 35
Pillsbury's Best 1/48 paper.....4 35
Pillsbury's Best 1/48 paper.....4 35
Ball-Barnhart-Putman's Brand
Quaker 1/48.....3 60
Quaker 1/48.....3 40
Quaker 1/48.....3 60

Clark-Jewell-Wells Co.'s Brand
Pillsbury's Best 1/48.....4 55
Pillsbury's Best 1/48.....4 45
Pillsbury's Best 1/48.....4 35
Pillsbury's Best 1/48 paper.....4 35
Pillsbury's Best 1/48 paper.....4 35
Ball-Barnhart-Putman's Brand
Quaker 1/48.....3 60
Quaker 1/48.....3 40
Quaker 1/48.....3 60

Clark-Jewell-Wells Co.'s Brand
Pillsbury's Best 1/48.....4 55
Pillsbury's Best 1/48.....4 45
Pillsbury's Best 1/48.....4 35
Pillsbury's Best 1/48 paper.....4 35
Pillsbury's Best 1/48 paper.....4 35
Ball-Barnhart-Putman's Brand
Quaker 1/48.....3 60
Quaker 1/48.....3 40
Quaker 1/48.....3 60



Duluth Imperial 1/48.....4 50
Duluth Imperial 1/48.....4 40
Duluth Imperial 1/48.....4 30
Lemon & Wheeler Co.'s Brand
Gold Medal 1/48.....4 45
Gold Medal 1/48.....4 35
Gold Medal 1/48.....4 25
Parisian 1/48.....4 45
Parisian 1/48.....4 35
Parisian 1/48.....4 25

Oney & Judson's Brand
Ceresota 1/48.....4 40
Ceresota 1/48.....4 30
Ceresota 1/48.....4 20
Worden Grocer Co.'s Brand
Laurel 1/48.....4 35
Laurel 1/48.....4 25
Laurel 1/48.....4 15

Meal
Bolted.....1 90
Granulated.....2 10
Feed and Millstuffs
St. Car Feed, screened.....16 00
No. 1 Corn and Oats.....15 50
Unbolted Corn Meal.....14 50
Winter Wheat Bran.....14 00
Winter Wheat Middlings.....15 00
Screenings.....14 00

Corn
New corn, car lots.....36
Less than car lots.....37
Oats
Car lots.....28
Car lots, clipped.....31
Less than car lots.....32

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

Hides and Pelts
The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:
Hides
Green No. 1.....@ 8
Green No. 2.....@ 7
Bulls.....@ 6
Cured No. 1.....@ 9 1/2
Cured No. 2.....@ 8 1/2
Calfskins, green No. 1.....@ 9
Calfskins, green No. 2.....@ 7 1/2
Calfskins, cured No. 1.....@ 10
Calfskins, cured No. 2.....@ 8 1/2

Pelts
Pelts, each.....50 @ 1 00
Tallow
No. 1.....@ 3 1/2
No. 2.....@ 2 1/2

Wool
Washed, fine.....@ 16
Washed, medium.....@ 20
Unwashed, fine.....9 @ 12
Unwashed, medium.....14 @ 16

Fresh Meats

Beef
Carcase.....6 @ 8 1/2
Forequarters.....5 1/2 @ 6 1/2
Hindquarters.....7 @ 9
Loins No. 3.....10 @ 14
Ribs.....8 @ 14
Rounds.....7 @ 8
Chunks.....6 @ 6 1/2
Plates.....4 @ 5

Pork
Dressed.....@ 5 1/2
Loins.....7 1/2 @ 6 1/2
Shoulders.....@ 6 1/2
Leaf Lard.....@ 7 1/2

Mutton
Carcase.....7 @ 8
Spring Lambs.....8 @ 10

Veal
Carcase.....8 @ 9

Soda
Soda XXX.....6 1/2
Soda, City.....8
Long Island Wafers.....11
Zephyrette.....10

