

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS.

\$1 PER YEAR

Eighteenth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 26, 1900

Number 888



No. 4. Covered Box.

## Allegheny Assortment

In Ebony Glass decorated with floral designs and gold stippled on all edges.



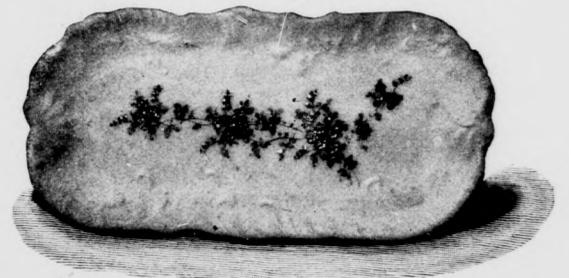
No. 6. Covered Box.

LIVELY SELLERS AT

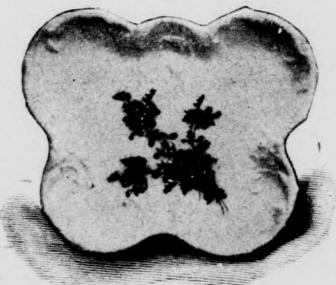
**5**  
AND  
**10**  
CENTS



No. 74. Pin Tray.



No. 27. Comb and Brush Tray.



No. 72. Pin Tray.

- 1 dozen No. 69 Pin Trays
- 1 dozen No. 28 Pin Trays
- 1 dozen No. 29 Pin Trays
- 1 dozen No. 70 Pin Trays
- 1 dozen No. 71 Pin Trays
- 1 dozen No. 72 Pin Trays

40c. \$2.40

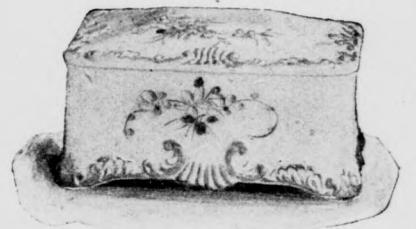
- 1 dozen No. 4 Covered Bon Bon Boxes
- 1 dozen No. 23 Jewel Box
- 1 dozen No. 25 Puff Box
- 1 dozen No. 26 Hair Pin Box
- 1 dozen No. 27 Comb and Brush Tray
- 1 dozen No. 24 Button Box

80c. \$4.80

Package no charge.

Per gross.

\$7.20



No. 16. Covered Box.

We Sell to  
Dealers Only



42-44 Lake Street,  
Chicago.

# Royal Tiger 10 cts. Tigerettes 5 cts.

The following Grand Rapids druggists handle Royal Tiger and Tigerettes cigars: Peck Bros., J. DeKruif, Barth & Warren, Muir & Co., B. Schrouder, Church & West, J. C. West & Co., G. T. Haan, O. A. Fanckboner, Richard VanBochove, Eaton Drug Co., Thos. Heffernan, W. H. Quigley & Co., A. D. Sturgis, Henry Riechel, Jr., Walter K. Schmidt, Theron Forbes, D. T. Paulsen & Co., F. B. Winter, W. J. Shutter, C. R. Vanderpool.

**A SMOKER'S SMOKE**

**Phelps, Brace & Co., Detroit, Michigan**

The Largest Cigar Dealers in the Middle West

Carolina Brights Cigarettes "not made by a trust"

F. E. BUSHMAN, Manager

AARON B. GATES, State Agent

## Merchants Attention!

If you want a **BOOKKEEPER**, **STENOGRAPHER**, or first-class office assistant of any kind, address the **Michigan Business and Normal College, Battle Creek, Mich.** None but thoroughly competent help recommended. No charge for our part of the work, and our students give universal satisfaction.  
**They are trained for business.**



## FALL TERM

Begins September 3.

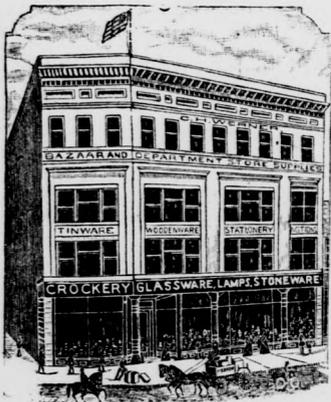
**Fourteen Departments**

Send for catalogue.

W. N. Ferris,  
Principal and Proprietor.

## CHARLES H. WERNER & SONS CO.

### Wholesale



Crockery, glassware, bazaar goods, toys, lamps, holiday goods, notions, woodenware, tinware, stoneware, cutlery, etc., etc.

Write for our Catalogue

We have one of the best lines of dolls, toys, china, glassware and holiday goods ever shown in Michigan. See our line before you make your purchases; it will pay you.

253, 255 Randolph St. and 1, 3, 5 Center St.  
Detroit, Michigan

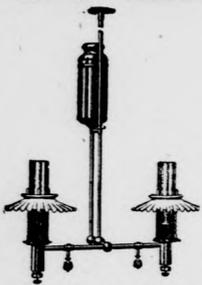
THE IMPROVED

# WELSBACH

HYDRO-CARBON

(GASOLINE)

## ..LAMPS..



Manufactured Under U. S. Letters Patent.  
Approved by Fire Insurance Underwriters.

**100 Candle-Power Light for 25c a Month.**

FITTED WITH THE

WELSBACH HYDRO-CARBON MANTLE, Made Expressly for Hydro-Carbon Lamps.

This Mantle is made to fit all Gasoline Lamps.

Send for Catalogue showing different designs and Trade Prices. Address

**A. T. KNOWLSON, 233 Griswold St., Detroit, Mich.**

(Conducting Michigan Supply Depot for Welsbach Goods.)

## Walsh-DeRoo Wheat Grits

Nutritious, delicious, easily cooked. Unsurpassed in merit by any cereal food. Lower in price than others. Makes dishes fit to set before a king. A trial is sure to make you a regular customer.

**Walsh-De Roo Milling Co.,**  
Holland, Mich.

# EGG BAKING POWDER

For the Dealers' Profit and  
Cooks' Delight

We want to correspond with every dealer who does not know why he should not fail to carry  
**EGG BAKING POWDER**

HOME OFFICE: New York City.  
CLEVELAND: 186 Seneca St.  
CINCINNATI: 33 West Second St.  
DETROIT: 121 Jefferson Ave.  
INDIANAPOLIS: 318 Majestic Building.

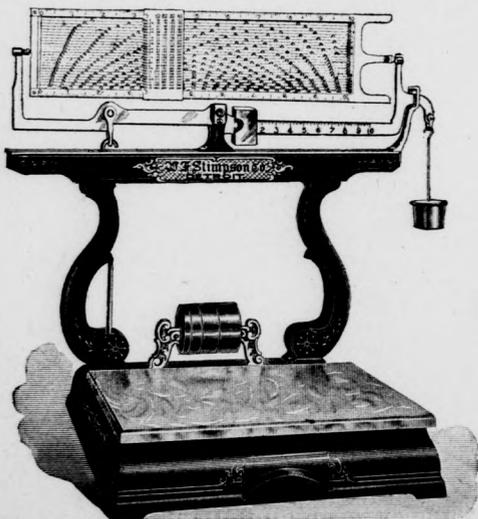
## Don't Waste Your Profits

There are a great many ways to prevent this.  
The sure way is to secure a . . . . .

### STIMPSON COMPUTING GROCERS' SCALE.

They save all overweights and prevent loss from incorrect computation. Our scales are sold on easy monthly payments. Write for information.

**W. F. STIMPSON CO., Detroit**



# MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 26, 1900.

Number 888

ASSOCIATE OFFICES IN ALL PRINCIPAL CITIES



References: State Bank of Michigan and Michigan Tradesman, Grand Rapids. Collector and Commercial Lawyer and Preston National Bank, Detroit.

**KOLB & SON**, the oldest wholesale clothing manufacturers, Rochester, N. Y. The only house in America manufacturing all Wool Kersey Overcoats at \$5.50 for fall and winter wear, and our fall and winter line generally is perfect.

**WM. CONNOR**, 20 years with us, will be at Sweet's Hotel Grand Rapids, Sept. 22 to 30. Customers' expenses paid or write him Box 346, Marshall, Mich., to call on you and you will see one of the best lines manufactured, with fit, prices and quality guaranteed.

## Perfection Time Book and Pay Roll

Takes care of time in usual way, also divides up pay roll into the several amounts needed to pay each person. **No running around after change.** Send for Sample Sheet.

**Barlow Bros.**  
Grand Rapids, Mich.

## 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.**

The sensation of the coffee trade is

## A. I. C. High Grade Coffees

They succeed because the quality is right, and the plan of selling up to date. If there is not an agency in your town, write the

**A. I. C. COFFEE CO.,**  
21-23 River St., Chicago.



## Knights of the Loyal Guard

A Reserve Fund Order

A fraternal beneficiary society founded upon a permanent plan. Permanency not cheapness its motto. Reliable deputies wanted. Address

**EDWIN O. WOOD, Flint, Mich.**  
Supreme Commander in Chief.

## Tradesman Coupons

### IMPORTANT FEATURES.

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### INDUSTRIAL PROBLEM IN CHINA.

Although efforts are being made to restore peace in China, it must be admitted that the outlook is not promising for an early restoration of normal conditions in that ancient realm. There can be no disguising the intense anti-foreign sentiment which pervades all parts of China. The Chinese have always resented the intrusion of the foreigner, but since the efforts of certain European powers to wrest territory from them the Chinese have become fanatical in their hate of everything European, or even foreign.

It is not the mere presence of the foreigners which incensed the Chinese, but it is the violent contrasts to their established customs and industrial methods that the innovations suggested by the foreigners presented. While foreigners have been protected along the coast line, they have been pretty well driven out of all the interior of China, and it will be a long time before Chinese sentiment will permit their return.

No matter how willing the Chinese government may be to guarantee the lives and property of foreigners residing in China, it may be very well doubted whether the government can control the national prejudice against foreigners which has been aroused. This prejudice has not been diminished by the events of the past few months. Although beaten, their armies are said to be preparing for further hostilities, and as yet there is no indication that the masses in China entertain any other sentiment than one of intense hatred for foreigners.

The opposition of the Chinese to foreign innovations is not based merely on sentiment. It is mainly the industrial innovations which the presence of the foreigners make probable that have aroused first the suspicion, and later the hatred of the Chinese. The construction of railroads, while it would facilitate travel in China, would revolutionize the old methods of transportation, and consequently deprive many thousands of people of their customary

livings. Accordingly, the Chinese are unalterably hostile to the railroads, and during the recent disturbances they did all in their power to destroy the roads.

It is not only the railroads which are feared in China. European systems of factories and labor-saving devices have also alarmed the Chinese by holding out the possibility that the existing methods of hand labor would be done away with, and the masses of the people robbed of their usual method of earning a livelihood. This fear of industrial revolution is not unnatural, and has disturbed much more progressive peoples than the Chinese before now. Their antagonism, while violent and unreasoning, is not unnatural.

With such grounds for cordially hating the foreigners, the prospects that the Chinese will enter into any negotiations for peace with sincerity are not bright. Even if a formal peace is patched up on the basis of the complete protection of foreigners, it is doubtful if the Chinese government will be able to carry out its engagements.

### SHIPS AS AN INVESTMENT.

According to news from Boston, a well-known business house of that city has formed a syndicate for the purpose of building two large steamships, with capacity to carry a cargo of 11,200 tons each. A contract for the construction of these vessels has been given to the Maryland Steel Company, of Sparrow Point, the same concern that is building the Algiers dry dock, the estimated cost of the two ships together, when completed, being \$1,500,000. The ships are to be what are ordinarily known as tramp ships—that is to say, vessels belonging to no particular line, but free to go to any port where a cargo can be secured.

The tramp steamship belongs to a class well enough known in every sea. The British flag floats from the great bulk of these steamers, British capital having found investment in such vessels profitable. These ships go to any port where a cargo offers, and, as they are usually fitted with every economical appliance and carry no passengers, their operation has been remunerative.

For very many years there have been no cargo-carrying American ships engaged in foreign trade. Prior to the Civil War, vast amounts of American capital were invested in shipping, and the American flag was known in every sea. The depredations of the Confederate cruisers, and the more general employment of steam and iron vessels, forced the old-time American clipper ships out of business.

The construction of the two tramp ships by the Maryland Steel Company is a movement in the right direction, and should they prove successful, and there is no reason why they should not, American capital will seek investment in more of such ships, and the American flag will once again be seen among the merchant shipping of the world.

It is said lightning will never strike twice in the same place; but no one can tell about a destructive wind storm.

### WONDERFUL RECUPERATION.

It is less than three weeks since the public outside of Galveston heard of the storm on Galveston Island, but those who saw the ruin the day after the disaster and have noted what has been done since then tell us that the recovery has been almost as unprecedented as the fall.

Wonders have been worked in disposing of the dead, removing the debris, rehabilitating public utilities and relieving suffering. And the actual work has been chiefly done by the survivors, many of whom had lost heavily in property and in members of their family. It is true that the means for prosecuting this work were largely furnished by a generous American public. Without this instant response from all parts of the Nation to the cry for help, the situation would have remained horrible for a long time, and virtually hopeless, but too much praise can not be accorded the Galveston survivors themselves and their fellow citizens who went first to the stricken city's assistance, for the coolness and energy and courage with which they at once began to bring order out of chaos.

The ruin was so complete, the death list so unparalleled and appalling, that to find in this short time trains running regularly into the city, business resumed, lights and water furnished, the vast majority of the dead out of the way, and the streets in the central portion of the town open for locomotion and traffic, partakes somewhat of the nature of a miracle.

Man has an immense amount of recuperative energy; he never knows what he can endure or what he can do until he is forced to try. There was never a stronger illustration of this fact than this remarkable experience of Galveston.

The sorrow occasioned by the loss of loved ones will never be healed; the trouble and depression and bitter disappointment caused by the loss of, possibly, one's all, time alone can efface, but the conditions on this second Sabbath morning since the catastrophe are so vastly improved beyond what was then thought possible that Galveston and this whole region have occasion to rejoice and feel deeply thankful for the hopeful outlook.

A city is made not by piling up stone and bricks, but by the courage, the patriotism, the honor and high character of its people. These are the qualities that make a city, or a nation, great and the achievements of its citizens in those lines of duty and devotion deserve to be recorded in bronze as well as in the hearts of those whom they have so bravely defended and so faithfully preserved.

There is a chance for the man who wants to be dead to the world to write and say he was lost in the Galveston storm.

Living on fifteen cents per day is a theory which may comfort a crank's mind without satisfying his stomach.

## REPRESENTATIVE RETAILERS.

**D. Christie, the Muskegon Grocer and Baker.**

It is a busy life and a prosperous one which began with the birth of the subject of this sketch at Muskegon, in 1859. It is unique in this, that the American business man to-day is not often a citizen of the town where he was born. He grows up there, goes to school there and then, when business takes him by the hand and leads him to his work, some other town—oftener some other state—claims him and enrolls him among her successful business men.

When Mr. Christie got ready to go to work, he found employment with J. C. Black, of Muskegon, better known as "76 Blax 76," the only strictly cash grocer in Michigan. His life began as a delivery clerk and he worked for Mr. Black and for his brother, S. K., for eight years, a period to be emphasized by the fact that the business was strictly cash, and that the young clerk was started early in the right direction.

With that principle drilled into him for almost a decade, it followed almost as a matter of necessity that Mr. Christie's next move must be to go into business for himself. He got early in the way of knowing where he was financially, of seeing at the close of each day's business exactly where he stood and, with something sure to calculate on, he found it more to his mind to plan with his own capital for his own profit than to do that with another man's money for another man. The house, established with Mr. Christie as senior member, began business under the firm name of Christie & Kieft in 1882.

At the end of three years he sold his interest in the firm to Mr. Kieft and entered the old establishment of "76 Blax

76," where he had begun life as a delivery clerk, the name of the house becoming D. Christie & Co. For five years the partnership prospered and then Mr. Christie bought his partner's interest, and went on with the grocery business alone.

teen clerks and bakers. It is a thrifty establishment and has been from the start and shows what a man can do for his own advancement when he makes up his mind to start in and has a mind to work his way through. There is no question but what the cash system has

cery business a success. My early training with Mr. Black and his theory of doing business on a cash basis laid the solid foundation of what was to follow. I have always been a firm believer in persistent and honest advertising and practiced the faith that is in me. I have never lost sight of my customer. I have given him prompt and courteous service and the best possible value in every purchase he has made. No clerk in my store has ever been allowed to misrepresent an article or sell an inferior quality, if a customer could be induced to buy a better. If I have a hobby which I like to ride it is this: Quality first, last and all the time. I believe a good quality wins and holds friends, while an inferior one—no matter how cheap it may be—will lose business every time.

"I have firm faith in the fact that a modern store, fitted up with the best modern appliances is a good paying investment. It is only another way of keeping the customer's comfort constantly in view. He likes a clean, well kept store; fans in summer keep him cool and a radiator in winter warms him. There are modern chairs to rest him if he wants them and not a loafer has been found, so far, bold enough to appropriate them. Thoroughly believing in these things, as a mere matter of business that pays, the McGraft Lumber Co., of Muskegon, was called in to do its best to make the store attractive. It was an order filled to the credit of all concerned. Handsome offices were made, finished in quarter-sawed oak. The store is provided with glass front coffee bins, cereal and dried fruit cases and with a fine plate glass counter with compartments below for displaying goods and a pocket near the top with



Interior View of D. Christie's Grocery Store.

The house is now established at 21 Western avenue, Muskegon, and occupies the entire block, which Mr. Christie purchased six years ago, and which is a building 150 feet long, and three stories high, with a basement under the whole. His working force includes nine-

played its part in the prosperity that has come to him; but cash can not do everything single handed and when the question came, "What else helped you, Mr. Christie?" just read what he says: "There has been a number of things which I have relied on to make the gro-

**Columbian**  
**Cigars**  
**THE BEST**

CROSS  
PTG. CO.  
CH.

Manufactured by COLUMBIAN CIGAR CO., Benton Harbor, Mich.

plate glass cover and front for samples of nuts. There are two ten-foot floor cases for candy and baked goods—the whole outlay, proving one of the best investments I ever made. They give the whole establishment an up-to-date appearance and, in time, will sell goods enough to pay for themselves.”

There is the whole story and it is one the Tradesman likes to publish. It begins with a fact worth telling and without break or let-up, goes on to its vigorous close. It tells of sleeves rolled up, of grappling with difficulty and mastering it, of brain in business, of a wide range that a less keen business eye loses; and then with a candor that men like to see it bases the prosperity which follows upon those upright business principles which have ensured success since the foundation of the world. Business men who have taken off their armor will read it and be glad. They who are yet in the midst of the fight will strike the harder for the reading and the young man on the delivery wagon will go out after the reading of it and will feel, if he has never felt before, that he is somebody and can be more so, if he follows faithfully in the footprints of that business life, which began as a delivery clerk in Muskegon, something like a quarter of a century ago.

**Opinion of the Press on the Anniversary Edition.**

**New England Grocer:** The eighteenth anniversary edition of the Michigan Tradesman is of large value to business men. It is a solid, substantial business banquet for busy men. There is no froth, no padded nothingness in its 100 pages. It is from cover to cover typical of the level headed man who is the paper—E. A. Stowe.

**American Grocer:** Michigan has reason to be proud of the Michigan Tradesman, of Grand Rapids, and its manager and editor, E. A. Stowe, the most successful man in grocery trade journalism. The eighteenth anniversary edition of the Michigan Tradesman was issued on September 12 and is a magnificent 100 page number, and so by reason of the solidity of its contents and the extent and variety of its advertising pages, which demonstrate that it has the support of the best financial and commercial interests of the State. The contributed articles are of great value and in many instances accompanied with the portrait of the writer. We congratulate our esteemed and able contemporary upon the grand endorsement it has won from the mercantile interests of Michigan, and which it richly deserves. This number ought to be secured and read by every retail distributor of merchandise. Send for it, for there is more intellectual food for the dealer than was ever secured before for a dime.

**St. Ignace Enterprise:** With the retail dealing community of this State, the Michigan Tradesman has established relations of the most cordial nature. It comes to the storekeeper, whether his business be of large or small proportions, as a weekly guide, philosopher, and friend; and no business man is too great on the one hand, or too lowly on the other, to profit by a careful perusal of its columns. Last week the Tradesman celebrated the beginning of its eighteenth year with a 100 page number, filled with original and interesting reading matter, and published with the care and particularity as to editorial supervision and mechanical perfection that makes Michigan's great trade journal the cynosure of the commercial world.

**Belding Banner:** That most excellent trade publication, the Michigan Tradesman, celebrated its eighteenth anniversary last week by an issue consisting of 100 pages and containing a number of special articles, one of which was by W. D. Ballou, of this city, upon the basket industry.

Fourth Estate: The Michigan

Tradesman enters upon its eighteenth year, and signalizes the event by issuing a 100 page number. The publishers made this issue of more than temporary interest and gathered much material of permanent value.

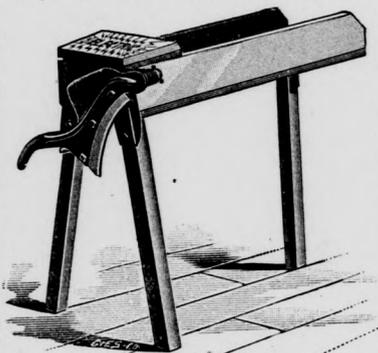
**Newaygo Republican:** The Michigan Tradesman, the leading trade paper of the State, commences its eighteenth year with a hundred pages of reading matter and paying advertisements. The Tradesman is one of the most popular and successful journals of its class in the United States.

**Saginaw Storekeeper:** The eighteenth anniversary number of the Michigan Tradesman, consisting of 100 pages, is undoubtedly the finest trade paper edition ever issued in Michigan, both as to quantity and quality of reading matter and typographical appearance. Editor Stowe is entitled to be congratulated upon the deserved success that attends his efforts.

**Vermontville Echo:** The eighteenth anniversary number of the Michigan Tradesman is a splendid 100 page edition, full of excellent reading matter and embellished with many fine cuts of prominent men and business advertisements. The Tradesman is an ideal trade and general information paper, a positive necessity to every business man in the State. It is independent of all unions or trusts and gives its patrons the very best in the market.

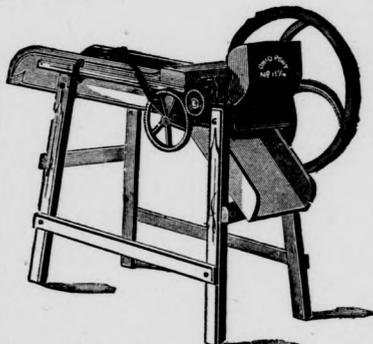
**Hardware and Implement Dealers**

who want an easy selling line of Feed Cutters to



“Electric” Lever Cutter.

handle should write for “Ohio” catalogue and prices.



Ohio “Pony” Hand Cutter.

These goods are well made and give good satisfaction. Write us.

**ADAMS & HART, Sales Agents,**  
Grand Rapids, Mich.

**Cadillac** } **Fine Cut and Plug THE BEST.**  
**Ask for it.**

**MADE BY THE NEW SCOTTEN TOBACCO CO. (Independent Factory)**  
AGAINST THE TRUST. See quotations in Price Current.



You keep Cigars. Why don't you get some you can't “keep?”

**5c ADVANCE CIGARS Sell**

Don't think they are cheap, they are not. Why? Because they are good. “Good” articles are never cheap. **TRY THEM.**

**THE BRADLEY CIGAR CO.,**

Mfrs. Improved HAND “W. H. B.” MADE 10 Centers.  
**GREENVILLE, MICH.**

**Simple Account File**



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer.



**TRADESMAN COMPANY, Grand Rapids.**

## Around the State

### Movements of Merchants.

Scotts—W. A. Tidd will open a new drug store here about Oct. 10.

Detroit—Peter F. Neumann has sold his grocery stock to Fred Dreher.

Jackson—F. F. Muns, coal and wood dealer, has sold out to F. J. Lectka.

Mayville—Wm. Scott, grocer and baker, has sold out to Harmon & Fox.

Lansing—Parks & Saunders, meat dealers, have sold out to Fred Schlegel.

Newaygo—George S. Surplice has opened a new drug store in the Surplice block.

Detroit—Chas. A. Mitchell has purchased the grocery stock of Christopher Chrysler.

Allegan—The Allegan Marble Works succeeds H. F. Knapp in the marble business.

Leonidas—A. K. C. Pike has purchased the jewelry stock of Geo. N. Baldwin.

Union City—H. C. Moore has sold his lumber yard to E. M. & R. F. Watkins, of this place.

Marlette—Young, Hunter & Co. have purchased the stock of the Thompson Hardware Co.

Albion—C. H. Chapman & Son, of Hillsdale, have opened a shoe store in the Eslow block.

Pokagon—J. J. Rodgers, of Grand Junction, has opened up a stock of general merchandise at this place.

Jonesville—A. Hope & Co., of Detroit, have opened a line of millinery and bazaar goods at this place.

Elk Rapids—D. M. Clark has embarked in the meat business, having purchased the market of P. C. Bailey.

Manchester—Wm. Koebbe continues the clothing business formerly conducted under the firm name of Robinson & Koebbe.

Kalamazoo—Thos. J. Miller has sold the stock in the Model drug store to C. E. Van Every, formerly engaged in the drug business at Trufant.

Hartford—Thompson & Son have purchased the boot and shoe stock of V. E. Manley and will continue the business at the same location.

Allegan—Henry D. McDuffee, the Allegan hotel man, has been declared a bankrupt, his liabilities being placed at \$5,550 and assets at \$2,700.

Mesick—The Mesick Hardware Co. will shortly begin the erection of a new store building, the present quarters being too small for the increased stock.

Adrian—George E. Greene, former proprietor of the electric lighting plant of Brooklyn, has sold his business to his brother, Leon Greene, and engaged in the hardware business at this place.

Hart—C. E. Slayton has leased a site for a number of years and begun the erection of a 22x60 feet store building, to be occupied by his stock of pianos, organs, sewing machines and jewelry.

Hancock—Arthur T. Ellsworth will open his new drug store in the Kauth block, about October 8. Everything connected with the establishment will be first-class, the proprietor included.

Dowagiac—James Coleman and Morgan F. Snyder, who conducted the vehicle and harness business at this place under the firm name of Coleman & Snyder, have dissolved partnership, Mr. Snyder succeeding.