Oyster
Faust.....7
Farina.....6
Extra Farina.....6 1/2
Saltine Water.....6

Sweet Goods-Boxes
Animals.....10 1/2
Assorted Cake.....10
Belle Rose.....8
Bent's Water.....15
Buttercups.....13
Cinnamon Bar.....8
Coffee Cake, Iced.....10
Coffee Cake, Java.....10
Coconut Tally.....10
Crasnells.....15 1/2
Creams, Iced.....8 1/2
Cream Crisp.....9
Crystal Creams.....10
Cubans.....11 1/2
Currant Fruit.....11
Frosted Honey.....12 1/2
Frosted Cream.....8
Ginger Gems, lg. or sm.....8
Ginger Snaps, XXX.....7 1/2
Gladator.....10
Grandma Cakes.....9
Graham Crackers.....9
Graham Wafers.....8
Honey Fingers.....12 1/2
Imperial.....8
Jumbles, Honey.....12 1/2
Lady Fingers.....11 1/2
Lemon Wafers.....15
Marshmallow.....16
Marshmallow Walnuts.....16
Mixed Picnic.....11 1/2
Milk Biscuit.....7 1/2
Molasses Cake.....8
Molasses Bar.....9
Moss Jelly Bar.....12 1/2
Newton.....12
Oatmeal Crackers.....10
Oatmeal Wafers.....10
Orange Crisp.....9
Orange Gem.....8
Penny Cake.....8 1/2
Pilot Bread, XXX.....7
Pretzels, hand made.....7 1/2
Sears' Lunch.....7 1/2
Sugar Cake.....8
Sugar Cream, XXX.....9
Sugar Squares.....12 1/2
Sultans.....16 1/2
Vanilla Wafers.....14
Vienna Crimp.....8

Fresh Fish
White fish.....@ 10
Trout.....@ 10
Black Bass.....@ 10
Halibut.....@ 18
Ciscoes or Herring.....@ 5
Bluefish.....@ 11
Live Lobster.....@ 17
Boiled Lobster.....@ 19
Cod.....@ 10
Haddock.....@ 7
No. 1 Pickerel.....@ 9
Pike.....@ 5
Perch.....@ 5
Smoked White.....@ 8
Red Snapper.....@ 10
Col River Salmon.....@ 13
Mackerel.....@ 20

Oysters in Cans.
F. H. Counts.....35
F. J. D. Selects.....30
Selects.....27
F. J. D. Standards.....22
Anchors.....20
Standards.....18

Bulk.
F. H. Counts.....1 75
Extra Selects.....1 60
Selects.....1 35
Anchor Standards.....1 20
Standards.....1 10

Shell Goods.
Clams, per 100.....1 00
Oysters, per 100.....1 25 @ 1 50

Candies

Stick Candy
Standard.....7 @ 7 1/2
Standard H. H.....7 @ 7 1/2
Standard Twist.....7 1/2 @ 8
Cut Loaf.....@ 8 1/2

Mixed Candy
Grocers.....@ 6
Competition.....@ 6 1/2
Special.....@ 7
Conservé.....@ 8
Royal.....@ 7 1/2
Ribbon.....@ 8 1/2
Broken.....@ 8
Cut Loaf.....@ 8 1/2
English Rock.....@ 8 1/2
Kindergarten.....@ 8 1/2
French Cream.....@ 9
Dandy Pan.....@ 8 1/2
Hand Made Cream mixed.....@ 14
Nobby.....@ 8 1/2
Crystal Cream mix.....@ 12

Fancy-In Bulk
San Blas Goodies.....@ 11
Lozenges, plain.....@ 9
Lozenges, printed.....@ 9
Choc. Drops.....@ 11
Eclipse Chocolates.....@ 13
Choc. Monumentals.....@ 12 1/2
Gum Drops.....@ 5
Moss Drops.....@ 8 1/2
Lemon Sours.....@ 9
Imperial.....@ 9 1/2
Ital. Cream Bonbons.....@ 11
35 lb. pails.....@ 11
Molasses Chews, 15 lb. pails.....@ 13
Jelly Date Squares.....@ 10 1/2
Iced Marshmallows.....14
Golden Waffles.....@ 11

Fancy-In 5 lb. Boxes
Lemon Sours.....@ 50
Peppermint Drops.....@ 60
Chocolate Drops.....@ 65
H. M. Choc. Drops.....@ 75
H. M. Choc. Lt. and Dk. No. 12.....@ 90
Gum Drops.....@ 30
Licorice Drops.....@ 75
A. B. Licorice Drops.....@ 50
Lozenges, plain.....@ 55
Lozenges, printed.....@ 55
Imperial.....@ 60
Mottos.....@ 55
1 Cream Bar.....@ 55
Molasses Bar.....@ 55
Hand Made Creams, 80.....@ 90
Cream Buttons, Pep. and Mint.....@ 65
String Rock.....@ 60
Burnt Almonds.....1 25
Wintergreen Berries.....@ 65

Caramels
No. 1 wrapped, 3 lb. boxes.....@ 50

Fruits

Oranges
Fancy Mexicans.....@ 5 00
Jamaicas.....@ 4 50

Lemons
Strictly choice 300s.....@ 4 00
Strictly choice 300s.....@ 4 50
Fancy 300s.....@ 6 50
Ex. Fancy 300s.....@