Stanton—J. N. Crusoe, who has been engaged in the dry goods and general merchandise business in Stanton for the past nineteen years, is about to sell out and move to Detroit, where he will engage in the wholesale grocery business.

Benton Harbor—W. H. Wiggins, who has been engaged in the drug business on Pipestone street, has purchased an interest in the Battlement Drug Co., and will have charge of the new store located at the corner of Main and Sixth streets.

Applegate—This town now boasts of a banking institution. It will be known as the Applegate Bank of Noble, Elliott & Co., with Miss Jessie Elliott as cashier. Those interested in the enterprise are Thomas Elliott, of Applegate, John P. Niggeman, of Crosswell, and B. R. Noble, of Yale.

Evert—Dr. D. L. Dumon has disposed of his drug stock and store building to J. H. Voller, the druggist, who takes possession immediately. Mr. Voller will consolidate the two stocks and continue to occupy the store where he is now located, and rent the one about to be vacated. Dr. Dumon will devote his entire time to his medical practice.

Jackson—W. H. Elliott has purchased the interest of D. A. Yocum in the harness firm of D. A. Yocum & Co. and, in company with Ernest Birney, Mr. Yocum's partner, will continue the business after Nov. 1 under the style of Elliott & Birney. Mr. Elliott has for several years been in the employ of the Central City Soap Co. as traveling salesman.

### Manufacturing Matters.

Chesaning—Lee & Moessner succeed Geo. L. Kind in the cigar manufacturing business.

Owosso—The Vincent Valve Co. has closed its factory, preparatory to moving to Sandusky, Ohio.

Allegan—Baker & Co. is the style of the new firm which continues the planing mill and manufacturing business of Cook, Baker & Co.

Detroit—The Michigan Safety Furnace Pipe Co. is the style of the new firm which succeeds Stearns Bros. in the manufacture of hot air furnaces and hot water heaters.

Battle Creek—The new enterprise known as the Knell Air Brake Co. has leased the Upton block on River street and will at once purchase machinery for the equipment of a factory.

Albion—H. S. Baughman, formerly of the Albion Harness Co., has formed a partnership with R. S. Cooley, of Battle Creek, and will put in machinery for the manufacture of harnesses in that city.

Alma—J. M. Montigel & Co., engaged in the foundry and agricultural implement business, have dissolved partnership by mutual consent. The business will be continued by J. Martin Montigel.

Quincy—The Quincy Knitting Co. has declared a dividend of 5 per cent. A meeting of the stockholders will be held this evening to consider the matter of increasing the capital stock of the corporation.

Warren—Two representatives of a Chicago house are here interesting people in a canning factory. They want \$6,700. The scheme is well thought of by the citizens, who have already subscribed \$4,500.

Caro—The Caro creamery has closed for the season, owing to the limited supply of milk received. Buttermaker Winegar has not had a very prosperous year, and will not operate the creamery another season.

Caledonia—W. R. Pursel, of Grand Rapids, has begun the erection of a grist mill at this place, which will be

operated by his son, Kline. The building will be 36x66 feet in dimensions and two stories high.

Negaunee—The Jackson Iron Co. failed to deliver 9,000 tons of ore to the Thomas Iron Co., of Easton, Pa., as per contract during the year 1899. The latter sued and was awarded damages in the sum of \$21,892.48.

Saginaw—When the enlargement of the muslin underwear factory which is now going on is completed there will be 1,500 machines in operation instead of 50, which the company started with not long ago. The space occupied will be very materially increased and a considerable addition to the force of employes will be necessary.

Detroit—The Blackmer Manufacturing Co. has been incorporated for the purpose of manufacturing water motors, pumps, etc. The company is capitalized at \$15,000, of which \$2,000 is paid in. Robt. M. Blackmer and Charles Englehard, of this city, and Stafford B. Nickels, of Ann Arbor, hold the stock in equal shares.

Chelsea—The Chelsea Power and Improvement Co. has filed articles of incorporation, the capital stock being placed at \$10,000. It will be the object of the organization to furnish power, light and heat for manufacturing purposes, also to encourage and assist in developing any desirable enterprise that may come under its notice.

Battle Creek—Articles of association have been filed by La Grippe Wrench Co., with a capital stock of \$50,000, \$26,000 paid in. The company will manufacture wrenches. It is officered as follows: Chairman, Carl F. Beach; Secretary, Arthur B. Williams; Treasurer, Erasmus D. Beach; Managers, Julia E. Clark and D. Lyman Reade.

Detroit—The articles of incorporation of the J. C. Foley Zinc Development Co. have been filed in the county clerk's office. The capital stock is \$1,000,000, of which \$998,000, subscribed by Joseph C. Foley, is paid by an assignment and transfer to the company by Mr. Foley of two mining leases of property in Jasper county, Missouri. The other stockholders are: Joseph C. Foley, Jr., and James B. Robert, one share each.

Flint—At the annual meeting of the stockholders of the Durant-Dort Carriage Co., the capital stock was increased from \$150,000 to \$1,500,000, of which \$1,200,000 is paid in. The capital of \$1,500,000 covers the several plants in this city in which the company is interested, including the Diamond Buggy Co., the Webster Vehicle Co., and the Flint Gear & Top Co., whose absorption by the parent corporation has recently been accomplished. The new axle plant just completed, property and accessory institutions in other parts of the State, as well as mills, large tracts of timber and other properties in the South, are also included in the assets of the corporation as reorganized. W. C. Orrell, who was honored with a position on the board of directors, has been the Secretary and Manager of the Webster plant. C. H. Bonbright has for several years occupied an important position on the office staff of the Durant-Dort Co. C. B. Hayes, the third new member of the board, has been the general manager of the Imperial wheel plant at Jackson, soon to be moved to Flint.

Lockwood & Co. have opened an oyster depot at 155 East Fulton street under the management of Daniel Berger.

### The Grain Market.

Wheat has maintained the strength it showed last week by adding fully 2c per bushel in cash, as well as active futures. Export trade is somewhat restricted by the excessive ocean freight rates which still prevail, but we look for an abatement of these high rates, as with the probable termination of the South African war more vessel room will be available. Receipts of spring wheat are about one-half of what they were a year ago. In the winter wheat sections of the Southwest receipts are also falling off. The bears lay it to fall work, which causes the small deliveries, while the bull element claim that the wheat that is for sale is about exhausted and that what is held back is for higher prices. The millers in this State are not finding wheat as plentiful as they anticipated some time ago. The wheat that is offered now is far better than it was a few weeks ago. The visible made another increase of 1,066,000 bushels, but, as we must look for an increase at present, this is not considered large and should the small receipts continue there will certainly not be much of an increase in the future, so that millers will have to draw from elevators. Cash wheat in the Northwest is fully 1c above December wheat. Taking all conditions into consideration, wheat is not high and we look for a steady advance of prices.

Corn has unexpectedly made a large increase in the visible of 1,720,000 bushels. It looks now as if that talked-of September corner would end in a fizzle. Selling prices were well maintained and no drop in prices can be recorded. The puzzle is, where did this large increase come from, as farmers' cribs were not numerous? Probably some private elevators were made regular.

Oats, not to be outdone by either wheat or corn, showed an increase in the visible of 1,300,000 bushels, but that was expected, owing, as has been repeatedly stated, to the large crop harvested. Prices are well maintained and made an advance of nearly 1c per bu. We look for lower prices, as stocks are large. They look to us as top-heavy at present prices.

Rye runs its usual course, owing to the small crop on the continent. Prices are well maintained and about 48@50c is bid for carlots at initial points.

The flour trade remains very fair for high grades and an advance of 10c per cwt. can be recorded. The mills are running full time, mostly on domestic and local orders. Foreign enquiry is fair, but most bids are too low to accept.

Millfeed is still in demand. There seems to be a large demand from dairy farms. Quite a number of interior mills, owing to the lack of wheat, are running very light, which curtails the feed output. The foreign demand is excellent.

Receipts here have been 50 cars of wheat, 5 cars of corn, 8 cars of oats, 1 car of beans, 5 cars of hay.

Millers are paying 75c for wheat.

C. G. A. Voigt.

Postmaster Van Cott has notified promoters of certain endless chains that such appeals for raising money can not be sent through the New York postoffice in future. The law against the transmission of lottery schemes through the mails is said to be applicable to these endless chains, which recently have aroused the suspicions of the authorities.

## Grand Rapids Gossip

### The Grocery Market.

**Sugars**—Raw sugars are firm, but not very active on account of the scarcity of supplies, 96 deg. test centrifugals being still quoted at 5c. The stocks of raw sugar in this country are now smaller than at any time in the last nine years. The stocks of all refineries are estimated at 47,000 tons. This is sufficient to keep the refineries working at the present rate a little more than a week. The stocks afloat, however, if they arrive in time, will be sufficient to tide the refineries over until the new crop movement begins. The demand for refined is good, with refiners still at least a week oversold. The market is in a stronger position to-day than it has been for the past 60 days—principally owing to the fact that raw sugars are so scarce—and the situation is really critical to the refiners just at present. Willett & Gray say, however, that as soon as the present scarcity is relieved, things will be quite different. October is the beginning of the new sugar campaign year, which will differ quite materially from its predecessor. Crops are abundant and prices are so high at the close of the present campaign by reason of the scant raw supply that with the incoming crop the market will surely change from an advancing to a declining trend.

**Canned Goods**—The canned goods market is in good condition, prices on about everything being fully maintained, but for the moment there is a lack of any very extensive buying. The tomato market shows considerable strength, prices having advanced  $2\frac{1}{2}$ c per dozen during the week. Some packers, however, are still offering at a slight concession, but most of the goods offered at low figures are of a kind that is not wanted. Reports state that in Maine the fancy grades will be in smaller proportion than usual in this year's corn pack, while standards and extra standards will be more numerous. The same advices say the total pack will be reduced probably 20 per cent. from last year. Prices remain practically the same, with fair demand. Some demand is noted for string beans, which are strong and slightly higher. Lima beans are exceedingly scarce, only a few packers having any to offer. Peas are quiet at unchanged prices. Peaches are very strong, some grades showing a slight advance. The situation has been greatly strengthened by the liberal buying of seconds. Other grades are also taken in good sized quantities. Demand for standards is improving and extra selected goods are scarce. Salmon of all kinds is very strong. Some jobbers who declined to buy Columbia River when prices were first named are now taking goods wherever they can get them. Talls and halves are practically cleaned up, but flats are in better supply. Spot stocks of all grades of salmon are exceedingly light and business is necessarily restricted by the scarcity. There is a good demand for sardines, both oils and mustards. Oils have made a slight advance and mustards are expected to advance in a few days.

**Dried Fruits**—The dried fruit market is in good condition and demand is quite active. There are only a few cars of prunes outside of the Association and they are almost all sold, so that the Association controls the situation and is selling freely at list prices. Prices on

new California raisins have been named this past week. London layers are the same as last year, but loose muscatels are  $\frac{1}{2}$ c higher than the opening prices last year, but the same as the prices to which three and four crowns advanced later. The crop is about the same in quantity as last year, but much finer in quality. The price of foreign raisins will be high and there is no question but that the entire crop will go out at these prices. Most markets are bare of stocks and the scarcity and consequent high prices of currants are certain to increase considerably the demand for loose raisins. Apricots are quiet but firm. Little interest is taken in peaches, but the better grades are firm, while the ordinary grades are easier. There is an excellent demand for all kinds of dates and Hallowis show an advance of  $\frac{1}{8}$ c. Currants are still very firm, but show no further advance in price this week. A correspondent from Greece writes that "nothing like the present prices have prevailed since 1852, when the crop was almost completely destroyed, and this year is somewhat similar, for since then the consumption has increased enormously, and the total crop will not exceed 40,000 tons, whereas the annual consumption of the United Kingdom alone amounts to 70,000 tons, of which certainly not more than two-fifths can be shipped to that destination.

**Rice**—The rice market remains very firm, with a good demand for both foreign and domestic grades. Supplies are gradually decreasing, which gives added strength to the market.

**Tea**—The market is unchanged, with business practically at a standstill. Demand is very light and sales are of a hand-to-mouth character. Most holders have confidence in the future, however, predicting that prices will not decline materially.

**Molasses**—Owing to the cooler weather there is an improved enquiry for molasses, especially of the better grades, sellers realizing full prices. Stocks are small and rapidly decreasing in second hands. Supplies are light throughout the country and the statistical position shows increased strength. All indications point to a large molasses crop, as weather conditions are favorable for cane growing.

**Fish**—The fish market is in good shape and all grades are very firmly held. Mackerel shows an advance of \$1 per barrel, with the market very firm at the advance. Codfish is very firm, owing to the small fleet that have been codfishing this summer, it being much smaller than previous years, hence there is a light stock of fish for this season of the year. Should trade be tolerably heavy, there will undoubtedly be an advance.

**Nuts**—Nuts of all kinds are fairly active at full prices. Trade in almonds, both new California and spot foreign nuts, is quite active. The crop of almonds is now generally admitted to be in the neighborhood of 200 carloads. Prices are "booming" as the shortage here and abroad becomes known. New crop Tarragonas are offered from Spain sparingly at prices higher than have been seen in some years. It remains to be seen whether the short crop justifies the great increase in prices. The neglect of new California walnuts and heavy buying of new crop foreign nuts still continues. Some business is reported in Chili walnuts on the spot. Grenoble walnuts show a slight advance. Sicily filberts have advanced  $\frac{1}{4}$ c, with the market strong at the ad-

vance. A correspondent in the pecan growing district of Texas writes that "the pecan trees in South Texas in the path of the storm are almost half ruined. Half of them are blown down and those left standing have no nuts on them. We estimate the damage at least twenty-five cars. The peanut market is very firm, prices showing a further advance of  $\frac{1}{4}$ c this week."

**Pickles**—There is some interest being shown in new pickles. The crop in Michigan is short. Notwithstanding this fact, packers seem to be very anxious for business and are naming lower prices than would seem consistent with the situation on salt stock. There is a good demand from the East for pickles in salt and they are bringing higher prices comparatively than pickles in vinegar.

### The Produce Market.

**Apples**—Fancy stock commands \$1.50 @2 per bbl. Cooking varieties fetch \$1.50@1.75.

**Bananas**—Are slightly firmer, but no advance has taken place yet. The pressure of other varieties of deciduous fruits is partially removed by the waning season in a number of lines, and improvement in bananas may be expected shortly. The condition of recent arrivals is much better than heretofore, which aids in keeping the market in good condition.

**Beans**—Local dealers are paying \$1.25 per bu. for handpicked, deducting 5c per bu. for all poor beans taken out during the process of handpicking. Growers who entertain the idea that they can pick beans by hand cheaper than this are invited to try the experiment, which will result in the discovery that it is not possible to do this work on the farm less than 10@15c per lb.

**Beets**—40c per bu.

**Butter**—Receipts are heavy, both creamery and dairy grades. Factory creamery is steady at 21c and dairy ranges from 13c for packing stock to 17c for fancy. The warm weather has caused a cessation of withdrawals from cold storage for the present.

**Cabbage**—\$1 per bbl. of about 3 doz.

**Carrots**—\$1 per bbl.

**Cauliflower**—\$1@1.25 per doz. heads. Choice stock is very scarce.

**Celery**—15c per bunch.

**Crab Apples**—65@75c per bu. for late varieties, which are fine in quality, with supply equal to both consumptive and shipping demands.

**Cranberries**—\$6.50 per bbl.

**Cucumbers**—50c per bu. for large. Pickling stock commands 15@20c per 100.

**Eggs**—Receipts are large, in consequence of the special appeals sent out by local dealers to secure supplies for Fair week. Carefully candled fresh eggs command 16c, which enables dealers to net their shippers 14c and upwards. Cold storage supplies have been left untouched during the week, owing to the prevailing warm weather.

**Egg Plant**—\$1 per doz.

**Grapes**—Wordens and Concords 10c and Niagaras 12c for 8 lb. basket. Delaware command 15c for 4 lb. basket.

**Green Corn**—8c per doz.

**Green Stuff**—Lettuce, 60c per bu. for head and 40c per bu. for leaf. Parsley, 20c per doz. Radishes, 8@10c for round.

**Honey**—Fancy white is strong at 16@17c. Amber is in active demand at 12c.

**Lemons**—Are firm, with a good demand. Stocks are light and prices have advanced 25c per box during the week. The condition of the present arrivals is much better than previously and gives good satisfaction.

**Mint**—30c per doz. bunches.

**Musk Melons**—50c per doz. for all varieties.

**Oranges**—California oranges are barely steady. They are beginning to feel the competition of Jamaicas, but there is still a strong request for Californias for the season. Jamaica oranges show improvement in quality and prices are firmly held. Trade is gradually ex-

tending, but it is not active as yet. Sales are mostly in small lots.

**Peaches**—Late Crawfords are held at \$1.25@1.50. Chilis command 60@90c. Smocks and Bronson's Seedlings fetch 80c@\$1.

**Pears**—Common varieties command \$1@1.50. Cold storage Bartletts are in fair demand at \$1.50@2.

**Pop Corn**—5c per lb.

**Potatoes**—30@35c per bu. The market is weak.

**Poultry**—Receipts have increased to that extent that shipments from Chicago are no longer necessary. Dealers pay as follows for live: Spring chickens, 9@10c. Squabs are slow sale at \$1.20 per doz. Pigeons 50c. Fowls, 7@8c. White ducks, 7@8c for spring. Spring turkeys, 10c. Old turkeys, 10c for hens and 8c for gobblers. For dressed poultry: Chickens command 10c. Fowls fetch 9c. Spring ducks are taken at 9@10c. Turkeys are in fair demand at 11c for young and 9@10c for old.

**Quinces**—\$1 per bu.

**Squash**—2c per lb. for Hubbard.

**Tomatoes**—60c per bu.

**Turnips**—40c per bu.

**Watermelons**—10@12c for home grown, according to size and quality.

### Hides, Pelts, Tallow and Wool.

There is no accumulation of hides of any grade. Light stock is in good demand, with prices firmer, while the asking price seems to be above the real market. An advance is looked for, with an increase in the take off. The quality is good and the demand equal to all offerings.

**Pelts** are not sold in any quantity. There is a demand for all offerings at fair prices.

**Tallow** shows more firmness, with a slightly better demand and a small advance in price. On account of the cool weather, more stock has been shipped out.

**Wool** is still flat. Yarns and cloths are bringing more money than last year, but the trade is not large in volume. Orders being small, purchases of wool are small, as no one is buying except from hand to mouth. All lines are awaiting election returns.

Wm. T. Hess.

In view of the impending advance in fire insurance rates, due notice of which was given in the issue of Sept. 12, the Tradesman advises all merchants to cancel all their policies which expire within a few months and have them rewritten for long periods—three or five years, if possible. The heavy losses sustained by the insurance companies during the past two years indicate that a higher range of rates are likely to prevail for several years to come.

M. S. Goodman, for the past four years book-keeper for the Grand Rapids Cycle Co., will remove next week to Portland, Ore., where he has accepted the position of book-keeper for the Mitchell-Lewis & Staver Co., wholesale dealers in vehicles. Mr. Goodman has enjoyed an extended experience as an accountant, book-keeper and credit man and carries with him to the Coast the good wishes of a large circle of friends and business acquaintances.

The celebrated Anchor brand of oysters will be handled by F. J. Detten-thaler again this season. He has not yet issued a price list, but any orders sent him will be filled at the lowest market price.

Edward Frick, Vice-President of the Olney & Judson Grocer Co., has returned from a week's outing at Sturgeon Bay and Mackinac Island.

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

### The Buffalo Market

Accurate Index of the Principal Staples Handled.

**Beans**—Holders ask an advance of from 10@15c on marrows and mediums, while pea beans are easy. Several large dealers are cleaned up and were forced to pay an advance in the country. Marrows are selling at \$2.15@2.25; medium, \$2@2.10; pea, \$1.85@2; kidney, scarce; white would sell at \$2.20@2.25 for good to choice. No red kidney or yellow eye offered.

**Butter**—Market is strong on fresh extras, but there is evidence of a desire to market cold storage butter at a considerable difference in price, and it is thought this may have some effect on prices. Fancy lots of storage are being worked off as fresh, and it is also rumored that there are mixtures in the market which are not what they are claimed to be. Regular butter men say not half enough extra fresh creamery is arriving to supply the trade and that 22½c is easily obtained, while storage best is offered at 21c and making up the deficiency. Firsts and choice in light supply and firm at 21@21½c; common to fair, scarce and quoted at 18@19c. No dairy except fair to good arriving, and this sells at 18@19c; poor stuff, 14@15c. Fancy dairy if offered would bring 21c.

**Cheese**—Good demand for all kinds and market is firm, particularly on fancy full cream. Western offerings, best, are not good enough to bring above 10c. New York State full cream small, 11c; good to choice, 10@10½c; Western good to choice, 9½@10c; common to fair, 8@9c; skims, 7@8c.

**Eggs**—Trade has been active and the market is strong on strictly fresh at 17c; regular fresh, 16@16½c, and good stock, 14@15c. Cold storage eggs are supplying the best fresh, but only an occasional lot is coming on the market. We are looking for higher prices on desirable fresh.

**Dressed Poultry**—Receipts last week were considerably heavier, but stock as a rule was better and everything sold almost as soon as offered at strong prices. A few really fancy chickens exceeded quotations. Medium fowl were active. No turkeys or ducks offered and no enquiry. Chickens, fancy, 11½@12c; fair to good, 10@11c; fowl, fancy, medium, 10@11c; fair to good, 8½@9½c.

**Live Poultry**—Strong and higher on active demand. At no time last week was the trade supplied. Chickens sold quick at 11@11½c; for fancy and selected, 12c; fair to good, 10@11c; fowl, fancy, 10c; fair to good, 9@9½c. Ducks, fancy, 65@75c; small and medium, 45@60c per pair. Ducks, per lb., 8@10c. Pigeons, per pair, 15@20c.

**Game**—Good enquiry. Light receipts. A few woodcock sold at \$1 and partridge at \$1.50 per pair. Deer, squirrel, rabbits, webfooted fowl, quail, partridge woodcock, plover and snipe can all be sold in this market.

**Apples**—Windfalls from the last storm are arriving liberally and selling at very low prices. Fancy table fruit, however, is not plenty and bringing good prices. Red varieties selected sold at \$1.75, fancy \$1.50 and good to choice, \$1@1.25 per bbl.

**Crabapples**—Fancy Siberian sold at \$3@3.50, and fair to good at \$2@2.75 per bbl. Other varieties, \$1.75@2.50.

**Pears**—Bartletts are from cold storage and bringing \$2.50@2.75 for fancy and lower grades \$1.50@2 per bbl. Seckles when fancy, went at \$2@2.25, and fair to good at \$1@1.25. Duchess were all common, and the best offerings did not exceed \$2. Heavy receipts of windfalls of all kinds, which sold at \$1@1.50.

**Peaches**—Market is strong and higher, the rush of small and common fruit being over and late Crawford are of fine quality. Fancy ½ bu. baskets, 60@65c; No. 1, 50@55c; No. 2, 35@45c. No Michigan or Ohio in market. Fancy in bushel bakets would bring high prices as receipts will be light and trade active for the rest of the season.

**Plums**—Market cleaned up on all kinds and feeling is generally firmer. Green 8 lb. baskets selling at 10@12c; yellow, 14@22c; blue egg, 20@25c; small and medium blue, 12@15c.

**Prunes**—Active and firm; nothing left over at the close of each days' business. Large fancy, 35@45c; medium and small, 25@30c per 8 lb. baskets.

**Grapes**—Nearby farmers and a few large growers are sending in wagonloads and prices are unsettled. Black pony baskets are selling at 4½@5c, and Delaware at 8@10c. Bulk black, \$15@18; white, \$22@28 per ton.

**Quinces**—Several small lots were sold on the basis of \$2@2.50 per bbl.

**Oranges**—Dull. Valencias, per box, \$3.50@4; Jamaicas, \$5.50@6 per bbl.; quality is not desirable.

**Lemons**—Fair demand; California are selling at \$4.50@5 per box. Foreign fruit, \$3.75@5.75 per box.

**Cranberries**—The few lots offered were not desirable, but sold at \$5.75@6 per bbl. and \$1.75@2 per crate.

**Melons**—Fancy varieties such as the Emerald Gem went quick at 20c per peck basket, while others were easy at 15c.

**Potatoes**—We are between crops and with nearby farmers busy either with fairs or seasonable work very few potatoes are arriving, and carload lots have not commenced moving. These causes have created a scarcity and prices are away above expectations. Carloads rushed into this market of good ripe white stock, and large would bring 48@50c, and mixed of good cookers, 42@45c; fair to good, 38@40c. It will take quite a liberal quantity to fill this market at present, but if shipment is intended it must be done at once as our quotations will not hold only until growers can get in shape, which will probably be within the next two weeks.

**Sweet Potatoes**—Market higher; light receipts and active demand. Fancy sold at \$2.75@3 per bbl.

**Onions**—Feeling is weak on ordinary stock, which will not keep and sales are slow of that quality at 25@55c per bushel, while fancy sound would bring 50c; white fancy, 35@40c.

**Celery**—Light receipts and prices firmer. Really fancy sold at 45@50c; good to choice, 30@35c; common, 15@25c per doz.

**Cabbage**—Fairly active and firm. Fancy large, \$2.75@3; small and medium, \$1.25@2.50 per 100.

**Cucumber Pickles**—Active and higher. Market cleans up daily, shipments being made to outside points. Fancy, 20@22c; fair to good, 14@18c per 100.

**Tomatoes**—Fancy selling at 40@45c; fair to good, 25@35c per bushel.

**Squash**—Light supply; firm. Marrow, \$12@14; Hubbard, \$18@20 per ton.

**Honey**—Quiet. No. 1 white new, 16c; dark, 12@14c; old, neglected.

**Straw**—Firm; active demand at \$8.25@8.50 for wheat and oat; rye, \$9.25@10 tight baled track Buffalo.

**Hay**—Receipts light; market firm. Loose baled prime, \$15.50@16; No. 1 tight baled, \$14.75@15; No. 2, \$13.50@14 per ton track Buffalo.

About a fortnight ago experiments were made in Paris with a new oil lamp which is said will, in certain portions of the city, supplant gas, if not electricity. A number of these lamps, which are mounted upon elaborately designed wrought-iron pedestals, and which have a light of 1,000-candle power each, now illuminate the Quai des Tuileries. It is said that they adequately light up the Tuileries gardens on one hand, while their rays are sent across the terrace to the quai and the Seine as far as the left bank to the Gare d'Orleans. La Petit Parisian says that if the experiment "of effectually lighting up the dense gloom of the Quai des Tuileries, which has been especially chosen for this purpose, is successful, as every one believes it will be, petroleum lamps will shortly replace gas and electricity in all the large squares and open spaces in Paris, and no doubt they will eventually be utilized for lighting the Bois de Boulogne."