Bananas
Medium bunches.....1 00 @ 1 25
Large bunches.....1 50 @ 1 75

Foreign Dried Fruits
Figs
California, Fancy.....@ 13
Choice, 10 lb. boxes.....@ 12
Extra Choice, 10 lb. boxes, new.....@ 16
Fancy, 12 lb. boxes.....@ 22
Imperial Mikados, 18 lb. boxes.....@
Pulled, 6 lb. boxes.....@
Naturals, in bags.....@ 7

Dates
Fards in 10 lb. boxes.....@ 10
Fards in 60 lb. cases.....@ 6
Persians, P. H. V.....@ 6
lb. cases, new.....@ 6
Sairs, 60 lb. cases.....@ 5

Nuts
Almonds, Tarragona.....@ 17
Almonds, Ivica.....@ 15
Almonds, California, soft shelled.....@ 15
Brazil, new.....@ 7
Filberts.....@ 11
Walnuts, Greenlows.....@ 13 1/2
Walnuts, soft shelled California No. 1.....@ 12
Table Nuts, fancy.....@ 11
Table Nuts, choice.....@ 10
Pecans, Med.....@ 7 1/2
Pecans, Ex. Large.....@ 9
Pecans, Jumbos.....@ 12
Hickory Nuts per bu. Ohio, new.....@ 1 60
Cocoanuts, full sacks.....@ 3 50
Chestnuts, per bu.....@ 5 50

Peanuts
Fancy, H. P., Suns.....@ 7
Fairy, H. P., Flags.....@ 7
Roasted.....@ 7
Choice, H. P., Extras.....@ 5
Choice, H. P., Extras Roasted.....@ 6

Hardware

Causes for Delay in Filling Orders.

One cause of the recent delay in filling orders promptly is the scarcity of freight cars. The railways are being taxed to the utmost and are in constant receipt of more goods at various shipping points than they can conveniently or quickly handle. This is particularly true of the larger manufacturing centers, while at points of central distribution, as at East St. Louis, the yards are filled with long strings of cars waiting to be unloaded and which are often delayed for days at a time. The transportation companies are naturally doing the best they can under the circumstances because delays on cars mean a loss of revenue, but they are still hampered by the fact that car building companies are behind on their deliveries, despite a manifest necessity for promptness.

This question of scarcity is not confined to goods or freight cars. Manufacturers in iron and steel are obliged to refuse orders in many instances because of a deficient supply of labor, notwithstanding the higher scale of wages now in force. It is well known that for weeks the Western farmers were unable to obtain sufficient help for the harvest field, thus showing that labor was generally employed elsewhere. This fact of labor scarcity is significant. It proves beyond question the activity in the markets and the more general circulation of money. Labor is not employed unless a necessity for its employment exists. It is perhaps unfortunate that delays are being experienced in manufactures, but the one circumstance that this comes in a measure from a shortage of workers is sufficient compensation in a larger and more general sense for individual delays in the receipt of goods.

The Evil of Returning Goods. From Stoves and Hardware Reporter.

Hardware jobbers are disposed to make complaint about a practice to which some customers are addicted at times and which adds a considerable burden to the ordinary discomforts of business. This practice consists of an unauthorized return of goods which have been ordered. The buyer either finds that they are not adapted to his trade, or that he can not impress his customers with their desirability or that for some other reason they do not suit his purposes, so he proceeds to ship them back to the selling house with the request that his order be cancelled and he be credited for the amount of the bill, even including freight charges.

This is a decidedly unbusiness-like way of doing business. The jobbers are not to blame if their customers make an error of judgment and have supplied themselves with goods which they find they do not want or can not sell at a profit. The contract is closed on the delivery of the goods, and the buyer has no recourse against the seller unless his order was not filled in the way it was given. It seems that this practice first came into use when retail buying was close and competition strong, but if it was wrong then it is doubly so at a time when there is neither excuse nor reason for following it. Beside this, and probably for causes which appeal more forcibly to the retail dealers who resort to such methods, it is very poor policy to discredit one's business by disavowing a contract or endeavoring to obtain an unwarranted release from its terms.

No Complaint in Hardware. From Stoves and Hardware Reporter.

It may be stated as a general proposition that very few of those who are interested in hardware have any reasonable objection against the recent and continuing advance in prices. Prior to the upward movement and since 1892,

manufacturers had been met with close competition and narrow margins; now they are in a much better position and are yet disposed to take a conservative view of the situation, not making many too radical advances. The jobbers are finding a wider profit in the sale of goods than has been their fortune of late and are consequently not in a position to register a complaint, while the retailer is not only being met by an increasing volume of business on wider margins but finds that the goods on his shelves have increased in value since he bought them.