Conscience and wealth are not always neighbors.—Messinger.

Men in science, in summer, think the heat of the world is increasing, and that the earth will be burned up many thousand years from now. When the ice of winter comes, they say life is going out of the world, and in course of time everything will be frozen solid.

### Walter Baker & Co. Ltd.

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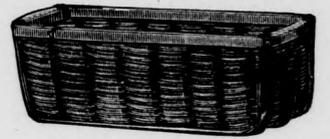
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WORLD'S BEST



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

## Window Dressing

### How to Remedy Reflection From the Glass.

The best plate glass will always have some reflection about it, and it is useless to try to do away with the reflection altogether, for the thing is, in the very nature of the case, impossible. Very often the disturbing reflections of a window are due to imperfections in the glass. If a window is fitted with cheap and imperfect glass, the only sure way to remedy the difficulty is to replace glass with glass of proper quality. Poor glass in a store window is just about as useful as boards would be. There is nothing about a store that a merchant should be more careful about than the quality of his window glass. Fine glass will give a tone and distinction and quality to all kinds of goods that are worth dollars and dollars to a merchant in the course of the year. On the other hand, poor glass distorts goods, shows them up at a constant disadvantage, cheapens them and detracts from their value in the mind of the spectator, who often does not stop to think that the goods are shown at a disadvantage. In these days, when the price of plate glass is so low, comparatively, it is most foolish economy for a merchant to be satisfied with anything but good plate glass. To show goods through the medium of a cheap, wretched, badly manufactured and painfully imperfect pane of glass is just about as profitable as to show them through the medium of a clerk who is totally unqualified to wait on customers. In either case there is an actual loss that no enterprising man can afford to accept. The up-to-date man knows this and sees that his shop windows do credit to the goods that he displays.

Even after fitting up a shop with good glass, reflections will sometimes appear. There are various methods by which they can be overcome. A white background or a background of a light color will materially aid in overcoming certain annoying reflections. In trimming a window with dark goods pains should be taken to trim simply and separate the pieces of the display as much as possible, so that they may receive proper assistance from the light background in struggling against their natural disadvantages behind plate glass.

In a window where the reflection is very bad, it is advisable to trim low, using a light background. If the window has no backing it is a good idea to put in a backing of light cloth shirred on a brass rod. In displaying dark fabrics, this cloth will aid in preserving the individuality of each unit of display and in preventing the pieces of the display from becoming blended in one indistinguishable mass. Dealers who display dark colored piece goods in their windows need to pay particular attention to the wide spacing of the pieces and the intermixing of lighter colored stuffs, so that a solid dark or black background shall not be formed. We lately saw a window where the reflection is very bad and the trimmer in charge pointed out how he was obliged to put light backgrounds in one form or another in all of his windows. In some cases it was a light drapery, in other cases it was light clothing or dress goods, in other cases it was a mirror. Windows which have a northeast or southwest light are particularly difficult to treat. With such windows unusual care will always have to be taken.

In addition to light backgrounds of cloth, an invaluable aid in overcoming reflections is found in mirrors. Mirrors in the backing of a window neutralize the dark shadows that naturally are created at the back of the window. They increase the apparent depth of the window, they provide an elegant and handsome background and they can be utilized in a greater number of displays than any other form of backing. If a dealer can afford the outlay, which is not very great, mirrors are decidedly preferable to cloth as an aid in overcoming reflections. The mirrors should be set low in the backing and the larger they are the better they will be for this purpose.

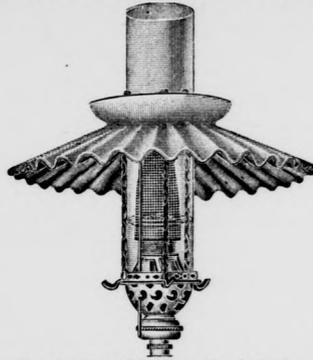
A third point of importance is the proper lighting of the window. It should be lighted by concealed lights, placed along the upper front edge and sides of the window. In cases where the window is very high, the lights can be placed across the glass, but concealed from sight. If the ceiling of the window has lights set in it, they can be advantageously hidden by shades drawn down so as to conceal them from view. Lights should never be placed at the back of the window. They dazzle the spectator and throw shadows on the goods displayed.

The problem of lighting a store window is very much like the problem of lighting a stage. The lights are there for the purpose of making what is displayed clearly visible, not for the purpose of exhibiting themselves. Consequently the less lights and lighting fixtures are in evidence the better will be the setting of the window. On a stage the lights are always hidden from view because they weary the eye and distract attention from the persons on the stage. Lights in the window should be hidden so far as possible for the same reason.

Minnesota furnishes a good illustration of the radical change that has been brought about in the dairy industry in a few years, in the substitution of creamery-made for farm-made butter. At the recent state fair there were only ten entries of individual butter, against 240 from creameries. In the State there are between 700 and 800 creameries, and perhaps 100 cheese factories, the majority of both being run on the co-operative plan. Most of them are of recent establishment, the increase in the number of creameries alone having been at the rate of about 100 per year for three or four years past. The success of the creamery is in the fact that it has made practicable the introduction of the expensive machinery and appliances, which are generally beyond the reach of the individual farmer. With this machinery and these appliances all the processes of buttermaking are so expedited that the exposure of the milk, cream and butter to the atmosphere, and consequently to injurious bacteria, is reduced to a minimum, with the result of an immense gain in the quality and keeping properties of the butter. Higher prices are thus obtained and the farmer benefits pecuniarily, while his wife is relieved of a heavy burden.

Senator Tom Platt, in presenting Senator Depew for an after-dinner speech, said: "It is only necessary in this case to drop a dinner in the slot and up comes one of the Senator's celebrated speeches." This seemed to act like knockout-drops for a moment. When Mr. Depew took the floor he casually referred to the wit of the master of ceremonies and said: "We are not all constructed on the same lines. In the case of my friend, Senator Platt, you only have to drop one of his speeches in the slot and up comes your dinner."

## Gas and Gasoline Mantles



Glover's Unbreakable Mantles Are the Best.  
(A Soft Mantle)

Glover's Gems Are Second to None.  
(A Coated Mantle)

We are the only manufacturers, importers and jobbers in this line in this State, and we carry every make, brand or priced goods in this line—Burners, Chimneys, Shades, Mantles, By-Passes, Micha Goods, Globes, etc., and absolutely guarantee our prices lower than any house in existence will quote. Send in your order; our goods and prices will please you.

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We are taking orders for spring.

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**Jewelry and Novelties**

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It gives 100 candle power, is made of a little coarser mesh and is more durable.

Sells for 50 cents.

Will outwear three ordinary mantles and gives more light.

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Grand Rapids, Mich.

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**Tradesman Company**

Grand Rapids, Mich.



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Published at the New Blodgett Building,  
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TRADESMAN COMPANY

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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.

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please say that you saw the advertise-  
ment in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - SEPTEMBER 26, 1900.

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 Sept. 19, 1900, 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-second day of September, 1900.

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

#### JUST A LITTLE TOO MUCH.

Getting tired is one of the comforts of living. Followed as it is, or should be, by its twin sister, rest, it keeps the world not only moving but good-natured. Pleasure finds here its only solace and the "balm of hurt minds" secures the best results "when tired nature" has done just enough to welcome the "sweet restorer." It is a condition of give and take, a balance that indicates the desired equilibrium and, be the variation ever so little, if it promises to be permanent, mischief is sure to follow. This equipoise has been lately disturbed in the Pennsylvania coal regions. Brushing aside all grievances, real and imaginary, one plate of the balance holds the capital of the coal business and the other the labor. Labor, in addition to its work, has put upon its plate the claim of union recognition, the capital end of the beam has gone up and the industries, disturbed and threatened, are wondering if the added weight is not just a little too much.

It is too late in the day to waste time in the discussion of the question of rights. It is not too late to ask, What if capital after a while gets tired of the contest—too tired—and gives it up? Without more than a reference to the last straw that broke the camel's back—capital does not have that sort of a spine—it is quite to the purpose to enquire what the outcome is going to be if, feeling he is getting just a little too much of a good thing, capital concludes to quit. There is every indication that he is coming to that conclusion. There is not a line of industry that he has entered upon for years which does not fairly bristle with annoying difficulty. Can he build? Not unless he is willing to be told what and how. Can he manufacture? Certainly; but he must con-

cede to the requirements of workman and wages. Whatever way he turns he finds himself hampered. Not an enterprise is open to him which is not blocked by an unsurmountable "unless." Risk is nothing; anxiety is nothing; care is nothing. None of these count now in the capitalist's world of work. What if he decides it doesn't pay?

The indications are that the coal operators are reaching that conclusion. The mules have been, in some instances, lifted from the mines. Admit that and that the mines will be closed. Capital can afford it. If it never earns another per cent., it will never want for food, shelter or clothing. In the bank and the traditional stocking the gold and the silver can be stored for safe keeping, as it was only a little while ago; the foundry chimney may be smokeless, the loom be silent and the freight car of no use, and the capitalist will still have his three meals a day and, if he wants to, will smoke his high-priced cigars. He is having the good things of life and enjoying them without interference or dictation. No man comes in to tell him what he shall and shall not do with his money, and, if it comes to that and his coachman is taken away from him and the kitchen girl forced from his kitchen, he can take care of his own horses and his wife and daughters can do the housework exactly as they did when he was earning the capital that his employes have decided to have the management and the benefits of. He is all right. Just as long as labor, organized or unorganized, can stand this sort of thing, he can and when he gets just a little too much of it, down go the water gates, up come the mules, and the man with the money takes a long-needed vacation.

Can the man with the hoe or the hammer afford this? Grant that his face is ground by the exactions and tyrannies of heartless corporations. Is his suffering less because it is self-inflicted, and is that of his family more bearable because he is fighting for the pretended right of running his employer's business? It is no wonder that the balance-beam is out of poise. From the employer's plate has been taken the right which a free country assures to every citizen—that of managing himself and his affairs as he pleases. The coal trouble is only an episode. Like the eight hours a day bluster, it only shows the direction of the prevailing wind. The amount of daily wage is in itself but a straw. Behind them all lies the unquestioned principle of right and, when that is interfered with just a little too much, the hand that needlessly set the beam in motion will be the one that will find out its mistake before the balance is again at rest.

Chicago is truly rural. Driven in by the wind of Monday evening, thousands of sea gulls flocked into Lincoln park for shelter and food. Hundreds of them settled on the lagoons, where they fed on the fish. Others alighted in the open animal pits and gorged themselves with food. A large tank in which 600 gold and silver fish were kept was found empty in the morning and the ground was strewn with the remains of the fish. Policemen should watch and see that bears do not come in and destroy little children and hug people who are in the park for pleasure.

"It is better to be good than great," the poet says. It's easier, too, for most of us.

#### GENERAL TRADE REVIEW.

Several notable occurrences during the week tending to bring business to a healthier basis have affected several lines of trade and industry. Among these may be mentioned the changing of the combination price for steel rails from \$35 per ton to a price indicating that the works are ready for new orders, viz., \$26. Another is the signing of the iron and steel wage scale, which has been under consideration since July 1. Evidently the operators have been waiting for the settlement of the price level of products, and the signing of the scale means that they are now ready for business. In the stock market there has been a degree of activity exceeding that of many weeks, but the price changes have been in the downward direction on the average, although there was a tendency toward recovery at the close of the week and there is a better feeling this week. The bear movement has been forced by attacks on certain specialties, which took the list with them, but it is hardly thought there will be an extensive break in prices. Of course, the pretext for the movement is found in the coal strikes, the springing of the political crisis in England, which stops London activity pending the issue, and the uncertainty of our own politics. In the latter, however, it is more that speculators and operators are engaged in politics to the necessary neglect of other interests. Firmer rates in money is also claimed to be a factor and probably does have some influence. The sufficient explanation of hardening rates is found in the seasonable demand for Western products, the demand for money in the Old World markets and the preparations for resuming industries here.

Instead of the coal strike spreading to the iron and steel industry, there are many reports of satisfactory adjustment of wages and resumption of work. More mills and furnaces are now in operation than at any time since early in the summer and, while the sharp fall in quotations has made some reduction in wages necessary, the general average is higher than at the same time last year. Prices have held their own aside from the change in rails and demand is much improved in many lines, notably in materials for farm implements, and in structural forms both for building and for transportation requirements.

A significant indication is that there is now greater activity in lumber circles than for a long time. This condition seems to be caused by an increasing general demand in Eastern markets, arguing a general improvement in all the industries.

The continued high prices of both cotton and wool still operate to reduce the manufacture of both textiles. Sales of wool are about 20 per cent. of those of the same time last year, and some cotton manufacturers have found it better to sell their raw material at a profit of 100 per cent and let their spindles remain idle. Changes have been in the direction of higher prices for goods, but apparently at the expense of activity.

Boots and shoes in the Eastern markets are showing a greater degree of activity than for a long time past. The nature of enquiries would seem to indicate that stocks are becoming low.

#### "MAN'S INHUMANITY TO MAN."

When Bobby Burns fell into a fit of the dumps one day and so worded his thought, his brothers, the larger part of mankind equally unfortunate, repeated

the alliterate line and for more than a century, with an occasional lapse, it has been the burden of many a long-drawn sigh. The latest event to interrupt its deceptive harmony is the calamity at Galveston. The whole world promptly acknowledged its kinship and as promptly relieved that city's distress. Money to the extent of millions has been forwarded, with the statement that there is more where that came from, and, as if wholly to refute the poet's thought, the press of the country has been busy gathering and publishing accounts which prove conclusively that "Bobby" had been on a tear and did not know what he was talking about.

As experience knows, the tough time comes after kindness of heart, generous and impulsive, has dropped its mite into the passing hat of charity. There is the test and right there is where the business men of the country show that they do not belong to the ninety and nine. It was altogether evident that hard times had settled down on Galveston with the destruction that fell upon it and, with a unanimity as remarkable as it is widespread, they sat down not only to look it in the face, but to stare it out of countenance.

The relation of the railroad to the town is too close to need talking about and without waiting to be asked, the railroad interest centering there declared its determination to begin to rebuild at once. "The disaster will not kill Galveston as a shipping port." "Extend credit and lend every assistance to the business houses of Galveston?" came the question from the Gulf and the hearty vernacular of the country flashed back its sympathetic, "You bet!" Not a city waited to see what another city would do. Not a business hesitated to open its book of credit and none took the lead. Money? "Here you are!" was the shouted response and to this day no one knows whether New York or Boston or Chicago or San Francisco or the cities between them were recognized first. Not an exchange anywhere kept still. Bankers, grocers, dry goods houses, druggists, producers—any form of commercial development that had lived and had its being in the stricken city—were taken by the hand and lifted to their feet, to be taken care of until its old strength should be restored.

Not much of "man's inhumanity to man" about that; and, if Burns gave the keynote to his day and generation in his morbid line, the humanity of a century later has every reason to rejoice that the old has passed away and that the Samaritan long dead has come back to life and taken up his abode in the business circles of the Western World.

Lack of demand for money in Kansas is driving many banks out of business. No fewer than seven have quit since Jan. 1, the last to give up being the C. E. Putnam Bank, of Richmond, Ottawa county, which has notified Bank Commissioner Breidenthal that it will liquidate at once. President Putnam says more than two-thirds of the bank's deposits lie idle in the vaults, there being almost no demand for loans, either for investment or for business operations.

A crow hatchery, the only one in the world, has been established in Brookville, Pa. The crows' eggs are hatched in an incubator, and when the birds are eight weeks old they are guillotined. The heads sell for 25 cents each and are used as adornments for bonnets.

**INCREASING OPPORTUNITIES.**

Now that prices of American materials and products are again near a parity with the world's markets, there is greater reason to look for substantial results of the prestige gained by the Spanish War. The immediate consequence of the tremendous demand for our products, after that episode, which sprang up on every hand was an increase in prices which soon threatened to destroy much of the foreign market for us. The many excellencies of our wares, however, aided by perfected system in manufacture, enabled us to hold our own to a surprising degree.

When it became manifest that the undue cost of production, if continued, would shut us out of the Old World markets a movement, of which little was said here, was started by many manufacturers for the opening of branch factories in various European countries. In these they would be enabled to use their American patterns and methods of manufacture. But this movement, if continued, would result in giving to the Old World the benefits of American ingenuity, system and, largely, prestige, while we were shut up by a barrier of fictitious prices to our own local markets. As the price question was the only cause of this movement it is not probable that it will be continued in the light of a healthier industrial condition.

With this and other corresponding dangers removed, we are again ready to reap the harvest so carefully sown and cultivated. At reasonable prices the world is ready to buy all we have to sell. Indeed, there has never been a time when cordial relations were so nearly universal as now. Even the antagonisms of the Spanish War are practically out of the way, and the Dons are so thoroughly impressed with the prowess that made short work of their armaments that they are anxious to investigate the superiority of the means employed against them.

As our new colonial relations develop we are finding more significance in the direction of trade expansion than was ever anticipated. American influences in the West Indies are not to be confined to Cuba and Puerto Rico. Not only will these islands consume largely of our industrial output, but each will contribute great quantities of materials and products; and political boundaries will not limit our trade in the adjacent islands or the countries of Central and South America. Hawaii is of importance in its own products and possibilities of consumption, but it is of vastly more importance as the stepping stone to the trade of the Far East.

Then, as to our more or less unwelcome possessions among the Malays, the result of the necessary military exploration is to bring to light many wonderful possibilities. It may be some time before the development of civilization in the Philippines will make very important demands on our export trade, but such demands will grow. Of more importance than this will be the supply of tropical timber and products, such as rubber, etc., to be returned almost without cost on vessels laden to other neighboring countries. As in the case of the West Indian Islands, the Philippines are destined to be of vast importance as aids to our commerce with other nations.

It is of significance in this connection that never before in our history has this country been so widely recognized in the affairs of the world or sustained such cordial relations with all peoples. Its

attitude in the troubles in South Africa was of the utmost importance to both belligerents. And so in the Chinese complications; there have been, from the first, a careful regard for every possible right of the Chinese government and a dignified consistency of diplomacy which commands the respect and admiration of the world.

The opening of the doors of opportunity has been wonderfully rapid since the Spanish War. The fame of our products has gone out to all lands. Our cordial relations and political prestige are beyond any precedent. It only remains for us to grasp these opportunities—to use every proper means to build up a conservative and substantial trade, to take our proper place as the leader in the world's industrial civilization.

**THE SURVIVAL OF THE FITTEST.**

Since the battle of the Monitor and the Merrimac at Hampton Roads there has been an apparently endless warfare going on between the projectile and the armorplate. Both sides have appealed to the inventive genius of the globe and for a third of a century victory and defeat have been constantly exchanging places. According to the last advice victory has perched upon the banner of the armor plate and, if the latest announcement is to be trusted, the struggle is at last over. Experiments which have been going on for sometime at Pittsburg of the Cosgrove process for making compound steel ingots have ended in results surprising to everybody. Solid ingots of graduated carbon "from one side of the ingot to the other or from the center of the ingots to its sides" were made. The new process, in regard to the quality of the steel and the economy of its manufacture, ranks with the best, while in the matter of armor plate it is claimed that any desirable thickness of high carbon can be given the surface of the plate which, with a carbon back, makes it absolutely impenetrable.

That last statement is the one to arrest attention. It has been made many times before and has as often been shattered. Up to date the projectile has found its match and, if the limit has at last been reached and the line been drawn beyond which the projectile can not go, this survival of the fittest has furnished a basis for enterprises and calculation which have been impossible, so long as the armor plate question has remained unanswered. That matter fixed, warfare more than ever will depend on the man rather than on the gun, a condition of things showing, as another survival of the fittest, not only the superiority of the new Cosgrove process but the unquestioned Americanism behind it.

What changes the invention will lead to in the business world remains to be seen. That its good qualities will be turned to an early practical account there can be no doubt. Bessemer revolutionized the iron industry fifteen years ago and, if the new century soon to begin can start its industrial career with the absolute impenetrability of iron a fixed fact, the results will be no less gratifying and stupendous than the changes which the last fifteen years have seen. This is the outlook until the next projectile is heard from, a circumstance which may shatter the prospects anticipated from the invention into as many pieces as it shatters the "absolutely impenetrable" armor plate itself.

**THE GERMAN SHOE TRADE.**

At the risk of being found fault with for harping too much on the same string, it does seem obligatory to insist that, where 25 cents is additional cost enough for a pair of shoes, including duty, freight, commission and insurance between Germany and this country, the \$2 and \$3, which is charged by the German dealer is altogether too much. It shows pretty conclusively that this amount, added to the price of the shoe, will be an effectual bar to the introduction of American footwear into Germany and it leads to an early questioning of "What is to be done about it?"

The conditions, briefly stated, are these: The German nation, numbered by the million and poorly and clumsily shod, would be glad to avail itself of the comfort and comeliness of the American shoe, providing it can be bought at a reasonable price. The factor standing in the way of this consummation devoutly to be wished is the German dealer. We are hearing a great deal just now about the hatred of the Chinese for the foreigner and whatever pertains to him; but that feature is not peculiar to the Chinaman nor limited to him. The American, freer from race prejudice on account of his cosmopolitan neighbors than most nations, likes his own countrymen best, and the German dealer is simply showing himself human when he favors the German shoemaker, a favor not likely to be lessened so long as he can buy on better terms from factories in his own country. With price and prejudice and patriotism combined in the German dealer, against American footwear, the sensible move to make is for the American manufacturer to keep his goods out of the hands of the German dealer. A shoe store such as America likes to have would be a wonder to the people of Europe. It would be an object lesson for the European shoe storekeeper; it would be a boon to the generally misused European foot and, if the American shoe dealer can be on hand to bring the foot and the shoe together on the "American plan," the export of shoes from this country to Germany would be as remarkable as it is deserving. As these columns have stated before, no attention has been paid in Germany to make a handsome shoe. If the foot has been kept from the ground and kept dry, the essentials of the shoe have been accomplished. Anything beyond that is not considered except the cost. Once the German gets it into his head that a shoe, cheap and comfortable and handsome, can be obtained for the same price that the old shoe cost or less, the question of export from this country is settled. It remains for the American manufacturer and dealer to decide if they care thus to invade the German Fatherland. If they do and will take the right methods, the result—and that a favorable one—is as certain as fact.

**THE SAME OLD STORY.**

The same hatred of the foreigner which has reached its culmination in China is only the extreme of the sentiment prevailing in the Eastern hemisphere against the Western. Semi-barbarian Asia, disregarding the expediency of its European sister, without subterfuge or pretense, declares that the foreigner must go; and the question now to be settled by the gathering of the nations at Pekin is in that direction. Lessen the intensity of the hate, remove the idea of religion, let

diplomacy take the place of the bullet and Europe would clasp hands with China in her dislike of the foreigner and scheme with her to break down that schemer's influence. To her conscious eyes the shadow of the American gunboat means much. It reaches far. It suggests caution and there is something in the voice of the man on the bridge which commands respect. Manila has taught its lesson and in legal lines discretion is the better part of valor.

In commercial matters the bars are down and national prejudice has a loose rein. The position of the German dealer in regard to the American shoe is a single instance. The American manufacture is in every way superior to the European, but in the hands of the German shopkeeper it will not often find its way to the German foot, much as that extremity needs it. Corn is barred out of European ports by this same prejudice; meat for the same reason is put down on the black list and American fruit, the best that the earth grows, would be so much better if raised out of the United States. China, boiling with resentment, protests at the point of the sword; her civilized sisters, more diplomatic, hate as keenly and by different methods protest as earnestly—under cover. It is the same old story, however, and the outcome will be the same.

It is sometimes amusing to read the monotonous reports pertaining to the progress made by the American products in the foreign markets. With slight variation they express the same thought. The American production of soil and manufacture is slowly making headway abroad, even in the face of the strong prejudice which exists against anything American. In that "making headway" lies the truth of the whole matter. The ports of the world are besieged by the American exports. Corn has been admitted for horses and chickens; but, prejudice overcome, it has reached the breakfast table to stay. Fruit, by its unquestioned merits reluctantly acknowledged, is growing in favor. Necessity has been forced to ask for American coal. France may shrug her shoulders, but America is making headway in furnishing the French table with wine and prejudice in that direction is weakening. The final result is thus faithfully foretold. The wheat field and the corn field of this country, the orchard and the vineyard, the mine, the factory and the foundry will continue to forward their products to the seaport to fill the foreign order, and thence, at no distant day, the American ship, manned by the American crew, will carry the American cargo to its destination in foreign lands, where, prejudice overcome, the consumer will pay willing tribute to the continent and to the people whose wit and workmanship, in spite of opposition, have made their nation the master of the world.

The board of health of Woodstock, Ont., has decided to compel bakers to give up the present system of giving small tickets to their customers, as they consider the distribution of these around to different houses is liable to spread disease.

The man who can write a check that banks will receive is a better thing than an author who happens to write a poem that a magazine editor will accept.

A man with a sound liver naturally has a light heart.

## Dry Goods

### The Dry Goods Market.

Staple Cottons—Quoted prices stand for nothing. It is largely a question of whether the seller feels kindly disposed towards a buyer and is willing to name a price or not. It might be said in the market generally that all stocks have been withdrawn, although this is not true in the strictest sense. Heavy brown sheetings and drills show this feature nearly everywhere, even where advanced prices have been recently named. For, as we have stated above, the last quotations mean absolutely nothing. The only way that business is accepted is on the "at value" condition. At the present time, however, there is too much uncertainty about this to admit of much business. Full prices have been offered for bleached cottons, but they have been turned down. Coarse colored goods are in demand, but as is common in other lines, buyers are unable to do business.

Printed Goods—Printed cottons are somewhat more easy to operate in than staple lines and business has increased rapidly in the last few days. Some of the large buyers for the cutting-up trade and jobbers have been placing exceptionally large orders. Staple lines have felt this improvement more than anything else, but other goods have felt it also. Indigo blues, turkey reds, mournings, chocolates, etc., have shared in the request, and in some places indigos are reported as entirely cleaned up. There has been some business transacted for next spring for narrow prints and some large sales of narrow prints have been made at a forward dating.

Dress Goods—The spring season is not greatly in evidence. Some foreign goods are being shown, but not much appears to have been accomplished so far. Little has been done towards showing domestic spring goods. The average buyer does not appear to be ready as yet to give much consideration to new goods. He is too much occupied finishing up his heavy-weight purchases. The general opinion is that the plain fabrics will continue to hold the sway of the market in spring goods. In fall goods, the demand continues for venetians and broadcloths. Suit makers and cloak makers are buying fancy backs all the way from 37½c for printed goods and from 75¢@80c upwards to \$1.25 for woven pattern goods. The fancy back kersey around \$1.75 appears to please the eye of quite a number of buyers. In kerseys, tans, castors and pearl grays appear to hold the most prominent position, some good business being done around \$1.60@1.75. There has also been fair business above the \$2 mark. The suit maker is also buying a fair quantity of mixtures.

Underwear—Duplicate orders on heavyweight underwear are still very scarce, but the rise in raw cotton has had the effect of retarding the cancellation of cotton fleeces, as well as other cotton goods. There were so many cancellations that the trade was entirely taken by surprise, and did not understand the cause, but this seems to be at an end now. Business in the finer grades of woolen and worsted underwear is very satisfactory. Manufacturers have their mills very well employed, and orders enough ahead to keep their mills busy to the end of the year.

Carpets—Trade is still slow on ingrain. Manufacturers making cotton

ingrains are finishing up old orders, which are very limited, only requiring a portion of their looms to complete them, and they hesitate under present conditions to place large orders for 2-14s chain yarn. Last season the price of cotton ingrains was advanced to 24@27c per yard, owing to the high price of yarn, and buyers did not purchase this line freely when compared in price with C. C. ingrains and other lines of wool ingrains. The outlook at the present time is for continued high prices for cotton, and the last two weeks have seen some rapid advances in raw material, and buyers of cotton carpets will not be able to place orders for any line, where cotton is used to any large extent, at former prices. While it is a fact that manufacturers have since April 1 been able to purchase yarn at declining prices up to within a month, the advance has commenced in a moderate way. Although many manufacturers were stocked up with yarn purchased at high prices which has not all been used up as yet, for this reason they hesitate to place new orders until the market settles, as they do not expect many duplicates for the remainder of the season, as the tendency when cotton carpets reach a certain price is for buyers to give more attention to the other grades of ingrains. The result is that wool goods are likely to show some improvement in demand. During the past week the weather conditions have been a little more favorable, and the retail trade in consequence has felt some slight improvement. Cut order jobbers, although not satisfied with the amount of business being done at present, state that July and August of this year were better months in carpets than the same two months of last year.

Rugs—The past week has seen other large Philadelphia manufacturers of rugs offer to meet the cut in price made on Smyrnas and other grades. This cut was wholly uncalled for. The facts have recently come out regarding the way in which the reduction in price was inaugurated. A large department store in Philadelphia purchased from a Philadelphia manufacturer some damaged rugs, or what were called seconds, at one-fifth on a dollar off the regular price. This was afterwards used as a club to other manufacturers without all the facts (about their being seconds) being given, buyers merely representing that they had bought a certain mill's goods at a concession. It was considered by other manufacturers of the small rugs, 30x60 and other small sizes, and as a result they offered to sell at the proportionate reduction. Had these seconds been sold at auction for what they were (damaged goods), the trouble would have been averted. As it is now, the buying end of the trade has made use of the old maxim, "make hay while the sun shines," and placed large orders while the manufacturers were ready to accept them at cut prices. This means, as we said before, that later there will be a reaction unless there is an unusual demand. The rug market was in a very healthy condition, and it is to be regretted that reduction has taken place.

Charles E. Whittemore, who owns a big confectionery store in Willimantic, Ct., was obliged to close it the other day because the honey bees of the neighborhood finding nothing sweet in the surrounding country, owing to the warm and dry weather, swarmed into the place and made business impossible.

## READY TO WEAR TRIMMED FELTS

In all the new shapes for Ladies and Misses.

Prices from \$6.00 to \$21.00 per dozen.

Write for samples and prices.

### Corl, Knott & Co.

Jobbers of Millinery  
Grand Rapids, Michigan

## Michigan Fire and Marine Insurance Co.

Organized 1881.  
Detroit, Michigan.

Cash Capital, \$400,000. Net Surplus, \$200,000.  
Cash Assets, \$800,000.

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# SAY

WILL M. HINE,  
THE STATIONER,

Sells everything from a pin to a letter press that you use in your office. Call or write.  
49 Pearl St., Grand Rapids.

It  
pleases  
your  
Customer

and satisfies you. Our harness is the kind a merchant likes to sell to his best friends. There is no after clap—no unpleasant ending.

We guarantee the harness to you and stand behind you in guaranteeing it to your customer.

A complete harness catalogue for the asking.

BROWN & SEHLER

Grand Rapids, Mich.

## Fall Hosiery and Underwear

We have the largest and most complete line of fall hosiery and underwear shown in Western Michigan. Call and inspect our line.

P. STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

## Just Bear in Mind



if it's anything you need in the line of heavy goods for Lumbermen's wear, that we have made this a specialty for years and can give you a pointer or two on values. We also have some new numbers in the Sweater line, pretty goods and heavy. Just the thing for cold weather. Price \$24 per dozen. Packed one in a box.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods,

Grand Rapids, Mich.

## Clothing

### Status of the Piece Goods Market.

It has been pretty dull with woolen manufacturers and piece goods agents generally during the past two weeks, and their efforts to stir up business have not met with much success. Clothing manufacturers can neither be tempted nor coerced into buying beyond their wants, and they still feel they can afford to wait. In fall weights the mills generally claim to have very little stock on hand. They have been closing up business, and where necessary have made some slight concessions in price to attract buyers.

A number of new lines of spring weights have been brought out by manufacturers, and this practice of bringing out new samples, which will pretty nearly duplicate the former ones, is deprecated by the clothing trade generally. One buyer said that it was hard enough to make up your mind anyway as to what to purchase, and that this constant adding of new samples to the lines rendered the task doubly difficult. It also has a distinct tendency to unsettle the market and does not act for the good of the situation generally. Many of these new lines that have been brought out so closely resemble the earlier fabrics that where prices have been in favor of the new goods they have been freely substituted for previous orders. Among the lines are several new fancy flannels of much lower grade than have hitherto been shown, and fear has been expressed that this duplicating of what has been in a certain sense a high-class fabric, in qualities that permit it to be sold in the very cheapest lines of suits, will kill it with good dressers early in the season. Clothing manufacturers have been bothered by the non-receipt of sample pieces and some mills have notified the trade that the initial orders received for fancy worsteds have been so light that they were not justified in starting the looms on certain numbers. At the latest reports the sample pieces were coming to hand in better fashion and clothiers were making good progress on the designing of their spring lines.

Clothing manufacturers will be interested in the editorial in this issue on the manufacture of trousers to be worn by the "coatless man" next summer. The information given in this article was obtained from leading designers in New York and Chicago markets.—Apparel Gazette.

### Why Present Values in Clothing Are Safe.

Facts regarding cost of clothing all tend to show that values will hold. In the first place dealers should remember that the advance on clothing has been very small, from 10 to 15 per cent. being the extremes. When a comparison of such a small increase is made with advances in other lines the increase can readily be called nominal. In the iron and steel industries some of the most important products more than doubled in price during the year; yet in clothing there was a total advance in cost to the retailer in two seasons not to exceed 15 per cent.

Comparing prices of piece goods today with opening prices of last spring, it will be seen that this advance has been sustained. Twelve-ounce standard clays were quoted at \$1 in July, '99, and to-day their price is \$1.12½; 18-ounce clays a year ago were \$1.37½ and to-day they are priced at \$1.50. The fact that there has not been a rush

to buy at these prices, but that a steady, conservative business has been done, is in favor of steady prices for clothing. The increase in cost of materials to the clothier is less than in other respects. For example, labor is easily 10 per cent. more expensive to-day than a year ago. The advance on linings, sewing silk, buttons and all other materials is much greater than the advance on piece goods. Even the clothiers' packing cases and the tags that he sews on the garments cost more and his freight bills are materially larger. Thus it will be seen that the actual advance so far made in clothing is really less than the increased cost of the product. And the fact that the percentage of advance was not much greater was due to the purchase of their supplies by clothiers before the advance commenced, and increased skill in manufacture, and some substitution.

Other causes also are working for stability in the clothing market, and one is the absence of stocks—either of piece goods or manufactured garments. The fall business really has little effect on spring business, as there are only a few grades of goods that will sell the year around; but if there had been large stocks of fall weights—either in the piece or made-up to carry over—it would have had a depressing influence on the situation. Happily, to-day the clothing market is removed from any such influence, and it is believed that there is less of both clothing and material between the mill and consumer to-day than ever before in the history of the country. In fact, the situation has practically returned to a normal condition except for the hesitancy on the part of buyers to place orders. This is something that only time can correct; but with an increase of only 10 to 15 per cent. in price from the lowest quotations ever made, it would appear that values in clothing are safe.

### Latest on Men's Waists.

The following extract, taken from the New York Sun, puts in a nutshell a complaint that is likely to be entered by practical people against the coatless idea. If people are going to take advantage of the privilege of removing their coats to make themselves objects of disgust and discomfort to others, the custom will die so quickly among the better class that it will be practically strangled at its birth. It is to be hoped that such abuses will be promptly checked by public opinion whenever they show themselves. The letter is as follows:

When men have their so-called "shirt-waists" made to fit and know how to dress underneath the "shirtwaist," there can be no objections to "the shirtwaist man," but they don't. Coming down on the New Haven road last Sunday it was disgusting. Men took off their coats, vests, collars, cuffs, and you never saw such a sight. Faded shirts, slipping up in puffs between suspenders, wet with perspiration under their arms, in some cases almost to the belt line. To cap the climax, a man took the seat with me. In a few minutes off came his coat; the odor was more than unpleasant. There was no parlor car on the train and for a woman whose husband never travels half clad, nor sits about in his own home in that condition, it was hard lines. Women wear at least three garments under their shirt-waists; besides they are made to fit, so keep in place. On the day I speak of, no woman found it necessary to take off her collar, cravat or cuffs, nor to stuff a handkerchief in the front of her collar or collarband. Why will men wear arm garters to shorten their shirt sleeves? Why not have them cut off?

### Characteristics of Great Men.

"So far as I have encountered them," said a citizen of the world, "a characteristic of great men is that they have time. They are not in a hurry; their work doesn't boss them, but they boss their work. They don't act as if every minute you stayed was valuable time lost to them; they don't fret and fidget. What time they do devote to you appears to be time that they can spare, and take things easy in, and be comfortable. The work seems to be incidental, and it seems as though they could turn to it when the time came and get through it with ease; and they always seem, besides, to have strength in reserve. It is a characteristic of the great man that he has time."

### A Health Resort.

Excelsior Springs, Mo., on the Kansas City line of the Chicago, Milwaukee & St. Paul Railway, has become one of the leading all-the-year-around health and pleasure resorts in the United States. The use of its waters has benefited a great many sufferers.

The Chicago, Milwaukee & St. Paul Railway has just issued a finely illustrated booklet, describing the resort and telling of its advantages, which will be sent free on application to Geo. H. Heafford, General Passenger Agent, Chicago, with 2 cent stamp enclosed for postage.

### One Woman's Wisdom.

He had proposed to the idol of his heart, but things failed to come his way.

"Do you know," he said, as he was leaving her presence forever, "that you are wringing my heart from my bosom?"

"Possibly," she answered coldly, "but it's either that or marry you and wring the bosoms from your shirts in after years."

Borax is being mined near Bakersfield, Cal., at the rate of 150 tons a month. A company has been formed to increase the output of the mines. For many years all of the borax used in the United States has come from the Mojave desert.

It is said that there is a scarcity of cocoa and in consequence higher prices are probable.

## Hurry Orders

We're ready with practically complete lines of our "Correct Clothes" (Suits and Overcoats) to ship immediately upon receipt of order, so that you can keep your line intact. A wire will bring goods by next freight or express.

**Correct Clothes** **Heavenrich Bros.** **Detroit Mich.**



### A SOLID OAK PARLOR TABLE

With 21-inch top; also made in mahogany finish. Not a leader, but priced the same as as the balance of our superb stock. Write for Catalogue.

**SAMPLE FURNITURE CO:**  
Lyon, Pearl and Ottawa Streets  
**GRAND RAPIDS, MICH.**

## Voorhees Mfg. Co.

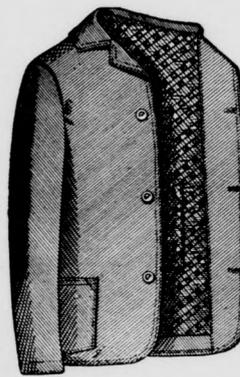
LANSING, MICH.

We manufacture a full line of

### Jackets, Overalls and Brownie Overalls

We make a specialty of mail order business and shall be pleased to send you samples and prices.

We sell the trade direct and give you the benefit of the salesman's salary and expenses.



## ENGRAVERS BY ALL THE LEADING PROCESSES

PORTRAITS, BUILDINGS, MACHINERY, STATIONERY HEADINGS, EVERYTHING. HALF-TONE ZINC-ETCHING WOOD ENGRAVING

**TRADESMAN COMPANY**  
GRAND RAPIDS, MICHIGAN.

## Shoes and Leather

### Unique Methods of Window Display for Shoe Stores.

A very unique window arrangement is made with small steel or copper wire. The dresser stretches a half dozen small wires horizontally across the window from side to side. These wires are so small as to be almost invisible. Other wires are run up and down from bottom to top and the crossing of these with the horizontal wires makes a solid framework. The shoes are suspended by the heel straps. Each shoe has a foot form fitted in it or is stuffed with cotton. The price cards are attached to the wire directly over the shoe, a little space intervening.

The whole arrangement gives the effect of shoes hanging in mid air without visible support. The wires are invisible from the street, as the light background, of white material effectually adds to the delusion. This is a very simple and inexpensive way of dressing a window and is decidedly attractive.

A reader has tried the scheme of using shoe cartons and his way is a good one. He builds a pyramid of the paper boxes, commencing with a base about four feet square and tapering gradually to the top. A piece of white cheese-cloth is thrown over the pyramid and draped to fit the shape of the same. Pins are used to bring the covering close around the edges and form the steps or layers. At the top of the summit of the pyramid is placed one black shoe. The background is of some dark stuff draped to form an arch. We should like to reproduce this window if it were possible to secure a photograph of it. Our readers may form some idea, however, from the description. The price card of this window sat at the foot of the pyramid and bore the words, "On top—Our \$3.50 Shoe." Several catchy cards are suggested by this arrangement. A dresser's ingenuity will enable him to write some very pleasing window cards for such a display.

A very pleasing and attractive feature for a shoe window is a pretty picture. Get the picture of a beautiful woman and put it in a handsome frame. Place it in your window in the most commanding position and drape some bright colors in the background. Put your shoes in the front of the window. Mark each one with a neat and modest price card. You will see more people stop to take a look at your picture than would ever take time to study a window full of shoes alone. The picture catches the eye and compels attention and if your shoes are well shown and the prices are right, you have done some good advertising, even should the looker-on fail to buy right at that time.

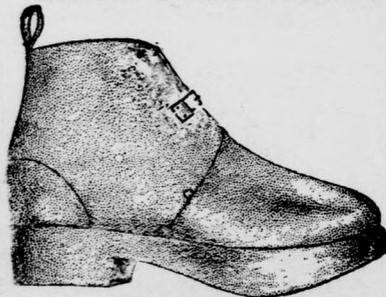
For a nominal figure you can secure a series of pictures of great men, celebrated beauties, scenic views or war pictures. Change them every day in your window and advertise what you are showing. For instance, take "Leslie's Weekly," which has full two-page illustrations of current events. The South African war held attention for months. Now it is China. The pictures are made from photographs taken on the scene of action. You can secure a collection or set from any newsdealer. Mount them on heavy cardboard and make of them the central object in your window. Change daily and put in new shoes occasionally. You will find that passers-by will be attracted from the

first and will be looking daily for the new one. For instance, take the Chinese situation, of which every one is talking. Get the latest pictures and keep your people posted constantly on the situation. A few lines from the daily news reports, in bulletin form, will help. You will find that people will take your windows for their daily news source and from week to week will follow your change of display with eager eyes.

One authority on window display advises the use of novelties of any kind provided they are eye catchers. He says any means of attracting attention to your windows is good advertising and will do the store good. We are inclined to disagree with him in part, as the use of certain features might be the means of driving people away from the store. For instance a timid woman never cares to look at a snake or wild animal, alligator or such things even in a menagerie and the sight of one in her dealer's show window would give her an involuntary chill. Every time she thought of that store she would remember the "ugly beast" or the "horrid snake" and her recollection of the same would do you no good. Don't put any freaks, animals or monstrosities in your windows. It may be a strong attraction for some people if you make your windows exhibition places for rare and strange beasts, or large and brilliant-hued snakes, but the nervously inclined persons will take a different view. Do you know how afraid of a mouse is the average woman? Well, if she sees a lot of white mice in a window she will always have a dread of that store. "Why! who knows but those nasty little mice are running loose around that store?"

A fake is always a boomerang. We knew a drug company who used scare heads in all their advertising matter of the very fakiest kind. Such headings as "Murdered," "Assassinated," "War Declared" in flaming letters adorned all their posters and out-door advertising. A person would be tempted to read one of these fakes once—and once only. After reading such a heading staring at you from the wall "Bombardment of New York" and finding it ended with an advertisement of some patent medicine or pills, you had a decidedly bad opinion of the pills as well as the individual who advertised them in such a manner. Don't say "slaughtered" when you cut the price of a shoe ten or fifteen cents. Try and avoid such fakey head lines or window cards as "Stabbed," "Cut in Two" or "Terribly Hurt." You can catch the eye once with such rubbish, but the after part will be of no good for your business.

### WATER PROOF WOOD SOLE SHOES



Price \$1.10 net.

With iron rails on bottom, \$1.25. Oil Grain Uppers. Sizes 6 to 12. Best shoes for Butchers, Brewers, Farmers, Miners, Creamery-men, Tanners, etc. This sole is more serviceable and cheaper than a leather sole where hard service is required.

**A. H. RIEMER CO.,**  
Patentees and Mfrs., MILWAUKEE, WIS.

## Hood Rubbers

First Every Time.

Discount 25 and 5 per cent. Payable Dec. 1.

## Old Colony

Best Seconds Made.

Discount 25, 5 and 10 per cent. Payable Dec. 1.

An extra 5 per cent. discount allowed if paid promptly Dec. 1.

**Hirth, Krause & Co.,**  
Grand Rapids, Mich.

## Lycomings are the Best Firsts Keystones are the Best Seconds

We are now prepared to fill all orders promptly. The sizes and toes which manufacturers could not furnish prior to Nov. 1, are now in stock.

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

## Rindge, Kalmbach, Logie & Co.,

Manufacturers and  
Jobbers of

### Boots and Shoes

Grand Rapids, Michigan.

Agents Boston Rubber Shoe Co.

# Coming to the Fair?

If so, be sure to visit our factory, 12, 14 and 16 Pearl Street, where we make our famous lines of shoes. We may not be able to show you the largest, but certainly the best equipped, shoe factory in the State. Will be pleased to show you through.

**Herold-Bertsch Shoe Co.**

Makers of Shoes

Grand Rapids, Michigan

**How to Achieve Success as a Shoe Clerk.**

My experience as a shoe clerk dates back to the day of my birth. My father is a shoemaker and from choice works on an old bench to-day that he has owned over fifty years.

My first introduction to leather was my father's strap. Oh, how often I wished that strap was a little lighter and my pants lined with sole leather. When I was 13 years old my father rigged up an old bench for me and told me to get down to business. I did not like the idea very well, but that everlasting strap bobbed up and I bobbed down. I learned the trade from start to finish. I have made everything in the shape of a shoe from a kid slipper to a stoga.

It makes no difference how stock is arranged, only that it looks neat and tidy and you know exactly where to lay your hand on just the shoe you want.

I know of no set rules. People are not all alike. The same person is not always in the same mood. What one might say to a customer might be all right to-day, but to-morrow might drive her out of the store. A good shoe man must be chock full of resources. If he lacks tact he might just as well get out of the business. No customer has the right to consume all your time. A customer waiting is entitled to a part. I do not call a man a good salesman who has not the tact to entertain a crowd. I know a man who during a special shoe sale sold 323 pairs of shoes in seven days. No man could have done it one customer at a time. These shoes were mostly odds and ends, and had to be tried on and fitted in the ordinary way.

Some days it seems to me that it is almost impossible for me to sell anything; that every customer I get hold of is a tough one, and that the finest shoe we carry is not good enough to wash dishes in. Everything goes wrong and I feel as if I would like to go out in the woods and throw myself on an old hemlock stump that is full of slivers. Then again, other days, I feel as if I could sell wooden nutmegs. You see the customers are not to blame at all. It is our own condition. We are kind of bilious, you know; one of our bad days. A good salesman who finds himself in such a condition will call some other clerk to his assistance, and find a good excuse to make himself scarce. If the other clerk succeeds in making the sale you seemed to be losing, it is no sign that he is a better salesman than you. You might as a general thing please two customers to his one.

Never lead a customer to think she has on a different size than she really has. Do not deceive a customer in any way. Sooner or later she will find you out, and her confidence in you is forever lost. To act a lie is a lie.

Some advise you to jolly your trade, ask about the babies, etc. This is all very well, if you have the time, but a little of it in business goes a good ways.

If I had the power I would revolutionize the practice of window dressing. It is a most expensive way of advertising. I would have my windows clear, and made from ceiling to floor, and have nice upright show cases to display shoes, and my entire stock would be an exhibition. To my mind no store can be made to look finer than a shoe store.

Have a place for old stock, and let your customers know that you have a lot of odds and ends that you are clos-

ing out, and if they would like to take advantage of the special sale you would be pleased to show them through. Never try to palm off old truck on anyone unless you know who they are, and tell them the reason why you are closing them out.

A clerk need not be so slick that flies will slip up on him, neither does he want any flies to stick to him.

A shoe bench in a shoe store is more bother than it is worth. It is not a cosy corner, but is a dirty corner, and you are imposed upon. When a customer comes in with a pair of shoes that has not given satisfaction, I simply write "Mr. Jones, please repair shoes for Mr. Smith," and away they go satisfied, and I do not think our cobbler's bills will amount to \$20 a year.

Always be courteous. Let honesty and stern integrity be your watchword. People will come to the store and ask for you. Your employers will find in you a drawing card, and you will be well paid for your services.

But hold on, Quaker! You have forgotten something. I guess I am some like the old Methodist preacher I used to be compelled to listen to. After sitting on that old straight-back bench while he roared like a lion and pounded the air over something I know nothing about, all at once he would seem to subside. Then I would say to myself, "Praise the Lord! He is about to close!" Then he would shut his eyes, place his hand to his forehead, then slowly raise his hand and open his eyes and say: "My dearly beloved hearers, just one more thought hath struck me." He would begin with a very soft voice and in a minute he would be belching forth like a steam calliope, pompadour his hair and pound the altar. Then I would say to myself: "Gee Whiz! The old jigger has wound himself up again. If I ever get to be a man and they ever catch me in one of these drat-blasted straight jackets again, they will be smarter than I am." How well I have kept that promise I am not going to tell. But, my dear readers, I am wound up again. One more thought hath struck me, but I promise you faithfully that I will "ring off" soon.

The thought is in regard to fitting the feet. I spoke about fitting on shoes, but fitting the feet is another thing.

Mothers, when your little babes are born you look them over from head to foot and when you come to the feet you simply rave. Oh, what pretty feet, those dear little pink toes that lay right out straight, just like their fingers. You grab them up and kiss them. I know you do, for I have seen you do it—and I've done it myself. Now, why on earth don't you let your children's feet grow in that way? You may take your baby's feet, place them together, and you will find they will not touch in a straight line from heel to toe. They would do the same when they are 60 if you would let them. But no, you will not let them. If a clerk in his good judgment fits a shoe to your baby you will say, "Oh! They are horrid. They are too long. But then I can stuff the toes." Oh, yes, you can stuff the toes, and after a few years you place these same feet together and you will find one big toe has geed off towards grandpa's and the other has hawed off towards grandma's. I do not mean to say that all mothers do this, but the majority. There are women who would be glad to get a shoe to fit their feet if they were to be had. But the clerk is not living to-day, although he might have the wind of a foghorn and the pounding ability of the aforesaid minister, that could sell the average woman a pair of shoes that would fit her feet.

I have rung off.—Sam B. Owen in Boot and Shoe Recorder.

Now is the time to purchase your Fall line of

**Rubber Boots, Shoes and Socks**



We have a full assortment and we have good bargains in job lots of Rubbers. All perfect goods. If you are interested drop us a line—we will mail you a catalogue with full particulars.

**Studley & Barclay, Grand Rapids, Mich.**

Jobbers in Rubber Goods and Mill Supplies

No. 4 Monroe Street

**A. H. KRUM & CO.**  
DETROIT, MICHIGAN

Wholesale Dealers in

**Rubber Boots and Shoes**

We sell the Best Goods made

Send for Catalogue



Lumberman's Overs with Leather Top with heel or without heel.

MANITOBA

We make a Specialty of

**Leather Top Lumberman's**

and carry the Largest and Most Complete line made.

One of our Strong Sellers

made in 8 in., 10 in., 12 in. and 14 in. heights

Samples sent prepaid

BEACON FALLS RUBBER SHOE CO.  
PURE GUM DUCK

**BEACON FALLS RUBBER SHOE CO.**

207 and 209 Monroe St., Chicago

Beacon Falls, Conn.

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MILWAUKEE, WIS.

SHOES

BOOTS

## Village Improvement

### What Shade Trees Shall We Plant?

The statement, made in the last number of the Tradesman by Mr. Lowrie, that the general American practice is to buy a lot and then to clear from the land everything that nature has planted there and upon the bare ground proceed to create a lawn, dotting evergreens over it in an inconsequential way, has received or, rather, is receiving an apt illustration in a certain village "up North." There is a thrifty, ambitious village with a tract of land large enough for a little park near its center, exactly where a park ought to be. It is covered with a natural growth of red oaks. Already the wand of the fall has been laid upon its leaves and soon the ripening will come and the oaks will be a picture of autumnal glory. A few of those villagers know what ought to be done with that growth of oaks and are thinking that, one of these days, there will be a movement made to buy the property and turn it into a park; but the chances are all against it. It is an old story of putting off until to-morrow what ought to be done to-day and will bear repeating.