Buyers over the counter are always to be placed among the uncertainties, so it is difficult at times to determine even measurably how many dollars per capita they are likely to spend. But the fact of the matter is that they are spending their money now in a manner and with a liberality that brings profit and satisfaction to the average hardwareman. They do this because they have an enlarged series of wants to fill and are possessed of the means with which to fill them. The buyer at retail in hardware is, after all, the medium by which the success or failure of the business is determined, and the mere fact that the manufacturing, jobbing and retailing houses are doing a good business is ample proof that the ultimate purchaser has been actively in the field and is in a position where his farther trade may be depended upon with certainty. The hardware business is undoubtedly occupying a strong position to-day, and yet there is still a necessity for pushing sales wherever an opening is found or can be created.

Proof That Business is Booming.

A Philadelphia instrument-maker the other day ordered from a large manufacturer of tin boxes in that city a box about two feet cube as a sample. He was surprised when it was brought to his factory by a well-dressed gentleman and asked him why he hadn't sent it by an errand boy.

"Well," said the man, mopping his brow, "I'm a salesman, and it isn't my business to deliver goods this way, but just now we're so busy and full of work that the salesmen are the only idle people in the place. We've got all the errand boys in the shop punching tin. As we don't want any more orders, we salesmen are running errands."

Progress in Getting Acquainted.

A Kalamazoo man tells his story about a friend of his whose business takes him away from home frequently: For the last month or so he has had a respite and his neighbors have noticed the unusual length of his visit at his own house. One of them asked him recently if he had got pretty well acquainted with the members of his family.

"I think I am making an impression," he responded. "My little girl went to her mother the other day and said: 'That man who comes here, sometimes, spanked me to-day.'"

Electric Light Plants for Stores, Factories, etc.

We are prepared to quote prices on gas engines and dynamos; also wiring complete for large or small plants. Second-hand dynamos bought and sold. A full line of Electrical Supplies, Chandeliers and Glassware at all times.
Address

CAPITOL ELECTRIC ENGINEERING CO.
LANSING, 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.

Farm Team Harnesses

Our No. 100 is the best heavy double harness ever made for so little money. Sold to you so you can sell it for \$23 without the collars. Others at correspondingly low prices. We make and guarantee every harness we send out. Send for our Catalogue on Sleighs and Cutters.

BROWN & SEHLER,
Grand Rapids, Michigan.

The Hardware Market.

Trade continues good and retailers, as a class, are getting used to the advancing prices and are in nearly all instances getting it in their dealings with their trade. Since our last report wire and nails have been advanced by the manufacturers 15c per 100 pounds, and owing to the advance in freight rates, which will take place Nov. 1, jobbers have been compelled to advance their prices 20c. The present price of wire nails is \$3.20 from mill and \$3.40 from stock. In shelf hardware prices are getting more firm every day. Stove boards are very scarce and are now quoted at 25 per cent. discount. Sash weights are now \$22 per ton.

Owing to the high price of all kinds of lumber, step ladders have been advanced from 2@5c per foot on the different makes. On cast sinks the low list has now been adopted and the discount now quoted is 50 and 10 per cent. from same. Manila rope has gone up 2c per pound and Sisal rope 1c a pound. Window glass is firm at 80 and 10 per cent. On poultry netting and painted wire cloth the price for the coming season has not yet been established. Stove pipe elbows, coal hods, etc., are very scarce and hard to get. Bar iron is firm and the going price is 3c rates.

Why We Must Tolerate the Boys.

There is an old apologetic sort of saying that "Boys will be boys." Perhaps they will be if they are not already boys. It is more probable that "boys will be men." Ever since the time of Adam—who was made full-grown when a man was needed in the world quick, and there was not time for one to grow—all men have been boys. Some of them have been good and some of them have been bad. George Washington was an uncommonly good boy and grew to be the best of men, but that does not follow. Some of the boys remembered as having been uncommonly good have turned out to be uncommonly tough citizens. They have their excuses and their apologists; but they stand pictured as tough. Also, some of the boys who were always in mischief have taken a good turn in life and become great and good men. It has been said that George Washington never told a lie. In adopting that as a fact, it must be remembered that the diploma for truthfulness was given him when he was a small boy—in his little hatchet days—when he knew nothing of politics and had not been President of the United States. Boys are boys! That is the thing to say. They have everything to learn, and wickedness is so attractive to weak, human nature that boys, not steered right, are apt to learn the wicked things first. It is best to be patient with them. A boy too good for anything is not worth raising. One who can yell loud and fight has got something in him that is worth encouraging and developing in the right direction. A grouty old person who forgets that he ever was a boy says:

Did it ever occur to you that this might not be so bad a world to live in were it not for that horrid boy? Boys have been a failure from the first. The first boy that we ever heard about, at least, grew up to be a murderer, and there is no reason to doubt that he was a trial from the moment he made his appearance in the Adam family. There is a willfulness and a wrong headedness about the boy which is a constant and continual marvel. There is no limit to his awful versatility. If there is any kind of noise or any variety of irritation that the average boy is not acquainted with, and with which it is his

purpose in life to make others acquainted, the average boy is not the boy it has been our misfortune to fall in with. There are boys, of course, who are irreproachable in their manners, but these are either asleep or dead. The boy who is alive and awake is inevitably a nuisance, or at least a continual cause of worry and terror. When a boy is not hollering or whistling or pounding upon something or pulling his little sister's hair or falling overboard or catching the measles, he is just stopping to think in what new way he may employ his faculties for making life miserable to all within the sphere of his malign influence. A boy is not so bad, of course, after he has ceased to be a boy, but this is because his boyish propensities are degenerated. Doubtless if they had the strength and the ability, men would be as great trials as boys are. Some men are boys as long as they live, and it seems as though they would live forever. And yet, there's no denying it, boy babies are the favorite in the human race. So boys will probably continue to be the fashion, the same as is the trombone or the devil's fiddle or the bass drum or the cat concert. Nobody can tell why. It is probably only because it is a habit that the human race has got into of having boys around, although perhaps boys are only abided because without boys there can be no girls; and girls, of course, we must have or die.

Equipped for Fame.

"I think," said the Fiji islander, "that I'll pack up and go to the United States."

"Think you'll make your fortune?"
"I'm sure of it. I'll go straight into politics. Every once in a while you hear of a man who makes a hit by getting upon a platform and making a speech without his coat on. Then there was the man who became famous by leaving off his socks, and every now and then they stop to take notice of some one simply because he has no collar and necktie."

"Well, what of it?"
"Why, look at me. I never wore any clothes at all."

No Need of Insurance.

Coal Merchant—I say, Premium, I want to insure my coal yard against fire. What's the cost of a policy for \$10,000?
Insurance Agent—What coal is it? Same kind you sent me last?
Merchant—Yes, it is.
Agent—Oh! I wouldn't insure it if I were you. It won't burn.

Found at Last.

Proprietor—I'm looking for a man I can trust.
Applicant—We'll get along then. For ten years I've done nothing but look for a man that would trust me.

A man entirely satisfied with himself has no use for the example of other people.

Patents

L. C. WEST, Kalamazoo, offers half rates for patent applications for this month Bring this card

Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.
C. H. HANSON,
44 S. Clark St., Chicago, Ill.

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 in. 5-16 in. 3/4 in. 1/2 in.
BB.....	8 1/4 7 1/2 6 1/4 5 1/2 c.
BBB.....	9 1/4 8 7 1/4 7
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, List 12 13 14 15 16.....	28 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
Verkes & 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
Japaned 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, Custer.....	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, Aeme.....	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 1/2 per pound extra.....	
Planes	
Ohio Tool Co.'s, fancy.....	50
Sciota 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 40
Base	
20 to 60 advance.....	05
10 to 16 advance.....	10
8 advance.....	20
6 advance.....	30
4 advance.....	45
3 advance.....	70
2 advance.....	75
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 3/4 advance.....	85
Rivets	
Iron and Tinned.....	50
Copper Rivets and Burs.....	45
Roofing Plates	
14x20 IC, Charcoal, Dean.....	6 50
20x28 IC, Charcoal, Dean.....	7 50
14x20 IC, Charcoal, Alloway Grade.....	13 00
14x20 IX, Charcoal, Alloway Grade.....	5 50
20x28 IC, Charcoal, Alloway Grade.....	6 50
20x28 IX, 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.....	22 50
Sheet Iron	
Nos. 10 to 14.....	com. smooth. com. \$3 20 \$3 00
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
Solder	
1/2@3/4.....	20
The prices of the many other qualities of solder 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—Allaway 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, } per pound..	10
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game.....	75&10
Onelda Community, Newhouse's.....	50
Onelda 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 65
Barbed Fence, Painted.....	3 90
Wire Goods	
Bright.....	75
Screw Eyes.....	75
Hooks.....	75
Gate Hooks and Eyes.....	75
Wrenches	
Baxter's Adjustable, Nicked.....	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 Grocery Market.