The oaks are getting to be of good size and are growing into good timber every day. They have little market value now and, on that account, are allowed to live. By and bye the trees—they grow as fast as children—will be "wuth so'thing;" by that time the village will have increased and the ground, as building lots, will be in demand. Then the oaks will go to the lumberman, the lots, cleared of "everything that nature has placed there," will be turned over to the homemaker,

who will do what he can to repair the irreparable loss which the lumberman and the real estate owner have inflicted.

With the land laid bare and the stumps removed, the work of ornamentation begins and the question of trees comes first. They are your only real aristocracy and, in place of the stately oaks with their unquestioned ancestry, which money is constantly trying in vain to buy, a tree is wanted which will soonest suggest the refinement which years alone can bring. The maples seem to meet the requirement of rapid growth best—the sugar maple and the white—the one reaching in its maturity a height of from fifty to eighty feet; the other, from thirty to fifty; while still another, the red maple, from thirty to sixty feet high, is especially desirable from its being the first to blossom in the spring and the first to change its color in the fall. The whole family is hardy and long lived.

The birch is beautiful in the woods—a birch bough with its rich, beautifully arranged leaves being the most graceful the forest furnishes—but it likes the shade too well to flourish anywhere else and, not too long lived anywhere, dies from the exposure of lawn and roadside.

The catalpa is rapidly growing in favor among tree planters. Its big leaves commend it to the lovers of unflecked shade; its growth is rapid and its large showy blossoms, coming in July, make it a thing of beauty, then while the heats of August, if they do not prove it to be a joy forever, hint at that while they last.

To the boy who never can forget and never wants to forget the hickory nuts and to the man who likes to scuff, even when his hair is gray, among its yellow leaves, the hickory tree with its fruit

will always be a favorite, both from intrinsic worth and from association. It seems to thrive in every soil. It grows as if it likes to grow. It is reluctant to expose its buds to the sunshine in early spring, but when they do unfold, the farmer can safely plant his corn. In the woods it is no recluse and when chance has left it in the mowing lot far from its kind, its makes the most of its advantages of rain and soil and sun, the pride of the men who lunch in its splendid shade, the boast of the boy who goes home laden with its delicious fruit and the finest feature of the landscape in which it stands. Inclined to the cylindrical in outline it, oftener than otherwise, is anything but that, but grows according to its own sweet will. It is always large and handsome—the manliest of trees—and so thoroughly picturesque that the artist has adopted the tree as his very own.

These are but a few of the many trees from which the planter may choose. There are others and no village improvement society can make many mistakes with so many worthy varieties to select from.

### Pleased With the New Postal Order.

All those who have occasion to make or receive remittances for all small amounts have noticed long before this the new postal money order, which, during the last few months, has gradually superseded the old form. In shape the new postal order closely resembles a bank draft or check and in this respect is more acceptable for handling than the old, particularly when the orders are deposited in bank. Another feature that is to be noticed in the new form is that the plan of tearing or cutting against amounts printed in the margin in order to show on the face of the order and the stub from which it is

detached the number of do lars for which it is drawn has been omitted. A bit of history attaches to this feature of the old form of money order.

Some years since, when the accounts of the Government were being revised by a commission appointed for that purpose, it was found that the auditing of the money division was greatly in arrears; in some departments the work was over three years behind. Up to that time the form of money order employed was equivalent to a common bank check with a stub for recording necessary particulars. If a fraud had been committed by a postmaster, for instance, by filling out the order for a large amount and the stub which went to the treasury for general advice for a smaller amount, the discrepancy would not be discovered perhaps until the postmaster were either out of office or dead. His bondsmen could not be released until the accounts had been audited. The tearing and cutting against amounts was introduced by the commission for the purpose of preventing further frauds, and also of avoiding the necessity of tedious auditing. The stub and order were bound to agree by this device. The saving of labor was very great. As a fact, the force in the money order division was greatly reduced. With the new order economy of labor is also served. The notification to be sent by the issuing postmaster is a reproduction of the order by the use of carbon or manifold paper. This is simpler and cheaper than the zig-zag tearing plan. Another improvement is that the purchaser of the orders gets a receipt for the amount he pays from the issuing postmaster. In all respects the new form of order is to be commended, and it is not surprising that the business public is well pleased with it.

A merchant who can't pay cash must ask credit. In other words, he borrows money of the man of whom he secures goods. Yet some dealers think a creditor has no business to know all about their financial affairs!

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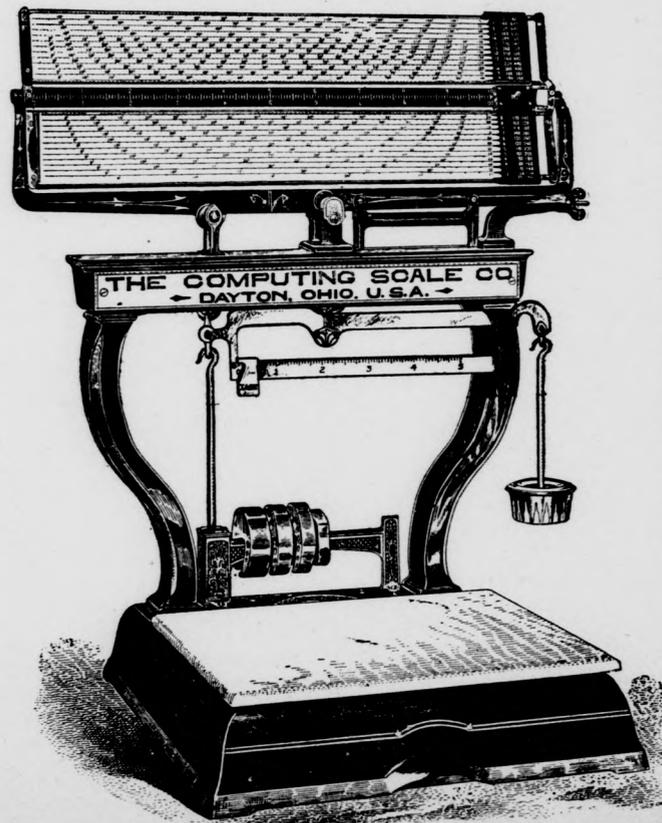
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## THE COMPUTING SCALE CO.

DAYTON, OHIO



**The New York Market**

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

New York, Sept. 22—Supplies of coffee at Rio and Santos have been reported as large for the past few days and the outlook is for a continuation there of ample receipts. This, together with the unsettled financial condition at present prevailing in Brazil, has tended to cause some depression here during the week, although at the close the situation is fairly satisfactory, all things considered, and dealers hope for continued improvement later. Prices are, perhaps, a little less strongly adhered to than last week, although no real change seems to have taken place in quotations. Rio No. 7 is worth 8½c. In store and afloat the aggregate amount of Brazil coffee is 467,390 bags. Mild grades of coffee have ruled quiet and Good Cucuta is worth 10c. There has been only a small daily demand for East India sorts, which are practically without change. Fancy Mochas, in an invoice way, are quotable at 18@19¼c.

Lower prices on sugars are expected before long and, as might be supposed, the market is not especially active. This inactivity is the more pronounced when comparisons are made with the situation a few weeks ago. The demand is sufficient only to keep up supplies and no changes have taken place in quotations. There is reported to be such a scarcity of raw sugars that some refineries may be obliged to close, pending the arrival of further receipts.

There is an improved call for teas and buyers generally report rather light stocks on hand. At the auction prices were fairly satisfactory and the outlook is more cheering than for some time. The quality of tea arriving is generally good and very little is being rejected by appraisers. Quotations are about unchanged.

Sellers of rice are not anxious to part with their holdings, nor do buyers seem inclined to take hold with any degree of freedom. The smallest quantities suffice and the situation is a waiting one. Prime to choice Southern, 5½@5¾c.

Spice grinders are sending in some fair orders, but the jobbing trade in whole spices is decidedly slack. Stocks are limited, however, and prices seem to be quite firmly adhered to. Trade will undoubtedly improve later.

Grocery grades of New Orleans molasses are showing some little improvement and, although the growth of the demand is slow, it seems to be steady and with cooler weather some satisfactory orders are likely to be received from all parts of the country. Supplies of open-kettle grades are very moderate. Good to prime centrifugals, 20@37c.

Syrups are quiet. Buyers seem to think that asking prices are rather above actual value and are waiting for a turn of the tide. Prime to fancy sugar syrups, 20@26c for round lots.

There is very little of interest to be picked up in the course of a long walk through the canned goods market. Trade is fair—only that and nothing more. The peach pack is about over and whether it will turn out in a satisfactory manner remains to be seen. The corn pack came to a very sudden termination, owing to the very hot weather prevailing, and the quality in some sections is not as good as it was hoped it would be. Still, the indications are that we shall have enough and of good quality to meet the requirements of the coming season. There is an active export demand for salmon from England and, after "skurrying around" a good deal, some 75,000 cases were picked up. Tomatoes have been quite active, "considering." For New Jersey pack the rate of 85@90c seems to be established and 75c for Maryland pack. New York State corn is held at 70@75c, the latter being an outside rate.

In lemons, the turn of the tide has set in and prices have taken a very decided slump. The demand has fallen off, although for this time of year there is quite a fair trade. Quotations range from \$2.75@4.25 for 360s and up to

\$4.50 for extra fancy 300s. Oranges are fairly firm and the outlook is good for future operations. Valencias, \$4.50@5.75.

Bananas are meeting with fair trade and quotations are well held within the range of \$1@1.20 per bunch for firsts.

Pineapples are quiet and quotations are nominal.

Apples of good quality sell readily at fair rates, but the market is overstocked with windfalls, which sell for almost anything offered.

For the best creamery butter there is ready sale at 21½c and, as the supply is not overabundant, the outlook is encouraging for firm rates for some time ahead. There is some accumulation of the under grades and prices sag. Imitation creamery, 15@17½c; Western factory, 15¼@16½c.

About the average volume of business has been done in cheese and prices are firm. Best full cream, 11½c.

The supply of eggs is light and the market gathers strength every day. Prime to choice stock is worth for Western, loss off, 19½c; selected, 18@18½c; fair to good, 15@16c.

The supply of pea beans is about exhausted and, as no new stock is obtainable, it is likely that the quotation of \$2.10 would not be excessive. Medium choice, 1899, \$1.05.

Dried fruits are quiet, although a little better demand is said to be springing up for some grades of raisins.

To date 170,000 bunches of bananas have been received, against 202,000 at the same time last year.

Almeria grapes are said to be very fine quality this year and the crop is about the same as last season.

New crop California prunes show fine quality. First arrivals are due today.

The canned tomato market is an advancing one, and from all appearances the pack will be smaller by considerable than last year—some say one-third.

**Interesting Tests Made of Cold Storage Apples.**

The Kansas experiment station has issued a bulletin showing that in several tests the best keeping varieties were Ben Davis, Wine Sap, Ralls Genet, Limbertwig, Willottwig, Gilpin and Lansingburg. Some retained a good outward appearance, but lost in some other quality, as, for instance, the Iowa Blush, the skin of which became so bitter as to render the fruit unfit for use. On the other hand, some varieties retained their eating qualities, but lost in outward appearance. Such was the Milam, which kept well but lost in color. There were also numerous other kinds of deterioration: Minkler lost flavor and began to decay; the English Golden Russet and Fulton shriveled; the Roman Stem became mealy and lost flavor; Sheriff and Walbridge discolored so badly as to render them unfit for show or market and they deteriorated rapidly; Fameuse retained color but many bursted and after a few days became mealy; the Yellow Bellflower went down suddenly.

Moreover, the behavior of varieties having a certain characteristic in common was not always the same in respect to it. The Missouri Pippin, a dark apple, faded in storage, but the Walbridge and Sheriff, also dark apples, came out almost black; nor did the lighter colored apples fade more than the dark red ones, for Grimes Golden and Yellow Bellflower, both yellow apples, held their color unchanged, while Missouri Pippin, a dark red apple, as has been said, faded.

**Sure Cure For Hay Fever.**  
From The Butchers' Advocate.

There is no doubt about cold storage being a sure cure for hay fever. But much depends on how long the sufferer remains in cold storage, and how low the temperature is. We recommend zero as the right temperature. The sufferer to make certain of being cured should wear light clothing and remain in the box three hours. When the undertaker removes the body it will be found that the disease is gone.

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Anybody can see the difference. Intelligent dairymen will not use ordinary salts after

**"The Salt that's All Salt"**

is once introduced. If you think a pleased customer is a good advertisement, if you think it really pays to keep what the best buyers want, if you desire to be known as a first-class grocer we shall expect to hear from you.

**Diamond Crystal Salt Co., St. Clair, Mich.**

## Woman's World

Easier to Excuse Big Faults Than Petty Annoyances.

Do we like people for their virtues or their "ways?" Speaking theoretically, and with a due regard for Mrs. Grundy, we should say that we choose our friends for their sterling qualities of heart and head—for their high principle, their intellectual brilliancy, their kindness and their generosity. It is extremely doubtful, however, if in reality we are as much influenced by those admirable traits of character as we imagine. Oftener than not what attracts, or repels, us in others is merely a trick of manner that has nothing whatever to do with their good or bad qualities, and in an honest canvass of those we like best we should find that the people who fire our fancy are by no means the ones who always come up to our ideal. The cheerful sinner with winning ways can take the prize for popularity any day in the week over the austere saint who is a model of all the virtues.

In love, as in many other things in life, it is the little things that count. Unfortunately, so many of the noble and the upright are the victims of unpleasant and disillusioning habits that we are only able to do full justice to their good qualities when we have gotten far enough away to get a leverage, so to speak, on their virtues. In the abstract we can revere the great philanthropist who is so busy looking after the needs of all oppressed humanity that he has no eye to spare to the state of his own linen. At short range we can only remember that his shirt needs washing. In his absence we can worship at the shrine of the great scholar who, when he eats, sucks in his soup with a hissing noise. In his presence at dinner all his knowledge becomes as foolishness to us because he has never learned decent table manners. Theoretically our hearts go out to her, and we yearn to be a friend to the self-sacrificing woman who is devoting her life to a noble cause, but who splutters so unpleasantly when she talks we can only murmur, "The Lord preserve us," and get as far away from her as we can when she calls.

It is, a great deal easier to excuse a big fault that only crops to the surface now and then than it is to put up with the continual annoyance of disagreeable little habits that grate on our taste and get on our nerves. In time these can wear out the stoutest patience and cool off the most ardent love, and an amusing illustration of this—with which many of us will have a sneaking sympathy—has just been furnished by a woman in a Northern city who applied for a divorce from her husband on the ground that she had stood his "squeaking" just as long as she could. "I tell you, judge," she said in the trial, "I just can't live with that man any longer. I guess he's a good enough fellow. At least he never hit me or threw me down the stairs. Sometimes I wished he would, just for the change. But he sets me wild. He is just a box of squeaks. He always wears shoes that squeak worse than a dry pump handle. Honestly, judge, you can hear 'em half a block. Then somehow, I never could understand, he makes his coat and trousers squeak against the chair whenever he sits down. But, do you think he would try to make them quit squeaking for my sake? Not much. Then his collars never fit his shirt, and when they were starched stiff they rubbed to-

gether with a kind of screeching sound that almost drove me crazy. Finally, when I could stand it no longer, I left the house, and the last thing I heard as I went was the squeaking of his collar and the screeching of his shoes as he sat and rocked in a squeaking chair!"

Lacking the courage of this heroic sister, who refused to be a martyr to a squeak, most of us learn to endure the disagreeable habits of those about us, and to forgive them for the sake of the good qualities behind them, but it does seem a pity that the afflictions of life should be so needlessly augmented. Why should we permit ourselves irritating little ways when they can be so easily corrected? I doubt if in the whole range of experience there is any one other thing in which we show ourselves so callous and brutal as in the way we disregard other people's feelings by indulging ourselves in disagreeable habits.

This is no exaggerated view of the matter, and we have only to run over the list of our own friends and acquaintances to see how society is devastated and turned into a howling wilderness by the bad habit. How few and far between are the people whom one can recall without all-or-recalling some irritating little mannerism that seems almost to offset their charm? Mrs. A. is so bright and clever. She has traveled so much, and has observed so closely. How delightful it would be to hear her talk, if only she didn't have a voice like a fog-horn! There's Mrs. B., who devotes her life to good works, and who is a saint on earth, if there ever was one. How uplifting her influence would be if only her personality wasn't as rasping as a file, and her goodness didn't have a kind of arbitrary air that put you inevitably on the other side of every question she espoused, whether you had ever had any previous convictions on the subject or not. What a warm-hearted creature Mary Brown is, yet you could feel it in your heart to wish she was your enemy because she persists in kissing you on the street. What charming people the X.'s are, and how pleased you would be to have them visit you, if they only knew when to leave. Then there's young Grigsby, a splendid young fellow, and all that, you know, but who always sits on the back of his neck in a chair, and squirms as if he were stretched on the rack and were enduring mortal agony, and you are forced, while beholding him, to suffer with him. There's Mr. Smith, who can't be happy unless he is twiddling something in his hands, and who flips his watch chain and twirls his pencil until he hypnotizes you against your will; and there's dear Dr. Thirdly, who has so much to say, and says it so well, but who punctuates his conversation with coughs, and hems, and haws, until all his eloquence is lost in what appears incipient tuberculosis, but in reality is only a disagreeable habit.

Nor are we one whit better off when we go abroad to enjoy ourselves. The men and women of disagreeable habits are already before us to spoil our pleasure. I say nothing of the men who get up between every act at the theater and step on the frocks and feet of all the women in the row as they go out, nor of the selfish idiot who persists in humming all the airs in your ear at the opera, nor of the complacent goose of a woman who thinks she is the only person in the house who has brains enough to understand the plot of the play, and who explains it to everybody in reach.

Neither do I say anything of the manners—or lack of manners—of the theater party who go to a play to hear themselves talk, and who reduce the performance to a mere pantomime for everybody within earshot of them. These are criminals who ought to be dealt with by law, but I do make a plea against the unintentional bad manners of people who fidget, and who probably don't realize what a nuisance and affliction they are to others. Henry Fuller said once that if we had a national dance in America it would be the St. Vitus dance, and it is true. The rarest accomplishment is the art of sitting still and keeping quiet. Not one man nor woman in a thousand possesses it. A man at a concert will tap an accompaniment to the music, or he will scrape his feet on the bottom of your chair, or he will shuffle around in his seat—anything to keep from sitting still. A woman will snap the clasp of her opera glass case, or click a squeaky little fan, or munch on brittle candy—may heaven forgive those cowlike creatures who must always be chewing something—until you feel, like the woman quoted in the beginning of this story, that you must run away to keep from being driven crazy. For my part, I never see any one who can sit still without wriggling, without wanting to congratulate them on possessing a soothing and charming accomplishment.

We may well ask ourselves if disagreeable habits are as irremediable as they appear to be. Why, for instance, should anyone wear squeaky shoes that distract a whole congregation on Sunday, when cobblers are to be found on every corner? If a woman has a naturally shrill voice that is an affliction to other people, wouldn't it pay her to

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Grand Rapids, Mich.

devote as much time to toning it down as it does to learn to do her hair pompadour? Why should a man go through life gobbling his food like a pig, to the disgust of all beholders? We don't see ourselves, happily, but surely it is nothing but common Christian charity to make the prospect we present to other people as delightful as we can.

No woman, at least, can afford to indulge herself in disagreeable habits. She might have all the wisdom of all the women colleges in the land; she might be as domestic as Cinderella in her chimney corner, and as patient as Griselda; she might be as strong-minded as Miss Susan B., and as indiscriminately charitable as a ladies' ready relief society, but if she were unrefined in her manners, shrill of voice, frowsy and lacking neatness in appearance, we would be content to admire her virtues from afar. A woman is never loved for what she does, but for what she is. It is her ways that attract us. We want her to be gentle, with a foot-fall that is noiseless and a touch that is light as the fall of rose leaves in autumn. We want her to have the gift of soft speech and the charm of listening, so that we feel that she, too, has felt and seen what we are trying to describe. We want her to be able to sit still, so that there seem peace and rest wherever she may be. We want her manners to be so instinct with the very fragrance of womanhood that a vulgar or a common thing would shrink away from her presence. If she lacks these—if she is loud of voice, and heavy of foot and hand; if she wriggles and giggles, and sprawls in her chair, and yawns when we try to talk to her—whatever other good qualities and charms she may have are discounted and overshadowed by her disagreeable habits.

We may respect a man for his virtues, but the women we love are the women with winning ways, and don't forget it, girls.  
Dorothy Dix.

**A Recipe for Domestic Bliss.**

There is no subject, perhaps, upon which more gratuitous advice has been offered than upon the best way of conserving domestic peace and happiness. Volumes have been written on the subject, but the trouble has been that these amiable guides to married felicity, who spoke with such authority, were merely theorists. The experienced have frankly admitted their inability to pilot others through the pitfalls of married life, so that when we hear a man telling just exactly how he would manage a shrewish woman, or a woman laying down the law about how a man ought to be treated who says out o' nights, we know at once that we are listening to the sapient utterances of an old bachelor, or an old maid, who have never tried putting their views into operation.

"The proof of the pudding," says an old proverb, "is in the eating," and in the same way a rule of conduct that has worked triumphantly and successfully fifty-seven years is worthy of the serious consideration of every husband and wife in the land. Such a one is furnished by a Chicago man, who last week celebrated the fifty-seventh anniversary of his marriage, and who declared that in all that time he and his wife had lived in perfect harmony and happiness without one spat or disagreement to mar the placid surface of their domestic bliss. This happy state of affairs he attributed to undeviatingly following these rules:

"Don't be obstinate; compromise."  
"Make your wife think whatever is yours is hers."

"Spend your money and have a good time while it lasts."

"When the money is gone don't regret it. Think of the happiness it brought you."

"Let everything be mutual."

"Think your wife the best woman in the world; she will think you the best man."

On the whole, most women will think that life with a man who would live up to these rules would be a picnic. "Don't be obstinate; compromise." Somebody in a family is always bound to give up, and heretofore that somebody has almost always been a woman. Nothing on earth is more irritating than a mulish man, one who sticks to a thing whether it is right or wrong, just because he said it. How delightful it would be to even give in to a man who wasn't arbitrary, and who was always ready to meet you half way and compromise. "Make your wife think whatever is yours is hers." That would mean the family purse. No haggling over every cent, no going like a beggar to a man like that for car fare, and wash money, and every single solitary item of expense. The man who makes his wife a full partner in his pocket book has come pretty near to solving the problem of how to be happy, although married, for two people.

"Spend your money and have a good time while it lasts." In reason, of course. A good wife never desires to be extravagant, but surely a good many flowers would blossom along the way of the woman whose husband thought to give her little treats, and remembered that because a woman was married it didn't make her like a box of candy, or a good play, one whit less than when she was a girl and he used to take her out. "When the money is gone don't regret it. Remember the happiness it brought you." He never twitted his wife on her bad trades, or threw up to her the bargains she bought. "Let everything be mutual." That must mean that a man shall share his wife's sorrows and joys as she does his. That he mustn't dump all his worries on the family hearthstone and then wonder why she can't manage her own affairs without bothering him when she complains of the cook. "He must think her the best woman in the world." Ah, wise man! In that lie all the law and the prophets. He mustn't wonder why she can't keep house like Mrs. Smith, and manage the children like Mrs. Brown, and be as gay and pretty as little Mrs. Flirty. If he can only make us think that we are first and best in his heart, then we'll forgive him all the rest and think ourselves blessed among women. On the whole the Chicago platform seems to offer a pretty good, solid footing on which married people may stand.  
Cora Stowell.

**Left an Umbrella Instead.**

"Thomas, we should have left our cards when we called at the Pinckneys. I don't know how we happened to forget it."  
"I guess it won't make any difference, Jane. We left a good umbrella there."

Kansas farmers are piling their wheat on the grounds near the railroad tracks in Kansas. At many towns along the Santa Fe road piles of wheat almost as high as the elevators are to be seen. The railroad companies are unable to move the crop fast enough this year.

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**Voigt Milling Co., Grand Rapids, Mich.**

## Clerks' Corner.

### Laying the Foundation of His Clerk's Fortune.

Written for the Tradesman.

When the proprietor of the Spring-borough store looked at the five-dollar bill which he had retained from Carl Hustleton's wages, to equalize what he was pleased to call his "flavoring" account, he did it under considerable protest. The boy had earned the money—there was no doubt about that; the girl was more to blame than Carl was and the profit on soda water was at least "from fair to middlin'"; but to take that boy's wages and make him pay twice for a bit of youthful foolishness—the humiliation and shame were double the worth of the money—he did not feel to be just the thing. So he left the bill in his desk, where it was a constant reminder of what he had done and a constant suggestion to turn it to the boy's account. He could afford to double the amount several times and throw it away, where the boy would feel the loss of every cent of it. That would not do. His own peace of mind promptly put a stop to that and this led from time to time to considerable thinking of the bright young fellow and what he ought, as well as what he wanted, to do for him.

The boy's readiness to do everything that was required of him had been a strong recommendation for him from the first. He had never cared whether it was twelve o'clock or six and the work on hand, when the clock struck, was finished before he left the store. From the time he had had a key he had been the first to open the door in the morning and Old Man Means had not once since found anything to find fault with and, what was more to the purpose in the clerk's opinion, anything to laugh at except that blamed "vanilla" business!

This bit of reflection on the part of the storekeeper opened the way for other things. It revealed to him in the first place the fact that the "kid" had managed to find a warm place in his employer's heart and that the employer, thus imposed upon, was glad to acknowledge it. He was getting to depend upon the lively whistle, which was sure to locate the whereabouts of the boy and his busy hands, to break up the quiet and the lonesomeness of the hour just before dinner. He liked the hearty "Good morning, Mr. Means," which invariably greeted him in the morning, and, as he sat there at his desk with the five-dollar bill in hand, he wondered what it would be like to go home at the end of the day without the cheery "Good night."

"Why shouldn't I?" he said to himself at last, as he listened to the ragtime tune which came rollicking in from the back store. "Not a chick nor child to bother or console me. There isn't enough of the old man in him to harm and that little touch of the devil which he has inherited from the Hustletons, if controlled, as it can be, is not a bad quality to have. I believe I'll do it;" and he smoothed out the bill he held. "It may be the making of him and there is more than one fortune that started with a smaller beginning than a five-dollar bill. Carl is seventeen, I guess. Let's see what the five dollars will do for him in ten years."