Sugars—Raw sugars are quiet, with very few offerings. Quotations are still on the basis of 4 5-16c for 96 deg. test centrifugals. In the refined sugar market there is but little of interest to report. The scarcity of soft sugars noted last week has at last been overcome, and there is now a fair supply of all grades. Hard sugars are plenty and the demand is fair without any special indications for the immediate future. The total stock of sugar in the United States is 158,957 tons, against 175,650 tons at the same time last year.

Canned Goods—Without question this is an unprecedented year in canned goods. Not only has the pack of most varieties proved widely different from early estimates, but the demand has been so unusually active that everything is cleaned up. It doesn't matter what line one investigates, it is the same story of lack of goods to fill orders and advancing prices, caused by the extraordinary demand, coupled with more or less reduced outputs. Buyers are scouring the market for standard goods of all sorts and practically none are to be found. What will be done before spring no one can find out, but the indications are that the market will be bare of some sorts and that trade will necessarily be very limited. Corn and succotash will be luxuries this year. The sale of future corn in Maine was so heavy that the output was exhausted long before the season closed. This is true in many sections of the country and the result is that corn is becoming one of the hardest articles on the list to buy and before the season closes will probably be out of first hands. Offerings of tomatoes are light. Prices are firmly held and have an upward tendency. It is very seldom that there is such an activity in any one commodity as there has been in the tomato market during the past month. A Baltimore man writes that there never was a time since the process of canning tomatoes was discovered when such a large volume of business was transacted during the same period. The advance in freight rates has stopped the buying by Western packers and the market will probably be a little easier in consequence. Peas are scarce and high. Other vegetables are firm but with no quotable change. The demand for gallon apples has caused the market to advance in spite of the large crop. The demand for this article has been unusually good. Salmon continues very firm with good demand and advices from the Coast are to the effect that the situation is stronger. Sardines are steadier and the market is gaining strength.

Dried Fruits—Such extreme caution in buying dried fruit is seldom seen at this season of the year, but may be ascribed to the uncertain situation of many lines. Buyers are, perhaps, more careful than usual and do not buy in very large quantities. We think that it may be accepted as a fact that this season will be a record breaker as regards the consumption of fruit. Raisins are unchanged, so far as prices are concerned, but there is a continuation of the firm feeling previously reported, with fair sales at full prices. Trade, while reasonably active, is nevertheless restricted somewhat by the high prices. The California seeded raisins gave such satisfaction last year that jobbers are placing orders for more than three times the amount bought in 1898. In that year 450 carloads were seeded. This year the seeders of Fresno will turn out not less than 1,000 and probably 1,500 cars for

Eastern shipment. Prunes are selling far ahead of last year and prices are steady, with the probability of an advance soon, made necessary by the increasing demand. The scarcity of oos makes it practically impossible to buy the four sizes, even at a premium. There are a few oos, but they are very few and holders are determined to get full value for them. Advices from the Coast indicate that the drying season is practically over, nearly everything being off the trays. The season has been unusually good and there will be very few rain-damaged goods on sale this year. Apricots are moving out freely. They are entirely out of first hands and jobbers who have any are not anxious to dispose of them, as better prices are expected later. Evaporated apples are still climbing up. The demand is far better this year than was expected and prices have ruled high. They are likely to remain firm for some time to come, as stock is getting very scarce. Peaches move a little slowly just now, on account of the high prices. Heavy buying on the part of speculators has sent prices up and checked demand for the present, but a larger business is expected as soon as cool weather begins. Fancy peaches are very scarce, but there is an abundance of the cheaper grades. Currants are unchanged. Trade is good and prices are fully maintained. Dates are firm and supplies on hand are moving out in sufficient quantities to clear up everything in the market before the new crop comes in. Prices on figs rule a little higher than last year, on account of better demand and better quality of the goods.

Molasses and Syrups—The demand for molasses is good, especially for the low grades. Prices remain unchanged. Corn syrup has declined 1/2c per gallon, with a corresponding decline on cases.

Tea—Prices on most all grades of tea have advanced 2c per pound, with the demand good at the advance. The quality of the goods now coming in is said to be slightly better than previously.

Green Fruits—Lemons are selling better under increasing jobbing demand and the tendency of the market is still upward. It is difficult to secure sufficient supplies of 300s, although there are 360s enough to go around. Bananas are weaker and there has been a slight decline, scarcely enough to be quotable, however. Heavy receipts for the season and the absence of demand are responsible.