He took up his pencil and ciphered a little on the margin of the daily paper. "It isn't enough to make him lose any of his sleep," he said as he looked at

the result; "but the principle"—he choked a little at the accidental pun—"of the thing is there and all right and I believe it will be a good thing for us both. He needn't know until he draws it out what I've been doing nor what it amounts to. I shan't miss it and I don't know any better way to make a young fellow provident. I'll believe I'll watch him a little more and see if there are any bad signs sticking out anywhere."

It does not take a man who has his wits about him a great while to make a fair estimate of an open-hearted, well-meaning boy, who has made up his mind early to be a decent sort of a man. At all events at the end of a month Old Man Means had decided that his thought was a good one and that he would act upon it "pretty soon." An incident, slight as it was, hastened his action.

The storm that ended the summer was followed by a sudden change in the weather. At sunset there was a summer atmosphere and at sunrise the weather was cold enough to call for the brightest kind of a fire. The store-keeper had awakened in a shiver and, with overcoat collar turned up and his head drawn down into his shoulders, was hurrying to the store determined that a fire should be the first thing ordered. He found on entering that it had been made already and its welcoming roar and cheering blaze made Carl's whistle all the pleasanter to hear.

"Well done, young fellow! How did you happen to think of this? I didn't know as you knew there was a stove and I knew you'd have to have help in putting it up. What made you think of it?"

"I'll tell you. If there's one thing mother can't stand, it's the cold; and, ever since I've been old enough to notice things, it's been the one thing we've had to do without. I made up my mind long ago that that should be the first thing I'd pay for, and after I came in here, I bargained for a stove and hid it in the woodshed. This morning I woke shivering and in two minutes more I was out wrestling with that stove. As luck would have it, the wind deadened the noise I had to make and by half past six it made me think of 'Old Town to-night!' You should have seen mother. I haven't seen her quite so glad in years. My cheek fairly smarts where she kissed me and I'm not ashamed to tell you I enjoy the smart! That made me feel so glad and thankful that we could have a stove and a fire in the sitting-room all winter that it made me think of you who made it a possibility and—and—I wasn't going to have you bothered with the stove or the fire either, and so I urged father to come over and help me. Nice, isn't it? Sit down and enjoy it. You see I've got your chair already for you."

Old Man Means took off his overcoat and sat down. He reached out both hands to the fire and rubbed them together. He watched the happy-hearted Carl, finishing up the work his double duty had delayed and, when it seemed as if he would whistle that frantic piece of ragtime to death that the boy had been at all the morning, the store-keeper, who knew classical music and loved it, broke in with, "For heaven's sake, boy, stop that racket and come here. I want to talk to you. Unlock my desk and bring me that five-dollar bill you'll find there. Here's the key."

With wonder on his face the boy brought the bill. "This bill—sit down—is what I took out of your last month's wages for that vanilla candy. I find that I have had fun enough to pay for

all that—that she made away with and I'm going to bargain with you in regard to this money. I'll put it into the savings bank at Conneantville in your name, if you will promise to add to it a little every month. Will you do it?"

"You dear Old Man Means, yes!—I wish I was a girl! I'd kiss you once and hug you twice!" was what he said; but not as the cold type says it. He stood for a minute as if he was paralyzed. Then like a flash he ran behind the storekeeper's chair, suiting the action to his speech, threw his arms around the man's neck, kissed him, gave him another hug and rushed into the back store thoroughly ashamed of himself.

"The—little—something—cuss!" exclaimed Old Man Means, as he rearranged his collar and necktie; but for all that for the next ten years the amount that went down on Carl Hustleton's bank book was always twice and often thrice what the young fellow deposited. Richard Malcolm Strong.

## Geo. S. Smith

99 N. Ionia St.

Phone 1214

Grand Rapids, Mich.

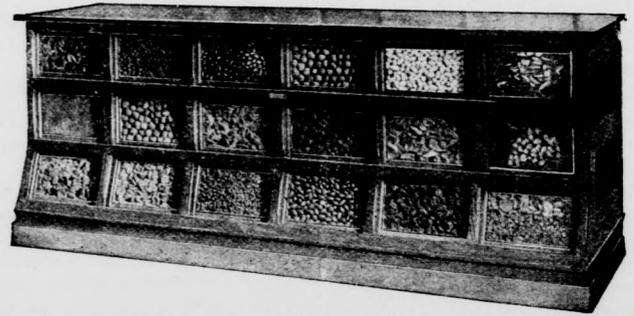
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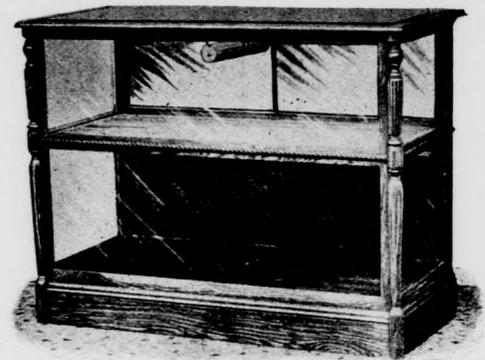


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Shipped knocked down. First class freight.

No. 52.

Description: Oak, finished in light antique, rubbed and polished. Made any length, 28 inches wide, 44 inches high. Write for illustrated catalogue and prices. We are now located two blocks south of Union Depot.

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The above cut represents our Bakery Goods Floor Case No. 1.

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**McGRAFT LUMBER CO., Muskegon, Mich.**

## The Meat Market

### What Causes "Soft Pork."

As bacon figures largely in the exports from Canada, the investigation now in progress into the cause of "soft pork" is of highly practical importance, firm bacon being obviously of superior commercial value to the soft product. The fat of bacon or pork consists really of three distinct fats—olein, palmitin and stearin. At ordinary temperatures the last two are solid, whilst olein is fluid. It is an increased percentage of olein that gives to soft pork its peculiar and characteristic flabbiness. The question arises as to whether the excess of olein can in any way be associated with the kind of food and the system of feeding. At the Central Experimental Farm at Ottawa, Can., about 180 pigs, between six and eight weeks old, were put under experiment. They were all Tamworths or Tamworth grades. As the animals were from time to time killed, the fats taken over the loin and above the shoulder were subjected to analysis, the nitrogenous tissue being estimated, as well as the percentage of olein in the fat proper, and the amount of moisture, while the melting point of the fat was taken. One feature of the scheme is the examination of pigs of different ages from two months to eight months. In immature pigs, as these may be termed, the fat is invariably found to be more or less soft, the percentage of olein usually being large. This appears to be the normal condition of the fat of young pigs, as it occurred with all kinds of feeding that were tried. Some were fed on maize entirely, and some on mixtures of barley, oats, peas, etc., the object being to find out what qualities of pork resulted from the various feeds. It will probably be found that, in order to obtain bacon of the first quality, even with the most suitable rations, a certain age must be attained before slaughtering. Ripeness or maturity would seem to be an essential factor to this end, and the practice of excessive feeding from the start so as to obtain finished hogs at six or seven rather than at nine months old is one that it may perhaps be found necessary to deprecate. The scheme of feeding included the use of maize, both dry and soaked, and a mixture containing equal parts of ground barley, oats, and peas. These were fed in various ways, alone and in mixtures, and in some cases the diet was changed after the animal had reached a weight of a hundred pounds. Pending the conclusion of the investigation it appears warrantable to state that a diet consisting exclusively of maize meal results in a poor quality of pork, the fat containing too much olein. Again, where beans form the larger portion of the ration the pork will be more or less soft; in all of ten pigs under the bean diet, the fat showed a large proportion of olein, but the fat was not so soft as in the maize-fed animals. Further, it appears that pork of excellent quality can be obtained from the mixed ration of equal parts of barley, oats, and peas. The question has yet to be decided as to the proportion of maize meal that can be used in a ration without endangering the quality of the pork, and the stage in the growth of the animal at which maize should be fed if firm bacon is to result. Other matters receiving attention relate to locality, exercise, and the feeding of green stuff, clover and roots. Incident-

ally, some evidence was adduced concerning the excellent effects of including mangels in the food of bacon pigs, the roots being given whole to the animals in order that they may scoop them out themselves. A grain mixture of equal quantities of barley, oats, peas, and maize, with an allowance of mangels up to 13 pounds per head per day, is highly spoken of, but the effect of mangels on the quality of pork has yet to be ascertained.

### Putting Broilers in Cold Storage.

The luscious and tender broiler chicken, a delicacy known to our ancestors only during late spring and summer, now tempts the appetite all through the long winter months. The economy of the new system enables the preserver to store away during the season of plenty in anticipation of the demands of the period of scarcity. Broiled chicken, an impossible dish half a decade ago, now graces the festive board while old Boreas howls disapprovingly, but ineffectively.

Putting broilers in storage began at Chicago, Kansas City, Omaha and other points last week, and if supplies equal expectations a large quantity will be frozen within the next 60 days, which constitutes the active season. On this account small springs, those under 2 pounds, will go to a premium, while the large springs will settle down to the same price as old hens or nearly so. Chickens that weigh, when put in storage, about twenty pounds to the dozen are the size in best demand for storage. On the basis of present prices these broilers will cost, when in storage, 12c per pound for dry-picked and about 11c for scalded. One Kansas City firm has a 60 day contract to put up broilers, and the packing houses will handle them as long as the price and size of the chickens justify.

### Meat Pie Seasonings.

- No. 5.  
6 lbs. pepper.  
6 ozs. cinnamon.  
4½ ozs. cayenne.  
13¼ lbs. salt.
- No. 6.  
1 lb. pepper.  
¾ oz. cayenne.  
3¼ ozs. nutmeg.  
2½ lbs. salt.
- No. 7.  
2 lbs. pepper.  
4 ozs. ginger.  
3¼ ozs. sage.  
5 lbs. salt.
- No. 8.  
5 lbs. pepper.  
2½ ozs. cloves.  
5 ozs. nutmeg.  
12 ozs. coriander.  
12¼ lbs. salt.

### Butcher Obtains Judgment for Slander.

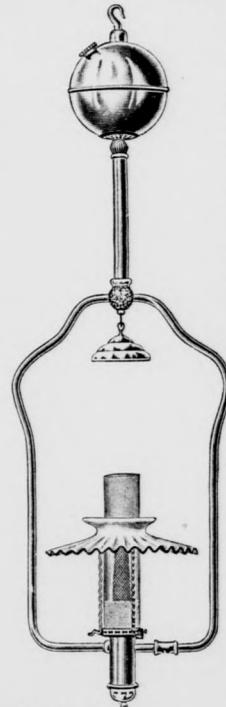
Jacob Blackman, a butcher, of Springfield, Mass., has been given the decision in a \$3,000 damage suit brought against a Catholic priest. The butcher's case was based on the alleged fact that the priest slandered him by making direct references to him from the pulpit on July 15, directing his congregation not to buy from Blackman and threatening to ask them in the confessional if they had disobeyed him and traded with a Jew.

### Why He Likes an Echo.

"Why in the world does Sadleigh spend his vacation alone in the mountains every year?"  
"Because of the echo. He stands and shouts all day long and listens to the reply."  
"Is he crazy?"  
"Not at all. But his wife contradicts everything he says, and once a year he likes to hear a voice that agrees with him."

# Store and House Lighting

For the perfect and economical lighting of dwellings as well as stores **The Imperial Gas Lamp** fills the bill. It is also safe, being approved by Insurance Boards. The Imperial burns common stove gasoline, gives a 100 candle power light and is a steady, brilliant light, with no odor and no smoke. Every lamp is fully guaranteed, and it is made in various styles suitable for different purposes. **The Imperial Gas Lamp** makes the ideal light for Lodge Rooms, because it can be burned as low as desired; does not smoke, and is perfectly safe. Write for Illustrated Catalogue.



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132 & 134 East Lake St., Chicago, Ill.

We will be at the State Fair at Grand Rapids with the following lines: Smalley line of feed and ensilage cutters, Lehr line of cultivators and land rollers, Lansing wagons and buggies, and our new line of 5-tooth cultivators. We should be pleased to meet all dealers in the State.

Yours respectfully,  
**THE CENTRAL IMPLEMENT CO.**  
Lansing, Mich.

## Alexander Warm Air Furnaces



Are made in all sizes and for all kinds of fuel. They have many points of merit not found in any other furnace. Our tubular combination hard or soft coal and wood furnace is

### Absolutely Self Cleaning

Before buying write us for full particulars. We are always pleased to make estimates and help our agents in securing contracts. When we have no agent will sell direct to the consumer at lowest prices. If you are in need of a good furnace write us at once.

**Alexander Furnace & Mfg. Co.**

420 Mill St. So.

Lansing, Mich

## Hardware

### Difficulties of Selling Hardware at a Profit.

Most dealers can and do sell hardware at a profit. The difficulty lies in finding opportunities to sell a sufficient quantity at a profit or to so conduct affairs as to secure enough of the profit to offset the profit and loss and the expense accounts and leave a fair balance at the end of the year on the right side of the ledger.

In writing this paper it must not be understood that the writer has superior knowledge or is entitled to preach or to teach. He is merely collecting results of observations extending through twenty or more years in the hardware trade.

When one understands the obstacles in the way of the retailer, one wonders how he ever succeeds. His stock is declining for four years at least, while it is advancing for one year. Competition seldom allows him to get the full advance, while it forces him to immediately meet all declines. The jobber gets advances immediately, at least on staples. Unlike the jobber also, he can not force off his stock in anticipation of a decline, but must wait for customers who happen to need the things he is overstocked on. He can't force nails onto a man who merely needs a clothes wringer. Neither will the consumer buy two lawn mowers just because they are offered at cost or below. Goods that suddenly become unsalable in one part of the country can be sold by the jobber elsewhere—the retailer is limited by his environment.

In cities, the building of a street car line affects the trade of the retailer for good or ill, and in smaller towns some unexpected change has a like effect, but to the jobber whose business comes through traveling salesmen and mail orders a few blocks change in location has little effect.

The jobber hires men of specialized intelligence for various positions. It would be very strange if the credit man were a good buyer, or the buyer a good salesman and advertiser, yet the retailer must himself do all these things the best he can. Some, from natural aptitude, will do well. He will be assisted in doing the remainder by careful study of trade papers. If he wishes to succeed he will endeavor to profit by the suggestions and advice that he finds in them. In the accumulated wisdom of these suggestions he reaps the benefit of other men's experience. If a man could live through his life several times, and would engage in the same business each time, he would probably gain enough experience to enable him to dispense with advice or with trade papers. The adage, "Experience teaches," is true, but, unfortunately, one scarcely gets through with one "experience" and is on his guard against the next one like it, when an entirely new and unforeseen "experience" is to be met, and he faces trouble again.

Reading a trade paper is like a text book on whist. It won't make an expert out of a totally incompetent person, but it will render material assistance to one who studies comprehendingly.

Nearly every man regards his own business in the same light that the ordinary whist player regards his own hand, viz., as a special case, and to a certain extent he is right, but the good business man like the good whist player, endeavors to learn the general rules and

to apply them, so far as possible, and like the player he is much more apt to win in the end by so doing, even if "luck" should be against him and opposing forces hold all the "big hands" at the start.

In giving advice about the conduct of the business, one must generalize. It is folly to go into minute details, because it is in these matters that localities differ. What is wisdom in one situation would be folly in another. It is wasting time and judgment to tell a merchant what profit he must make on wire and nails. In some localities these things are sold about at cost, for such has come to be the local custom, and the merchants are as prosperous as they are in towns where 20 per cent. is made on them.

Don't waste too much time in catering to individuals; cater to the public. No individual's trade alone will make you prosperous, but the confidence of the public will. If you slap Smith on the back and enquire how Jimmie is getting along with the measles, and how soon the baby is to have his first tooth, Smith is tickled, and tells his friends that you are "all right." There comes a day when Smith believes that you think him to be of supreme importance, and he coincides in this view. He then begins to demand lower prices than you are charging his neighbors, and a longer time for payment. Later on he suspects you of selling him inferior goods, and about this time he wants to borrow money of you without interest, and finally proclaims you to be a rascal. From that day Smith "has it in for you." This makes you sad. If on the other hand you are catering to a community instead of a number of individuals, Smith will probably never get well enough acquainted to get mad at you. He may trade elsewhere from time to time, but he won't try to take other customers with him, and on your part, you may recognize the fact that even if Smith should die, and not trade anywhere, that the public still lives, and that there are as many customers to be had as ever.

A lecturer in one of our leading law schools advised the members of a graduating class to keep their cases before the jury and to keep themselves in the background as much as possible. He advised them not to show the jury how brilliant or how smart they were, because the jury might get to thinking more about the lawyer than about the case, and that would be bad for the case and in the end bad for the lawyer.

In the commercial world your business is your "case," and the purchasing public is the "jury." If you run your business in an impersonal way, like the big department stores, and run it according to the business principles that we all know, Smith won't "have it in for you." He won't expect you to sell him goods below cost; he will be satisfied if you don't grovel before him, and the chances are that he will continue to trade with you.

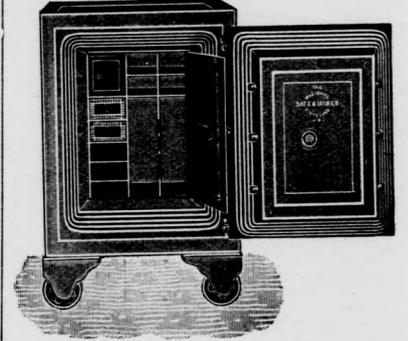
Lack of care in extending credits and the non-enforcement of contracts with debtors are evils in the retail trade. The ordinary merchant is honest. He endeavors to discount his bills, and works continually against being overstocked. He is attentive, almost too attentive to his business. He is temperate in his habits, if for no other reason than because it is business folly to be otherwise. He advertises the best he knows how, and is economical, but as the years go by he wonders why he

hasn't made more money. In most cases the answer is because he has given too much credit. He not only has trusted people who do not pay at all, and people who cause him expense when they are made to pay, but he has too much standing out among people who are "good."

That term "good accounts" is sadly misleading. How often a merchant runs over in his mind a few of these "good" accounts and wishes that he could collect them, so that he might pay a bill or take advantage of a chance for a spot cash purchase. He may estimate the profit on his credit sales, and think he has done wisely to let his goods go out that way, but if he were to estimate the interest which he is entitled to on these accounts, and which he does not get, add to this his losses and the expense of collection; and then figure what he could have saved in his purchases, in his bills payable, interest, and in cash discount; if he had the money instead of the "good" account, he will find that he has not only done a whole lot of work for nothing, incurred a lot of useless worry, but is perhaps out of pocket by giving such credit.

A man with no assets beyond his exemptions, but who is known as "honest," can go into at least one store out of three in a country town and buy goods in the spring, which he promises to pay for, at that indefinite period known to most retailers as "in the fall." If he buys \$15 worth, they will cost the dealer all the way from \$10 or \$12 to \$14 according to the amount of staple goods in the bill. If the customer is actually honest, if he has luck, if he has no sickness, or misfortune, he will pay. The merchant has therefore wagered from \$10 to \$14, not that he is

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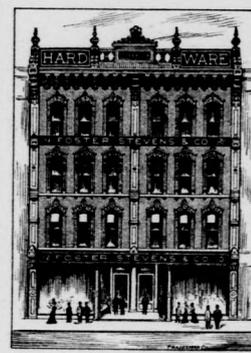
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Safes, or anything else that you may desire, and see what we can do for you. Our prices make it expensive for you to buy elsewhere.

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10 & 12 Monroe St.

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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

going to make \$1 or \$5, but that he will ever get his \$10 or \$14 back. The most that he can make by his wager if all conditions come out right is from \$1 to \$5, and he may lose \$10 to \$14. No gambler or plunging speculator would take such chances, yet many a sober, industrious, economical retailer takes them every day. He does it, not because he wants to, not because he does not know better, but through fear that his competitor may do it if he does not, and thereby gain a problematical customer and a hypothetical profit. No one can account for this fear which seems to pervade the retail world, but it is there.

Two men of like character and means start in business at the same time. One puts his money into banking, the other puts his into the retail business. The chances are, that from this time on, these men adopt entirely different policies. The banker investigates the character and standing of all who get money from him, and in most cases takes collateral or other security. He impresses the borrower with having done him a favor. The merchant on the other hand, seems to think that as soon as he has invested his money in goods, that they haven't much value and must be traded off, or trusted out. He takes no note, or seldom takes a note, or other evidence of indebtedness; he has but the vaguest understanding of his customer's reliability, and gives him in many ways to understand that he is under obligations, because he has been allowed to trust him, and finally when the customer pays, if he does pay, he will make that customer a present ranging from a pocket knife up, to show him what a good fellow he is. This is all caused by that constant fear so many retailers have, that their competitors will gain something, unless they do something foolish, and thereby prevent him.

What follies merchants commit because of this stupid and unreasoning fear of their competitors! They buy things they should not, for fear he will get them—they trust men they should not, for fear the competitor will sell to them—they bid on a bill of goods and their competitor gets the order, then they cut the price thereafter, to all comers, on the same goods and so lose the profit they were formerly making.

In a town where the usual profit on window glass, by the light, was 40 per cent., a seller bid on a repair job at 25 per cent. profit and lost the order. This was in the beginning of the glass season, early autumn. He therefore dropped his price to about 10 per cent. profit by the light, because he did not propose to lose his glass trade. He didn't lose his glass trade, but he lost his profit, and all because he had lost a \$20 job, and because of the fear that his competitor was going to run him out. Don't fear your competitor. Don't think of him any oftener than possible. Don't allow your clerks to speak of him to your customers except in pleasant terms, but keep your thoughts on your own business.

Many merchants lose a good sized sum annually, or many customers, or both, by an indiscriminate and injudicious system of "warranting." Some salesmen "warrant" everything in the store except nails and window glass, and will even speak in the highest terms of these. No one knows, until he has tried, how few times in a year he will lose a sale because he does not guarantee. The less a salesman says

about the quality of an article in making a sale, the less friction there will be later on. If the customer is not led to believe too much, he is easily satisfied, and the matter ends with the purchase. If he buys a 50c jackknife and is merely assured that it is of a good make and is a good knife for the price, he will be satisfied, if that is just what the knife should prove to be; but if the salesman goes on to assure him that nothing ever made in Damascus or in Toledo was of such exquisite quality as this hand forged blade, the purchaser gets mad later on, when he finds he can't use it for a can opener or to cut stovepipe with. When a man is making a sale it is a case of "Least said soonest mended."

This matter may appear trifling to some, but the merchant whose customers are best satisfied with their purchases, is the one who keeps his customers, and the extravagant, useless, guaranteeing that is indulged in by so many salesmen, is the cause of losing many a good man's trade, when he finds that he has bought only an ordinary article instead of one of supernatural perfection.

- To succeed, therefore, you should
1. Carefully study the trade papers.
  2. Cater to the public, rather than waste time trying to get into the good graces of individuals.
  3. Use care in extending credit, and insist on your debtors fulfilling their contracts on time.
  4. Cease fearing your competitors or worrying about what some other merchant is going to do. Think rather about your own business.
  5. Don't knock the bottom out of your own prices just because your competitor has sold some bill that you expected to. Maybe he got as good prices as you made on it.
  6. See how many sales you can make each day without guaranteeing.
  7. Remember that your goods cost money, that they are money. Treat them as respectfully as you would money. Don't fool them away because they are "goods" and because you "keep a store."—G. H. Loghed in American Artisan.

For the first time since letter postage was reduced to 2 cents, postal receipts for the first quarter of the present year were in excess of expenditures. Considering the volume of business, \$27,371,794, the excess was not large—\$205,000, but a break however slight in the long score of postal deficits is noticeable and welcome. Postoffice receipts are an excellent barometer of the volume of the people's business. Four years ago the total receipts for the corresponding quarter were \$21,917,766, or about \$5,000,000 less, and the deficiency about \$1,000,000. The betterment shown this year does not assure a surplus in the year's business, but it is regarded as a sure indication that the deficiency will be less than the estimate. If the mails could be cleared of their immense volume of dead-head matter the people could have 1 cent postage, and the service be done at a profit.

Efforts are being made to install American sweet potatoes in the European markets. Those exhibited at the Paris Exposition attracted great attention.

This world would probably be better if fewer people had the idea that the only time to study the Bible is just before they go to Sunday school.

Hardware Price Current

Augurs and Bits			
Snell's			60
Jennings genuine			25
Jennings' imitation			50
Axes			
First Quality, S. B. Bronze		7 00	
First Quality, D. B. Bronze		11 50	
First Quality, S. B. S. Steel		7 75	
First Quality, D. B. Steel		13 00	
Barrows			
Railroad		17 00	
Garden		32 00	net
Bolts			
Stove		60	
Carriage, new list		70&10	
Plow		50	
Buckets			
Well, plain		\$4 00	
Butts, Cast			
Cast Loose Pin, figured		65	
Wrought Narrow		60	
Cartridges			
Rim Fire		40&10	
Central Fire		20	
Chain			
Com.	1/2 in.	5-16 in.	3/4 in.
BB	7 c.	6 c.	5 c.
BBB	8 3/4	7 3/4	6 3/4
	8 3/4	7 3/4	6 3/4
Crowbars			
Cast Steel, per lb.		6	
Caps			
Ely's 1-10, per m.		65	
Hick's C. F., per m.		45	
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.		65	net
Corrugated, per doz.		1 25	
Adjustable		40&10	dis
Expansive Bits			
Clark's small, \$18; large, \$26		40	
Ives' 1, \$18; 2, \$24; 3, \$30		25	
Files—New List			
New American		70&10	
Nicholson's		70	
Heller's Horse Rasps		70	
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27,		28	
List 12 13 14 15 16.		17	
Discount, 70			
Gauges			
Stanley Rule and Level Co.'s		60&10	
Glass			
Single Strength, by box		80&20	dis
Double Strength, by box		85&10	dis
By the Light		80&10	dis
Hammers			
Maydole & Co.'s, new list		33 3/4	dis
Yerkes & Plumb's		40&10	dis
Mason's Solid Cast Steel		30c list	70
Hinges			
Gate, Clark's 1, 2, 3.		60&10	dis
Hollow Ware			
Pots		50&10	
Kettles		50&10	
Spiders		50&10	
Horse Nails			
Au Sable		40&10	dis
Putnam		5	dis
House Furnishing Goods			
Stamped Tinware, new list		70	
Japanned Tinware		20&10	
Iron			
Bar Iron		2 25	c rates
Light Band		3	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		70	dis
Mattocks			
Adze Eye		\$17 00	dis
600 pound casks.		7 1/2	
Per pound		8	
Miscellaneous			
Bird Cages		40	
Pumps, Cistern		75	
Scraws, New List		80	
Casters, Bed and Plate		50&10&10	
Dampers, American		50	
Molasses Gates			
Stebbins' Pattern		60&10	
Enterprise, self-measuring		30	
Pans			
Fry, Acme		60&10&10	
Common, polished		70&5	
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27		10 75	
"B" Wood's patent planished, Nos. 25 to 27		9 75	
Broken packages 1/4c per pound extra.			
Planes			
Ohio Tool Co.'s, fancy		50	
Scotia Bench		60	
Sandusky Tool Co.'s, fancy		50	
Bench, first quality		60	

Nails			
Advance over base, on both Steel and Wire.			
Steel nails, base		2 55	
Wire nails, base		2 55	Base
20 to 60 advance			
10 to 16 advance		5	
8 advance		10	
6 advance		20	
4 advance		30	
3 advance		45	
2 advance		70	
Fine 3 advance		50	
Casing 10 advance		15	
Casing 8 advance		25	
Casing 6 advance		35	
Finish 10 advance		25	
Finish 8 advance		35	
Finish 6 advance		45	
Barrel 7/8 advance		85	
Rivets			
Iron and Tinned		50	
Copper Rivets and Burs		45	
Roofing Plates			
14x20 IC, Charcoal, Dean		6 50	
14x20 IX, Charcoal, Dean		7 50	
20x28 IC, Charcoal, Dean		13 00	
14x20 IC, Charcoal, Alloway Grade		5 50	
14x20 IX, Charcoal, Alloway Grade		6 50	
20x28 IC, Charcoal, Alloway Grade		11 00	
20x28 IX, Charcoal, Alloway Grade		13 00	
Ropes			
Sisal, 1/2 inch and larger		8	
Manilla		12	
Sand Paper			
List acct. 19, '86		dis	50
Sash Weights			
Solid Eyes, per ton		25 00	
Sheet Iron			
Nos. 10 to 14	com. smooth.	com.	
Nos. 15 to 17			\$3 20
Nos. 18 to 21			3 20
Nos. 22 to 24		3 60	3 40
Nos. 25 to 26		3 70	3 50
No. 27		3 80	3 60
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 50	
B B and Buck		1 75	
Shovels and Spades			
First Grade, Doz.		8 00	
Second Grade, Doz.		7 50	
Solder			
1/2@3/4		21	
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—Alloway Grade			
10x14 IC, Charcoal		7 00	
14x20 IC, Charcoal		7 00	
10x14 IX, Charcoal		8 50	
14x20 IX, Charcoal		8 50	
Each additional X on this grade, \$1.50			
Boiler Size Tin Plate			
14x56 IX, for No. 8 Boilers,		per pound..	10
14x56 IX, for No. 9 Boilers,			
Traps			
Steel, Game		75	
Oneida Community, Newhouse's		40&10	
Oneida Community, Hawley & Norton's		65&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		3 20	
Barbed Fence, Painted		2 90	
Wire Goods			
Bright		80	
Screw Eyes		80	
Hooks		80	
Gate Hooks and Eyes		80	
Wrenches			
Baxter's Adjustable, Nicked		30	
Coe's Genuine		30	
Coe's Patent Agricultural, Wrought.		70&10	

**Aluminum Money**  
Will Increase Your Business.

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

Cheap and Effective.  
Send for samples and prices.

## Butter and Eggs

Observations by a Gotham Egg Man.

Egg shippers have been loud in their condemnation of the loss off method of selling eggs in distributing markets and have long insisted that the "at mark" method was the only right one. For several years past we have maintained that if all receipts at New York were to be sold as they were, at mark, the quality being judged when the sale was made and the price fixed accordingly, it would tend to encourage a close assortment of eggs at primary points and diminish the losses endured by the egg trade at large from packing and shipping worthless stock. There has been a rapid drift toward case count selling in this market until now only a small part of the Western eggs are sold on any other basis. Some buyers still insist upon making purchases loss off and some receivers continue to do part of their business on the old basis, but as a rule the loss off quotation for eggs in this market is now used chiefly as a basis upon which to judge the case count value of various lots, and very frequently, even where sales are made loss off, receivers make returns at mark at an equivalent figure.

The change in the basis of sales necessitates a much wider range in the normal selling value of the various qualities and shippers of Western eggs to this market should understand fully the meaning of the different grades as specified in the quotations given from day to day in order to be able to judge of the actual value of their particular shipments.

Under the old method shippers could never get much idea of the actual net value of their goods from the quotations made on a loss off basis. They could know the range of selling values on a loss off basis but could get no information as to the net result until their account of sale turned up, and were obliged to wait for this until the buyers of their goods reported the loss to the receivers. Now they can get a closer idea of net values from the daily quotations, provided they learn to judge of the quality of their stock in relation to the specifications made in quoting the various qualities.

Under the old method a wide range of quality was sold at a nominally uniform price per dozen, the differences being compensated by different loss returns, and shippers of medium grade eggs were accustomed to getting account of sale at top quotation with the loss deducted. But of course when mark sales are made the differences in quality have to be offset by differences in price per dozen and a wide range of quotations becomes necessary. At the present time there is a range of about 6c per dozen in the case count value of the different grades of Western fresh gathered eggs and during the extreme heat of the past summer the range was often still wider.

We think that many shippers who are now putting up goods without grading and of which the selling value here is now around 15@16c, at mark, would find it profitable to set up candling facilities and make an effort to establish a reputation for their brands by assorting closely and before the candle. The merit of such goods is appreciated by case count buyers and full prices can be realized here for superlative quality.—N. Y. Produce Review.

### He Accepted the Receipt.

In days of old men were not so proficient in the art of writing as they are

at the present day. Then, hieroglyphics took the place of written characters, and some of the ancestors of our present over-educated aristocrats were in the habit of dipping their sword points in the ink and making their marks therewith every time their signatures were necessary.

There were once two farmers who were quite deficient in the art of writing, one of whom was indebted to the other for a considerable sum. Over this debt they fell out, with the result that the debtor thought it best to settle his indebtedness without delay. At the same time, suspiciously or shrewdly, he demanded a receipt of his hostile creditor.

The latter, in view of this demand, found himself in quite a dilemma, inasmuch as he was incapable of writing even his name.

He thought over the matter carefully for some time and at last he saw a way out of the difficulty. If he could not write, he could at least draw. Very soon he had made a rough sketch of the body of a man "hanged by the neck until he was dead."

"What is that?" enquired the astonished debtor who had demanded a receipt.

"That," said the artist, triumphantly, "is your receipt."

"What's it mean?" was the next puzzled question.

"Settled."

And the farmer who wanted a receipt, looking upon the picture, was obliged to admit it did spell "settled" as correctly as the proper combination of certain letters of the alphabet. He accepted the receipt.

### Bloomless and Seedless Apple.

There may be "Nothing new under the sun," but people are constantly finding out things they did not know before. The San Leandor Reporter has the following to say of a new seedless apple:

A branch of an apple tree heavily laden with fruit buds was recently exhibited at Sedalia, Mo. This is apt to create quite a sensation among fruit growers, as it is a seedless apple and is possessed of many excellent qualities over the other numerous varieties of apples. An exchange says: One of its many advantages is the fact that it does not bloom, so that it is incapable of suffering from early spring rains which affect other varieties by washing the pollen out. Its keeping qualities are said to be marvelous, easily retaining its advantages for a year. It is also a young and heavy bearer and hardy. The exhibit was made by W. F. Jackson, who possesses the only stock of this apple in existence and it originated from a chance seedling.

### The Texas Pecan Crop.

Texas, having beat the record on small grain and succeeded fairly well with corn, is about to gather the best pecan crop for five years, according to reports from the best districts, received by shippers who have already booked large orders for both domestic and foreign demand. A Waco exporter who sells Texas pecans in Europe and in Asia said that advices from Brown, Coleman, San Saba and other counties of Western Texas indicate a very large crop of fine nuts. He said it is impossible to overstock the pecan market, as the demand is large enough to take care of twice the world's entire products, four-fifths of which is produced in the Lone Star State. The exporter added that with plenty of grain made and good prospects for cotton the pecan crop coming in extra ought to give Texas a big start up the hill this year.

### Novel Scheme to Save Peaches.

A peach grower near Georgetown, Del., protected his trees from the depredations of fruit thieves this summer by conspicuously displaying this legend on signs nailed to the fence surrounding his orchard: "Caution! This fence is surmounted by a live electric wire!" The wire could be seen on top of the fence, strung on glass insulators, and no one attempted to meddle with it.

## Walker Egg & Produce Co.,

54-56 Woodbridge Street, W. 24 Market Street, 484 18th Street, Detroit, Mich.  
150 King Street, 161-163 King Street, Chatham, Ontario.

### Commission Merchants and Wholesale Butter and Eggs.

We are in the market for

200,000 lbs. Dairy Butter, 100,000 doz. Eggs.

Write us for prices. We pay CASH on arrival. We handle in our Detroit stores a full line of Country Produce, Fruits, Cheese, Beans, Peas, etc. We can handle your consignments promptly and make satisfactory returns. Send us your shipments. Established 15 years.

References: Any Detroit or Chicago bank.

ESTABLISHED 1890.

## Hermann C. Naumann & Co.

### Wholesale Butchers, Produce and Commission Merchants.

Our Specialties: Creamery and Dairy Butter, New-Laid Eggs, Poultry and Game. Fruits of all kinds in season.

388 HIGH ST. E., Opposite Eastern Market, DETROIT, MICH. Phone 1793.

REFERENCES: The Detroit Savings Bank, Commercial Agencies, Agents of all Railroad and Express Companies, Detroit, or the trade generally.

country preferred. CO  
WANTED—EVERY DEALER IN EGGS,  
butter and poultry to write for prices or make  
a trial shipment to the leading produce house on  
the Eastern market. SCHAFFER, BERNIS & Co.,  
398 E. High St., Detroit, Mich.  
COOK—By young women, with good reference. Call  
125 West 60th-st., near Vanhousen's bell.  
To send to Sweden, by Swede, with AI reference.  
PETERSON

ADMN  
near Central  
bathrooms, 18 room  
tric light; cabinet  
thing West Side; sell cheap  
rent, \$2,500; night exchange  
F. K. HOUGH

Co Let for



## Fibre Butter Packages

Convenient and Sanitary

Lined with parchment paper. The best class of trade prefer them. Write for prices to dealers.

Gem Fibre Package Co.  
Detroit, Michigan

## Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

Butter, Eggs, Poultry, Game, Dressed Meats, Etc.

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.

WE WANT TO BUY

# HONEY

ALSO NEED PEACHES, PLUMS, PEARS.

WRITE US.

STRANGE & NOKES, CLEVELAND, OHIO.

Peaches, Pears, Plums, Apples, Grapes, Etc.

Sold on commission, bought or contracted for. Write for prices, etc.

R. Hirt, Jr.,

Wholesale Produce Merchant,

34 and 36 Market St., Detroit, Mich.

Cold Storage, 435, 437, 439 Winder St.

REFERENCES:

City Savings Bank, Commercial Agencies and trade in general.

## Fruits and Produce.

### The Apple in Story and Song.

Women and apples, beginning with Mother Eve, have ever been associated together. In classic lore Pomona had the apple especially under her care, and in Rome she was peculiarly honored, having a splendid temple built for her exclusive use. She is represented in ancient sculpture and painting as a maiden fair to see, with a crown of apple leaves upon her brow, while her hands uplift a fold in her robe, in which are heaped apples, with other fruit. In those times, also, the golden apple was awarded to Venus for her superior charms, and the story of Atalanta and Hippomenes is interesting, as told by Bacon in his essays. Atalanta was exceedingly fleet of foot, and her lover was to win the race in order to espouse her; if he lost, his life was forfeit. The maiden had already conquered numbers of adorers, who died because of love, when the new suitor entered the lists, determined to win or die. But, believing that, as in war, all was fair in love, he determined to succeed by strategy should fleetness fail. So, when he started in the race, he carried with him three golden chequed apples and when fleet footed Atalanta sped on in front of him he threw forward one of the three apples, so it would cross her path. She saw, she sighed, she stopped. Tempted, like Mother Eve, she yielded, and Hippomenes ran by her side as she started again in the race, holding the golden apple in her hand. Again the ardent lover lagged, and again was the apple temptation thrown. But not yet was Atalanta won. The third apple rolled before her just as the goal was won, and when she stooped to secure the prize Hippomenes touched the victor's pole in triumph. So love was lord of all and yielded to the apple's charm.

From the earliest ages, way back into the dim distances of mythology, the apple has been the favored fruit, associated with human happiness, typifying human prosperity and even associated with the idea of immortality. Witness the story in Northern mythology of its power to confer immortality upon those who eat it. The trees were carefully guarded by the goddess Iduna, so that when the gods felt themselves growing old they could come to her, eat of the fruit of gold and feel the blood of new life coursing through their veins.

In the time of the Druid priests they were accustomed to bless the apple, which became a charm, warding off evil and bringing good to those who were fortunate enough to possess the magic gift.

Allusions to the apple in the Bible are not frequent.

In the field of English literature the golden fruit gleams through prose and poetry and lingers lovingly at the feasts in hall and cottage, and when the poet wished to depict the freshness and the fairness on a maiden's cheek he could find no more suitable simile than that given by the apple blossom.

The apple figures prominently in the ceremonies of All Hallowe'en, and its succeeding day, November 1, was dedicated by the early English to the titular saint of fruit and seeds, and was called the Day of the Apple.

It is probable that more home memories cluster about the apple than any other fruit. Of it John Burroughs says: Noble, common fruit, best friend of

man and most loved by him, following him, like his dog or his cow, wherever he goes! His homestead is not planted till you are planted, your roots intertwine with his, thriving best where he strives best, loving the limestone and the frost, the plough and the pruning knife. You are, indeed, suggestive of hardy, cheerful industry, and a healthy life in the open air. Temperate, chaste fruit! You mean neither luxury nor sloth, neither satiety nor indolence, neither enervating heats nor the frigid zones. Uncloying fruit—fruit whose best sauce is the open air, whose finest flavors only he whose taste is sharpened by brisk work or walking knows; winter fruit, when the fire of life burns brightest; fruit always a hyperborean, leaning towards the cold; bracing, subacid, active fruit! I think you must come from the North, you are so frank and honest, so sturdy and appetizing! You are stocky and homely, like the Northern races. Your quality is Saxon. Surely the fiery and impetuous South is not akin to thee. Not spices or olives, or the sumptuous liquid fruits, but the grass, the snow, the grains, the coolness, are akin to thee. I think if I could subsist on you, or the like of you, I should never have an intemperate or ignoble thought, never be feverish or despondent. So far as I could absorb or transmute your quality I should be cheerful, content, equitable, sweet blooded, long lived, and should shed warmth and contentment around.

### Why Shippers Should Patronize Specialty Houses.

Years ago a commission merchant in this market received and sold about everything that happened to come along, charging different commissions for the various articles handled according to their perishability. For instance 10 per cent. for fruit, 5 per cent. for poultry and so on throughout the list of produce. As time advanced conditions changed and the various firms made certain articles a specialty, giving them their attention to the neglect of other lines of goods. In this way the various firms in the commission line have built up a trade for certain commodities until now many houses handle only one or two articles and the various trades have drifted apart, more so than in any other market. Some firms still handle a line of articles, but to a great extent the various different trades have become so separated that they are now centered around each other in different parts of the city. Each year this has gradually become more and more pronounced. For example furs and skins, which were formerly handled by merchants on the west side, are now mostly handled further up and across town and the merchants making these a specialty handle little if anything else. The butter and egg trade has drifted away from the poultry and game business, and fruits and vegetables is another branch of the commission business. Few butter houses care to bother with poultry or game, and the large poultry and game houses rarely handle anything else, many of them not even caring for eggs.

The buyers of the various articles see the quarters where the goods which they want are to be found. One looking for poultry will not go into the butter district, and a merchant looking for butter or cheese seeks the center where these articles are handled extensively. And so it is that a poultry merchant receiving butter or a butter merchant receiving fruits or vegetables has no trade for them and either has to turn them over to another house making a specialty of them, or sell them for a lower price than could probably be obtained by a receiver of these goods only.

The larger shippers usually keep in touch with the wholesale markets, but many of the smaller ones do not, and even many of the larger ones rarely visit the wholesale markets, or this one in particular. A shipper might visit Chicago or some of the smaller Western or Southern markets and form little idea how business is transacted in New York. Many of these markets, and even some of the larger ones, conduct a miscellaneous business something like New York did years ago.

There is less profit in the business than in former years, both for the shipper and commission man, and shippers should study the conditions so that they can realize all the profit they are entitled to, visiting the market they patronize as frequently as possible and studying the conditions there as well as at their end of the business. Probably one of the most important things in the shipping business is the selection of a commission house to handle the articles shipped and one should be picked out which makes a specialty of the goods the shipper is dealing in.

The old expression, "time is money," is certainly true with buyers

who are drawn to the centers where the goods they seek are handled most extensively, and shippers following their goods here on the market, readily see what an advantage they have by being in the hands of the commission merchant making them a specialty.—N. Y. Produce Review.

No man ever gained anything but contempt and ruin by incessantly halting between two opinions.—Dean Farrar.

## For No. 1 Fresh Eggs

Will pay 16½ cents delivered Chicago, new cases included, ½c less cases returned, no commission nor cartage.

Dittmann & Schwingbeck,

204 W. Randolph St., CHICAGO.

# SEEDS

Clover, Timothy, Blue Grass, Orchard Grass, Rep Top. etc. Quality Good. Right Prices.

Send us your orders.

## MICHIGAN PEACHES NOW IN MARKET MOSELEY BROS.

Jobbers of Fruits, Seeds, Beans and Potatoes

26, 28, 30, 32 Ottawa Street

Grand Rapids, Michigan

## F. CUTLER & SONS, Ionia, Mich.

WHOLESALE DEALERS IN

### BUTTER, EGGS AND POULTRY,

Write or wire for highest cash price f. o. b. your station. We remit promptly.

Branch Houses. ESTABLISHED 1886.  
New York, 874 Washington st.  
Brooklyn, 225 Market avenue.

References.

State Savings Bank, Ionia.  
Dun's or Bradstreet's Agencies.

## GRASS SEED, PRODUCE, FRUIT, ETC.

## POULTRY, EGGS, ETC.

We handle everything in the line of Farm Produce and Field Seeds. Our "Shippers' Guide," or "Seed Manual" free on application.

Established 1884 THE KELLY CO., 150-152 Sheriff Street  
Cleveland, Ohio.

References: All mercantile agencies and Park National Bank.

WANTED: 1,000 Bushels White Rice Pop-Corn.

## PEACHES

Every indication points to a large crop and that the fruit will be of the finest quality. We solicit your standing order for regular shipments and can guarantee you satisfactory service and lowest prices.

Vinkemulder Company,  
Grand Rapids, Mich.

# Butter Wanted

I will pay spot cash on receipt of goods for all grades of butter, including packing stock.

C. H. Libby, 98 South Division Street,  
Grand Rapids, Mich.

## SHIPPING GROCERIES.

## Some Changes Which Three Decades Have Wrought.

"Thirty-four years ago. Let's see. That would bring it back to 1866, wouldn't it? Grand Rapids has changed somewhat since then. "That was when I came," and Alexander Keith, as he said it, looked through the Tradesman's windows to the noble forest above John Ball Park, as if he saw there the picture of Grand Rapids as it was nearly two generations ago. "I was something of a youngster then and I came over the only railroad there was here then—the D. & M. Until something turned up I took to teaming. There was no trouble in those days for a man with two stout hands to get a job, if he could drive a team; and, for five months or so, I got a pretty good idea of the lay of the land in and about Grand Rapids. The D. & M. depot hasn't changed its location and you can imagine that with all that teaming to do there were lively times along the road from there to the town. L. H. Randall was the only wholesale grocer in the city then and his place was on the corner of Canal and Lyon streets. The orders used to come in in the afternoon and, from that time on, there wasn't a chance to tell even short stories. Work was the word and there was no let up until the orders were filled and the goods were ready to go back next day.

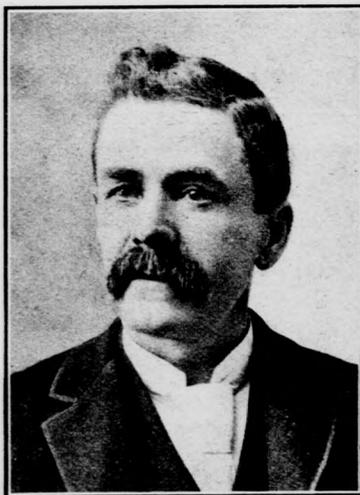
"Spring and fall were the times when Mr. Randall did most of his buying for heavy stocks. That took him East twice a year. That makes me think: I haven't seen a hogshead of sugar for years and it came in no other way then. In summer freight used to come by boat; and I remember at one time that sixty-five hogsheads of New Orleans sugar came by the way of the lakes from New York. New Orleans molasses was a favorite sweetening then and this market had its share.

"Our means of drayage at that time would look as strange on the streets now as the automobile does. Every teamster drove a two-wheeled dray and Monroe and Canal streets had a double line of them, moving in different directions most of the time between here and the depot. A man, going along Canal street to-day and seeing the wagons, moving smoothly over the asphalt, can hardly believe a statement in regard to the old condition of things. Canal street was paved a block north of Bridge street. The rest of the distance was sand and mud and there were times when it was best for women and children not to hear what remarks the teamsters made to their teams. The drays after awhile gave way to the larry, and to the old teamster, who can compare the old way with the new, the contrast is a pleasant one and is on the side of the larry every time.

"I sometimes hear traveling men growling about the tough times they have, but I notice the biggest grumblers are the youngest men. They are more numerous now than they used to be. Mr. Randall's one man used to start out in his buggy, calling from town to town and completing his circuit every three weeks. From all accounts he had some tough experiences. The average place to put up at was no better, in the early days, than it is now. The table wasn't any too good and the sleeping accommodations were sometimes enough to make a man itch to hear about. Ten traveling men have taken the place of that man in the buggy. There is no freezing half to death in the winter, nor

a great deal of melting in the summer. I've seen the men come in during both seasons a little the worse for wear; but the dust that they complain of now isn't half so thick on them as it used to be on the man in the buggy, and the 'bus ride from the depot to the hotel isn't anywhere near as severe as the miles across the country in the face of the storm, which the oldtimer had to encounter as surely as the winter came. The men get around in two weeks now. They go farther and do more business, but there are ten times more of them and they endure ten times less hardship in ten days than the one man did in one.

"This does not mean that men engaged in the wholesale store, inside or outside, are having a soft snap. There is no dodging hard work and enough of it wherever we are. There are now appliances which never were dreamed of in the early days; but for that matter



neither was the work which is done now. A carload of sugar reaches the city. It is uncoupled from the rest of the train and sidetracked to the warehouse, where it is quickly taken care of. If it is to go into an upper story, the elevator soon does the work, taking the men up with the sugar if they want to go.

"That wasn't the way of it once. A hogshead of New Orleans sugar was no trifling affair. We had what was called a sugar mill then and the hogshead was rolled close to it and the heads taken out. The mill consisted of two iron rollers—one was furnished with a crank—with a hopper above them and the first thing to be done with the sugar was to crush it in the mill. That was hard work and the strongest man on the force was placed at the crank, while two men shovelled the sugar by the scoopful from each end of the hogshead into the hopper. This treatment of the sugar was necessary not only to crush the sugar which had become hardened but to make it uniform, that at the bottom of the hogshead, being damper and heavier. The sugar thus prepared was put into barrels and ready for shipment.

"That crank was as big a terror to the workman as turning the grindstone was to a farm boy of the same period, and a load of sugar was as much an object of dread to the man at the crank as a new scythe or a dull axe was to the boy. It is stated that when the sugar mill was at the height of its usefulness, a certain photographer of Grand Rapids, weary of his art, determined to give it up and learn the grocery business from the basement up. He stated his

intention to Mr. Randall, who listened to him kindly and as kindly "took him in." The workman at the sugar mill needed no urging to give up his job for one higher up and, if any one needs posting in regard to the amount of muscle required to drive the old-fashioned sugar mill, without doubt he can get the information of Richard Warren, who served a full apprenticeship at the crank before entering upon the higher sphere of usefulness which he now so satisfactorily fills.

"The man who used to run the old hand-elevator had no easy job. Weight and muscle were leading requirements and the muscle had no chance to get flabby. Hard work at all times, it was worse in summer with the thermometer up in nineties and many a day the man with that job never had a dry thread on him until he got home at night. There is where improvement comes in and the elevator boy—it wasn't boy then—who thinks he is having a hard time would soon change his tune if he should have a little of the old music his father and grandfather used to be too tired to whistle!

"Some changes have taken place in the matter of stock handled. Flour was not at one time wholesale merchandise. It went directly from the mill to the store in barrels. These have given way to bags of paper and cloth. Codfish came in 450 pound boxes. They were taken out and tied up into bundles—work not now required, the packers having introduced new methods of treatment and of handling. Another article of merchandise not often handled now is the old-time apple sauce, the jelly of modern times taking its place.

"Among all these changes from the

old to the new, it may be safely stated that one notable exception remains, the responsibility and the called-to-account-iveness of the shipping clerk. Time has made and will continue to make sweeping changes in other directions; but the shipping clerk sees no relief. In the old days, as in the new, whatever is amiss is the fault of the shipping clerk. A man coming into the front office with a complaint is directed by a motion of the hand to the back door and the workman in the back store with his hands full nods towards the shipping clerk's office when the complaining customer attacks him. Business increases and complaints vary in kind and in intensity, but with a serenity that the years can not overcome the shipping clerk keeps on in the even tenor of his way with the single and only consolation that "he that endureth to the end the same shall be saved."

## Wouldn't Be Selling Clothing for a Living.

Wilhelm Thomann, for many years chef of the Tremont House, at Chicago, was famous for his tomato soup. Every time it appeared on the bill of fare some one was certain to ask for the recipe. It was a delight to send the enquirer up to the kitchen, for Thomann, after explaining his process at length, would always end up with a request for the guest's occupation and the reply: "But if you could make soup like dot you wouldn't be selling boys' clothing for a living."

## Money In It.

"Maude thinks there is money in her voice."  
"Yes, it might do to yell 'Cash!' with in a department store."

Dyspepsia discovered the stomach, and indigestion keeps it in mind.

## Brilliant Self Making Gas Lamp

Third Season and Still in the Lead

CLAIMS THAT INTEREST BUYERS

We don't claim to make the cheapest lamp, but we do claim to make the best, most reliable and practical lamp in the market.