Rice—There is a good demand for rice, particularly for the medium and fancy grades.

Nuts—Sales of all varieties of nuts are unusually large for the season and prices are steady at previously quoted range. No increase in price has been noted this week, but the firmness on all varieties continues, and there are indications that some advance will be made later. For the next week or two trade will likely increase, while buyers are securing their supplies for Thanksgiving, but after that there will likely be a falling off in demand, but because of shortage no decline in prices can be expected. Walnuts are in demand and, with Californias entirely gone from first hands, buyers are finding it impossible to secure supplies for present consumption. There are few foreign walnuts anywhere but in France and prices rule high and the market strong. Naples walnuts promise to be about 75 per cent. of last year's yield, but the quality will be much better. Almonds from abroad promise to be plentiful, but California

nuts are in small supply and prices are high. It is impossible to buy now because the output is closely controlled and the holders will not sell. Filberts are selling about as at last reports. There are few to be had and these are sold at full prices. Peanuts continue steady and trade moderately active. Pecans are firm at previously reported prices.

Fish—Advices just received from Gloucester state that the fish trade has been very heavy the past two months. Prices will be no lower. Although receipts have been very heavy, sales have been still heavier. The demand for codfish is very good at previously quoted prices. A few extra large trips of mackerel have arrived and the market has declined somewhat in consequence. As the mackerel season is over and everything is now in, we do not anticipate any lower prices but look for a slight upward tendency of the market. Owing to the increase in demand, hake, haddock and pollock have advanced from 3/4@1c per pound.

Grand Rapids Retail Grocery Clerks' Association.

At an adjourned meeting of the Grand Rapids Retail Grocery Clerks' Association, held at the office of the Michigan Tradesman on Monday evening, Oct. 23, President McInnis presided.

Chairman Beardslee, of the special committee on Hall, reported that the Association could secure two rooms in the Tower building, connected by folding doors, so that a person could sit in one room and see all that was going on in the other, for \$5 per month, including heating and janitor service.

Adrian Brink, chairman of the Executive Committee of the Grand Rapids Retail Grocers' Association, who was present at the meeting, made a proposition to occupy the premises jointly with the Clerks' Association, on the basis of an equal division of the rent and gas bill. The report was accepted and the Executive Committee was instructed to execute the lease and also to enter into an arrangement with the Retail Grocers' Association on the basis of Mr. Brink's proposition.

Homer Klap announced that three members of the Clerks' Association were invited to attend the next meeting of the Grocers' Association and participate in the exercises and entertainment. Messrs. McInnis, Campbell and Beardslee were selected to represent the Association.

Harry Stowitts moved that when the meeting adjourn, it adjourn to the new rooms next Monday evening and that a house warming be held on that occasion, which was adopted.

Ernest Bratt moved that the charter be held open until the next regular meeting, which was adopted.

On motion of Mr. Beardslee, E. A. Stowe was elected an honorary member of the Association, with the privilege of a voice, and also a key to the Association rooms. He was also tendered a vote of thanks for the use of the Tradesman office in which to hold the meetings of the Association.

Photographic Effect in the Culinary Department.

From the Houghton Journal.

The wife of a prominent Manistique groceryman was much perplexed last week over the failure to prepare the family meals in a palatable manner. For three days almost everything that was cooked had a burned, and sometimes bitter taste, so that all had to be thrown out as unfit to eat. On Sunday she made special effort to have everything right, but the result was the same. On making a thorough investigation it was discovered that the hired girl had been using pulverized hyphosphite of soda which she mistook for salt and which was part of an amateur photographic outfit stored away on one of the pantry shelves.

Business Wants

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

BUSINESS CHANCES.

FOR SALE—SMALL CLEAN STOCK DRY goods, groceries and patent medicines; established cash trade; best location in town; big trade in hay and feed; warehouse on C. & W. M. and F. & P. M. right handy. Or will rent buildings with fixtures at low rate. Must retire; will pay to investigate; write for particulars. Address Box 17, Baldwin, Mich. 110

FOR EXCHANGE—FOUR GOOD HOUSES, free and clear, good location, for a stock of dry goods or clothing, either in or out of the city. Reed & Osgood, 32 Weston Building, Grand Rapids. 109

LEADING MILLINERY STORE WILL rent space for line of fancy goods. Stebbins Millinery Co., Lansing, Mich. 108

SPOT CASH DOWN, WITHOUT ANY DE- lay, will be paid for stocks of dry goods, shoes or general merchandise, at a discount. Correspondence positively held confidential. Large stocks preferred. Address A. P., care Michigan Tradesman. 107

FOR SALE OR TRADE—A FIRST-CLASS three hundred twenty acre farm in Southern Michigan. Terms reasonable. Address Box 720, Dowagiac, Mich. 106

FOR SALE—STOCK OF GROCERIES AND necessary fixtures in Michigan. Will invoice \$800. Would sell for about half if taken now; stock new. Address No. 105, care Michigan Tradesman. 105

FOR SALE—AT A BARGAIN, IF TAKEN at once, stock of groceries, crockery and queensware, invoicing about \$2,500, in one of the best towns for business in Southwestern Michigan; best location in town. This will pay you to investigate. Good reasons for selling. Address Box A, Cassopolis, Mich. 104

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

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

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

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 clear, 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 SHAFING, 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.

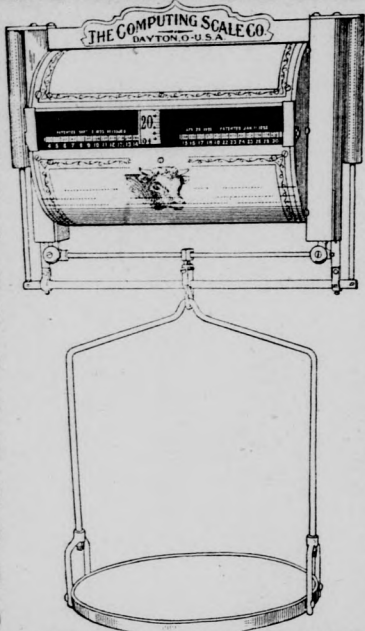
WANTED—POSITION AS TRAVELER for groceries or specialty clerk in general store; fifteen years' experience; can give good references. Address No. 102 care Michigan Tradesman. 102

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

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

A Money=Making Machine

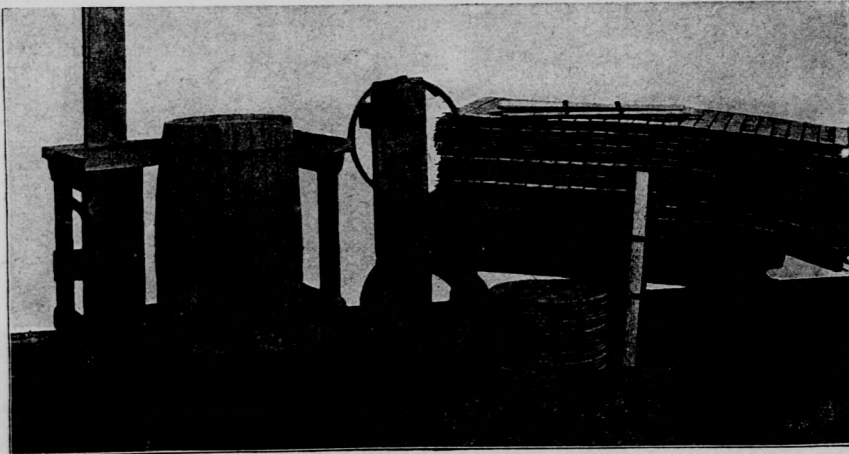


MONEY MADE WHILE YOU WAIT on customers. Stop the holes; run in on dry dock long enough to find out where the profits are going. Something is wrong; more money should be made in retailing merchandise than you are making and you know it.

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.

The Hercules Ventilated Barrel



Just the barrel in which to ship apples, potatoes, onions, vegetables, or anything that requires ventilation. We furnish the barrels to you knock-down in bundles, thereby making a great saving in freight. Fourth-class freight rates apply in less than car lots. One boy can set up from 75 to 100 barrels per day, and with your first order for 500 barrels we furnish free our setting-up outfit, or we charge you \$3.00 for it and refund the \$3.00 when you have purchased 500 barrels.

The Hercules has been endorsed and recommended by all prominent fruit and commission men in Chicago, and is considered the very best barrel for shipping any product requiring ventilation. Our prices, f. o. b. Chicago, are as follows:
Apple-barrel size, 17 $\frac{1}{2}$ -inch head, 29-inch stave; 12 pecks.
In lots of 100, heads & hoops complete, knock-down, each .22c
In lots of 200, heads & hoops complete, knock-down, each .21c
In lots of 500, heads & hoops complete, knock-down, each .20c

Setting-up outfit included. We can ship promptly.
For further particulars and sample barrel address,



Hercules Woodenware Co.,

293 W. 20th Place,
Chicago, Ill.

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.