One without fault or objection, that is always right and ready. There are more of them in use than all other Gasoline lamps combined, giving perfect satisfaction and taking the place of thousands of the others that are thrown aside as failures; that's why the trade want the Brilliant for their stores, their homes and to sell. It's light, not fixture, that is wanted.

Brighter than Electricity, Safer and Better than Kerosene or Gas

100 Candle Power light; 18 hours from one quart of Gasoline.

The lighting season is here. Start it right. Don't be misled by impossible claims of irresponsible parties.

We are lamp manufacturers and have been for 35 years.

An agent wanted in every town.



Brilliant Gas Lamp Co., 42 State street, CHICAGO, ILL.

GEO. BOHNER, Agent.

## Commercial Travelers

**Michigan Knights of the Grip**  
President, E. J. SCHREIBER, Bay City; Secretary, A. W. STITT, Jackson; Treasurer, O. C. GOULD, Saginaw.

**Michigan Commercial Travelers' Association**  
President, A. MARYMONT, Detroit; Secretary and Treasurer, GEO. W. HILL, Detroit.

**United Commercial Travelers of Michigan**  
Grand Counselor, J. E. MOORE, Jackson; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, W. S. MEST, Jackson.

**Grand Rapids Council No. 131, U. C. T.**  
Senior Counselor, JOHN G. KOLB; Secretary-Treasurer, L. F. Baker.

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

### Meeting of Local Traveling Men—Strong Resolutions Adopted.

A meeting of the Grand Rapids traveling men was held at Sweet's Hotel Saturday evening to consider the advisability of extending an invitation to the Michigan Knights of the Grip to hold its annual convention in this city on Thursday and Friday, December 27 and 28. The meeting was presided over by Manley Jones, chairman of Post E, who read a letter from President Schreiber, stating why it is not convenient to hold the convention at Jackson or Owosso and expressing the hope that the Grand Rapids boys could see their way clear to invite the organization to hold its 1900 convention in this city. The matter was discussed very fully by those present and, although no formal resolution was adopted covering the subject, it was decided that if \$750 could be voluntarily raised by the traveling men of Grand Rapids, it would be feasible to extend the invitation. Ten subscription lists were thereupon drawn up and placed in the hands of ten different men, going in different directions, in the expectation that each gentleman would secure the signature of fifteen traveling men who will agree to contribute to the expense of the occasion to the amount of \$5.

Another meeting will be held at the same place on Saturday evening of this week for the purpose of comparing notes and ascertaining whether the requisite amount of money has been secured to assure the success of the undertaking.

While no resolution was adopted, it seemed to be the sentiment of everyone present that no contributions should be solicited from the wholesale trade or manufacturers of the city; that the entire expense of entertainment should be borne by the traveling men themselves, and that the entertainment features should be conducted on such an economical basis that \$750 will cover the entire amount needed to be raised for that purpose.

The time being opportune for the discussion of the action of the Lake Shore Railway in withdrawing from the Northern Mileage Bureau, E. E. Wooley presented the following resolutions, which were unanimously adopted as expressing the sentiment of every traveling man:

Whereas—The Lake Shore & Michigan Southern Railway has peremptorily withdrawn from the Northern Mileage Ticket Bureau, without due notice and without assigning any reason for such action; and

Whereas, the Lake Shore Railway is endeavoring to force on the traveling public the mileage book of the Central Passenger Association, which is inferior in every respect to the Northern book, thus working a hardship to every traveling man who is obliged to use the Lake Shore lines in covering the Michigan trade; therefore

Resolved—That we refuse to purchase or use the book of the Central Passenger Association, and

Resolved—That we use the Lake Shore lines just as little as it is possible for us to do and discriminate against that road by diverting our freight from that road, so far as it is feasible for us to do so; also

Resolved—That we request our customers and employees to co-operate with

us in this respect by having their incoming freight come over other lines than the Lake Shore, until such time as the Lake Shore restores the Northern book on its lines.

There being no further business, the meeting adjourned.

### Gripsack Brigade.

Quincy Herald: Fred McKinney has taken a position on the road for the Adam Burtell Co., of Schoolcraft.

Croswell Democrat: Harvey Paton is now a traveling salesman for the Colonial Whip Co., of Wellsville, Pa., and made his initial trip this week. He will cover Michigan as his territory.

Wm. H. Sigel has resigned his position as traveling representative for the Clark-Jewell-Wells Co. and engaged in the furniture business with Frank Parmenter. Wm. E. Martin, who has been selling computing scales for several months in this territory, has been selected as his successor.

At the meeting of the Michigan Passenger Association, held at Detroit last Thursday, a letter from the United Commercial Travelers was read by T. G. Gwinnett, of the D. & M. Railroad. The letter endorsed the system of mileage employed by the Northern Mileage Bureau, and condemned the withdrawal of the Lake Shore from the organization.

Passenger Traffic Manager Martin, of the Baltimore & Ohio; General Passenger Agents J. R. Wood, of the Pennsylvania, T. W. Lee, of the Lackawanna, and C. S. Lee, of the Lehigh Valley, as a committee from the Trunk Line Passenger Committee, are to investigate and report upon the merits of the various forms of mileage arrangements now in use throughout the country.

Barbed wire is likely to play an important part in the defense of the collieries in Pennsylvania should the present strike be marked by riotous attacks upon them by union mobs. The operators have learned a lesson from the occurrences of 1897, when the mobs which marched from one colliery to another broke into breakers and tool houses and robbed them of their contents. There was then not even a board fence around any of them, and approach to them was unrestricted consequently. Herds of half savage Huns rushed into the buildings about the collieries and committed all sorts of depredations. This time the operators are taking no chances and, consequently, the only traveling salesmen who have any business in that region recently are those representing fence wire houses. One of them sold a coal company 1,000 pounds of barbed wire, with barbs that mean business, and took an order for 500 pounds more for another colliery. The wire is being rapidly strung around the companies' property, so that the next mob that starts out to wreck a colliery will find itself confronted by defenses a la Santiago and men with guns behind them to defend them.

Scent farms furnish a new occupation for women, and a profitable one. It has already attracted a number of women in England, and it will only be a short time before American women fond of outdoor life will turn to it as they have done to violet farming.

If we command our wealth, we shall be rich and free; if our wealth commands us, we are poor indeed. We are bought by the enemy with the treasure in our own coffers.—Burke.

Language is a city to the building of which every human being brought a stone.—Emerson.

### The Paris Exposition at First Hand.

It is only the man who has been there who knows what he is talking about. One unquestioned "I saw" or "I heard"—sense knowledge generally—is worth as evidence all the "thinks" and "supposes" to be dreamed of. From time to time rumors have been set afloat that the Paris Exposition is not what it has been cracked up to be. With the greatest success on record of that kind of undertaking, the people of this country have been curious to know in what respect the Paris attempt is not realizing its extravagant ideal—that of surpassing what the world saw at the Dream City on the shore of Lake Michigan in 1893.

D. H. Graham, traveling representative for the wholesale paper house of Bradner Smith & Co., of Chicago, is one of the many who have been to the Paris Exposition and returned. He has opinions which he is not inflicting upon his friends nor upon any unlistening ears, but he is willing to drop an occasional fact in regard to the big farce which may lead the thoughtful mind to certain conclusions. Supported, as such exhibitions must be, by the patronage of the many and the many never a crowd of millionaires, he thinks that a hotel bill of \$6.50 for supper, lodging and breakfast at the average hotel is exorbitant. The French management of tickets is open to decided criticism. They are sold twenty on a sheet, each ticket good for one entrance. The sheet is presented and the ticket collector takes off four instead of the expected one. Another day three are taken off and when an explanation is called for there is a shrug of the shoulders—which means, "You fool!" in French pantomime—and the remark made that the extra tickets are for "specials," no allowance being given for the freedom of the will in the matter of wanting these. As a result the sheet of tickets is soon exhausted, the end and aim of the management—a system that puts an end to ticket buying sooner than any other arrangement which could have been hit upon. The Rue de Paris, the Midway Plaisance of the Chicago Exposition, instead of being a striking feature, is so much the reverse of that as to be noticeable only for its lack of attraction and so the most thinly attended of any part of the Exhibition.

The one feature of the Exposition really a success is the Department of Fine Arts. That is worth all that is claimed for it and is the only department challenging comparison with the Exhibition at Chicago. The American, however, while conceding so much, is not forgetful of the fact that Chicago represented a century and a quarter of ideal life and artistic endeavor and that Paris, besides the work of the living artist, has, as an unfailling source of inspiration, the galleries of the Luxembourg and of the Louvre. Picture for picture, work of art for work of art, the "See here!" of the Parisian masterpiece is not more astonishing than that of the American—and there the wonder lies.

Prominent among the things worth seeing is the United States Building. Finely located, itself a work of art, it is a continual drawer of the crowd. The only thing "way up" that is purely French is the Eifel Tower, the chief object of interest in 1889. The Trocadero, that has survived two World's Fairs, has not lost its power to please and there it is, trying, in its dumb way, to impress the Untutored West with a sense of its wonderful beauty. That it

has unquestioned claims none can deny; but the United States Building shows what the New World can do in architecture and the Trocadero only offers a convenient means for comparison, averse to France.

One must make allowances for national prejudices in reaching conclusions when judging the Exhibition in detail; but the intelligent American can find no fault with his countrymen's exhibit when compared with what the rest of the world has contributed. In other lines of display Mr. Graham could give only his opinion in regard to things European or American, as the case might be; but in his own line, where as an expert his judgment is valuable, he does not hesitate to say that this country is far ahead. He does not go so far as to say that the old country has reached her limit in the attainment of the best in paper manufacture, but he leaves it to be easily inferred that, after Europe has done her level best in papermaking, the papermakers of the United States can begin where she leaves off and teach her what papermaking, as a fine art, really is.

The real trouble with the whole Exhibition over there is that France is Paris and Paris is bounded by the Seine. That little island, once the whole city, surrounded and guarded by the river, is to the Frenchman what the wall-girded territory of China is to the Chinaman. Nobody questions, nor wants to question, the already acknowledged fact that that spot of earth saw the culmination of all that is best in French civilization, and that at one time French civilization was the world's civilization. Paris has grown since then—run over into the Exposition on the Champ de Mars, if you please—but the rest of the world has been growing, too; and that is just the fact which the Frenchman can not see and will not acknowledge. The show is a French show, and therefore it must be a good one. It is located in Paris on the Champ de Mars on the banks of the Seine and must necessarily be the best exposition the world has ever seen. The Champ de Mars! It is a little patch of French dirt that could be pocketed in one corner of Chicago and forever lost sight of; while the Seine is a little squirt of a stream, no more to be compared with Lake Michigan than the Lake can be compared with the Pacific Ocean! And yet there wasn't a Frenchman on the grounds who wasn't shrugging his shoulders every time the Chicago Fair was mentioned and trying to talk into anybody he could get to listen to him the idea that America is too uncultivated and uncivilized to produce "dat;" and then he spreads his upturned palms and tips back his head to take in the Eifel Tower and the Trocadero and the sky!

The Fair is a failure from beginning to end, as a whole, a result due to the overburdening conceit of the Frenchman, who does not know that he is dead and that the Exposition is a proof of his soon-coming burial—a statement containing more fact than fiction.

Michigan Bulletin: The Michigan Tradesman commemorates its eighteenth successful year of publication by issuing a number containing 100 pages. From a modest beginning the Tradesman has grown to a high place in the estimation of conservative business circles and its influence as a trade journal is to be envied. E. A. Stowe, founder and manager, is a leader in his line.

We must laugh before we are happy, for fear we die before we laugh at all.—De la Bruyere.

## Drugs--Chemicals

### Michigan State Board of Pharmacy

Term expires  
 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  
 A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1904  
 President, A. C. SCHUMACHER, Ann Arbor.  
 Secretary, HENRY HEIM, Saginaw.  
 Treasurer, W. P. DOTY, Detroit.

### Examination Sessions

Lansing—Nov. 7 and 8.

### Mich. State Pharmaceutical Association.

President—CHAS. F. MANN, Detroit.  
 Secretary—J. W. SEELEY, Detroit  
 Treasurer—W. K. SCHMIDT, Grand Rapids.

### "JUST AS GOOD."

#### A Druggist Has His Say Regarding Substitution.

Written for the Tradesman.

The man looked as if he had an idea that the world hadn't dealt with him according to his deserts. His manner was nervous and intolerant, his speech sharp as the crack of a whip and the corners of his large mouth sagged down, as if tired of saying mean and cutting things.

The druggist, going forward to wait upon him, found him busily engaged in reading the labels attached to a number of boxes and bottles containing remedies which he himself had prepared. I mean remedies which the druggist, not the customer, had prepared. The English language is a trifle awkward now and then.

"I want a bottle of Murphy's Headache Powders," said the customer. "That is," he added, with a sneer, "if you haven't got something else just as good."

"We have other kinds which are doubtless just as good," said the druggist, taking down the required remedy, "but we make it a rule to give a customer just what he asks for, if we have it in stock."

"I didn't know but you had something of the kind you made yourself," snarled the customer.

"I have," replied the druggist.

"And is it just as good?"

"Better."

"Oh, of course you'll say so. How many people have you killed trying to imitate the makers of patent medicines?"

"None, that I know of."

"The minute a fellow gets behind a counter in a country drug store he knows more'n the doctors," snarled the customer. "His own remedies are 'just as good' then. After he has been in the business long enough to have a Sunday suit, they are better."

The customer took the package, paid for it and turned toward the door.

"Anything else to-day?" asked the druggist.

"Oh, yes," was the reply, "I want some postage stamps. Haven't got any that you made yourself that are just as good, have you?" he added, as the druggist passed out the stamps.

"I haven't got as far along in the business as that yet," replied the druggist.

"But you'll get there."

"I presume so. But just now we have all we can do to keep track of the patent medicine men. They are getting out a good many new remedies and we've got to find something 'just as good' in every case. Of course, a man who has spent his life in the drug business doesn't know quite as much about drugs as some fellow who was never in a drug store in his life and who

goes into the patent medicine business because he wants something to advertise, but he may learn."

The customer opened his mouth to reply, but the merchant didn't give him time to get a word in.

"In a few years," continued the druggist, "the druggists will have to pass an examination before the patent medicine men. Then when you have a headache or a bruise on your foot you'll have to sit down and write a letter telling all about it to some squirt in Boston or New York who spends one cent a bottle for his remedy and ten cents a bottle for advertising it, and sells it for a dollar. The druggist won't have anything 'just as good' and you'll have to ache until the Eastern man condescends to write to you."

The customer backed away and laid his hand on the door.

"A good many of the druggists of the country are also graduated physicians," said the merchant, "but of course they don't know what is good for a sore throat or the whooping cough or the dyspepsia or a cold in the head or a touch of rheumatism. No, indeed, they do not. They have to buy a lot of patent medicine warranted to cure and sell them in order to effect cures. And if they have a remedy of their own for any of these ills they will not be allowed to sell it."

"Why not?" asked the customer.

"Because," was the reply, "every cheap skate in the country is plugging for the patent medicine men. They believe everything they say in their advertisements, but if a druggist has a remedy that he has successfully used for years, his best friends criticize him for claiming to know as much about it as the patent medicine men know about their remedies. I've been in the drug business a good many years and I know nearly all the patent medicines and what they are composed of and I know that about half of them are no good."

"What makes you sell them, then?" demanded the customer.

"Because people ask for them," was the reply. "I can make up a powder from my stock here which will cure the headache just as quickly as anything manufactured, yet you wanted a certain kind of headache powders and you got them."

"Why didn't you sell me some of it?" asked the customer. "It may be better than this."

"Because you asked for the kind you wanted," was the reply. "No good business man will try to sell a customer something he does not want. On the other hand, the druggist who is not continually studying up remedies and combinations is not fit for the business. That is, of course, if he has the time and opportunity. Druggists are not in the business for the fun they have or for the purpose of enriching the makers of patent medicines. If they can make 40 cents on a 50 cent package of medicine by putting the remedy up themselves, they ought to do it in preference to making 15 cents on a similar remedy put up by some firm in the East."

The customer leaned against the counter and pondered.

"Yes," he finally said, "that's my idea. I don't pay anybody for doing what I can do myself and I don't know why you should."

"There are a lot of patent medicines," continued the druggist, "which are all right, and just as advertised, but if I am satisfied that I can make something just as good or better and sell it

at a profit, I'm going to do it, and every druggist in the land has a right to do the same without everlastingly hearing about substitution, which, after all, is a cry raised by the patent medicine men themselves."

The customer went away with his powders and the druggist sat down to ponder on the cussedness of human nature, and especially human nature with a pain.

Alfred B. Tozer.

#### Sieves for Use at the Prescription Counter.

Lay a piece of bolting-cloth over the top of a suitable sized pill or powder box, and replace the cover; remove the top of the cover and the bottom of the box by cutting away with a knife. The bolting-cloth will be found stretched tightly over the box and the sieve is complete.

A convenient and more durable sieve is cheaply made by taking two round empty drug cans—quinine cans, for instance—to a tinsmith, and having him make a band of tin 1½ inches deep, so that the ends of it will exactly fit into each of the drug cans. Inside one end of this middle section or tin band solder copper or brass gauze of any desired mesh. It is better to have three such middle sections, each being a sieve of a different degree of fineness, to be used as occasion requires.

To sift a powder, put the sieve of desired mesh into one can, and the powder into the other. Set the can containing the sieve down into the one containing the powder. Invert the can, and sift the powder through into the lower one. No dust will escape, if all has been carefully fitted.

This sifting-can will be found most neat and convenient at the prescription counter, and one made from larger cans can be used in the laboratory. The cost will not exceed 50 cents for a sifter with three sieves, and a capacity of holding and sifting a pound of vegetable powder.

F. N. Strickland.

#### The Drug Market.

Opium—Is quiet at unchanged prices.

Morphine—Is steady.

Quinine—Is in good demand at full prices. Some manufacturers will not contract, while others will not accept orders, and one will make limited contracts. The situation is very firm and higher prices looked for.

Carbolic Acid—Is in a very firm position.

Cod Liver Oil—As the season advances the tone of the market is firmer. We note the advance of 50c per bbl.

Glycerine—The fall demand has commenced and the tendency of the price is upward.

Menthol—Is very firm and has advanced 25c per lb.

Essential Oils—Lemon is active and firm at the advanced price. Peppermint is strong and tending higher. Sassafras has again advanced and is very firm.

Buchu Leaves—Have again advanced and are tending higher.

Linseed Oil—Is weak and tending lower.

An English country paper advertises: "Wanted—A steady man to look after a garden and milk a cow who has a good voice and is accustomed to sing in the choir." A cow with those accomplishments should be milked with pleasure. She could sing while the man milked.

The good things of life are not to be had singly, but come to us with a mixture—like a schoolboy's holiday, with a task affixed to the tail of it.—Lamb.

## Ginseng Wanted

Highest price paid. Address

Peck Bros.,  
Grand Rapids, Mich.

## L. PERRIGO CO., MFG. CHEMISTS, ALLEGAN, MICH

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

### FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

## Muskegon BUSINESS COLLEGE.

Young men and women admitted any week in the year. Every graduate secures employment. Living expenses low. Write for catalogue.

E. C. BISSON, Muskegon, Mich.



ALUMINUM TRADE CHECKS. \$1.00 PER 100.

Write for samples and styles to

N. W. STAMP WORKS, ST. PAUL, MINN.

Makers of Rubber and Metallic Stamps.

Send for Catalogue and Mention this paper.

## Campaign Fireworks

Roman Candles, Sky Rockets, Red Fire, Parade Torches, Paper Lanterns, Tin Horns, etc., etc. Prompt shipment and low prices.

Fred Brundage

Wholesale Druggist 32 & 34 Western Ave.

Muskegon, Michigan



GROCERY PRICE CURRENT

Guaranteed correct at time of issue. Not connected with any jobbing house.

ADVANCED

Flour Continental Tobacco Co.'s Plugs and Smoking Market Baskets

DECLINED

Straw Paper Mackerel

Table with 2 columns: Item (White in drums, Colors in packages, etc.) and Price.

Table with 2 columns: Item (Apples, Blackberries, Beans, etc.) and Price.

Table with 2 columns: Item (Cocoa, Cigars, etc.) and Price.

MICA AXLE GREASE advertisement with image of a tin.

Table with 2 columns: Item (Mica tin boxes, Paragon) and Price.

Table with 2 columns: Item (Clams, Cherries, Corn, etc.) and Price.

Table with 2 columns: Item (Cigars, etc.) and Price.

Table with 2 columns: Item (Arctic 12 oz. ovals, Arctic pints) and Price.

Table with 2 columns: Item (Mustard, Soused, etc.) and Price.

S.C.W. logo and text.

Table with 2 columns: Item (Baking powder, etc.) and Price.

Table with 2 columns: Item (Mackerel, Oysters, etc.) and Price.

Table with 2 columns: Item (S. C. W., Lubetsky Bros.) and Price.

Table with 2 columns: Item (The '400', etc.) and Price.

Table with 2 columns: Item (Pineapple, Pumpkin, etc.) and Price.

Table with 2 columns: Item (California Fruits, etc.) and Price.

Table with 2 columns: Item (Eggs, etc.) and Price.

Table with 2 columns: Item (Peaches, Pears, etc.) and Price.

Table with 2 columns: Item (Apples, Raisins, etc.) and Price.

Table with 2 columns: Item (Home, etc.) and Price.

Table with 2 columns: Item (Raspberries, Salmon, etc.) and Price.

Table with 2 columns: Item (Raisins, etc.) and Price.

Table with 2 columns: Item (Queen Flake, etc.) and Price.

Table with 2 columns: Item (Sardines, etc.) and Price.

Table with 2 columns: Item (Raisins, etc.) and Price.

Table with 2 columns: Item (Royal, etc.) and Price.

Table with 2 columns: Item (Strawberries, Succotash, etc.) and Price.

Table with 2 columns: Item (Raisins, etc.) and Price.

Table with 2 columns: Item (Bath Brick, etc.) and Price.

Table with 2 columns: Item (Tomatoes, etc.) and Price.

Table with 2 columns: Item (Raisins, etc.) and Price.

Table with 2 columns: Item (Bluing, etc.) and Price.

Table with 2 columns: Item (Catsup, Cheese, etc.) and Price.

Table with 2 columns: Item (Raisins, etc.) and Price.

Table with 2 columns: Item (Condensed Pearl Bluing, etc.) and Price.

Table with 2 columns: Item (Chocolate, etc.) and Price.

Table with 2 columns: Item (Raisins, etc.) and Price.

Table with 2 columns: Item (Brooms, etc.) and Price.

Table with 2 columns: Item (Chocolate, etc.) and Price.

Table with 2 columns: Item (Raisins, etc.) and Price.

Table with 2 columns: Item (Candles, etc.) and Price.

Table with 2 columns: Item (Chocolate, etc.) and Price.

Table with 2 columns: Item (Raisins, etc.) and Price.

Table with 2 columns: Item (Arbuckle, Delworth, etc.) and Price.

McLaughlin's XXXX advertisement text.

Table with 2 columns: Item (Valley City, etc.) and Price.

Table with 2 columns: Item (Cocoa Shells, etc.) and Price.

Table with 2 columns: Item (Clothes Lines, etc.) and Price.

Table with 2 columns: Item (Condensed Milk, etc.) and Price.

Table with 2 columns: Item (Coupon Books, etc.) and Price.

Table with 2 columns: Item (Coupon Pass Books, etc.) and Price.

Table with 2 columns: Item (Credit Checks, etc.) and Price.

Table with 2 columns: Item (Cream Tartar, etc.) and Price.

Table with 2 columns: Item (Dried Fruits, etc.) and Price.

Table with 2 columns: Item (Apples, etc.) and Price.

Table with 2 columns: Item (California Fruits, etc.) and Price.

Table with 2 columns: Item (Raisins, etc.) and Price.

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Table with 2 columns: Item (Pearl Barley, etc.) and Price.

Wheat Grits advertisement with image of a box.

Table with 2 columns: Item (Peas, etc.) and Price.

Table with 2 columns: Item (Rolled Oats, etc.) and Price.

Table with 2 columns: Item (Sago, etc.) and Price.

Table with 2 columns: Item (Tapioca, etc.) and Price.

Table with 2 columns: Item (Wheat, etc.) and Price.

Table with 2 columns: Item (Flavoring Extracts, etc.) and Price.

FOOTE & JENKS' JAXON advertisement.

Table with 2 columns: Item (Vanilla, etc.) and Price.

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JAXON advertisement.

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SALT FISH
Cod
Georges cured @ 5
Georges genuine @ 5 1/2
Georges selected @ 5 3/4
Grand Bank @ 4 1/4
Strips or dricks @ 9
Pollock @ 3 1/4

Halibut
Strips ..... 14
Chunks ..... 15
Herring
Holland white hoops, bbl. 11 00
Holland white hoops, keg. 6 00
Holland white hoop mechs. 85
Norwegian ..... 85
Round 100 lbs. 3 60
Round 40 lbs. 1 75
Round 40 lbs. 16 1/2
Bloaters ..... 1 50

Mackerel
Mess 100 lbs. 10 00
Mess 40 lbs. 4 30
Mess 10 lbs. 1 15
Mess 8 lbs. 95
No. 1 100 lbs. 8 75
No. 1 40 lbs. 3 80
No. 1 10 lbs. 1 02
No. 1 8 lbs. 85
No. 2 100 lbs. 8 00
No. 2 40 lbs. 3 50
No. 2 10 lbs. 95
No. 2 8 lbs. 79

Trout
No. 1 100 lbs. 6 00
No. 1 40 lbs. 2 70
No. 1 10 lbs. 75
No. 1 8 lbs. 63

Whitefish
No. 1 No. 2 Fam
100 lbs. 7 50 7 00 2 50
40 lbs. 3 30 3 10 1 30
10 lbs. 90 85 40
8 lbs. 75 71 35

SEEDS
Anise ..... 9
Canary, Smyrna ..... 4
Caraway ..... 8
Cardamon, Malabar ..... 60
Celery ..... 12
Hemp, Russian ..... 4 1/2
Mixed Bird ..... 4 1/2
Mustard, white ..... 9
Poppy ..... 10
Rape ..... 4 1/2
Cuttle Bone ..... 15

SPICES
Whole Spices
Allspice ..... 12
Cassia, China in mats ..... 11
Cassia, Batavia, in bund ..... 28
Cassia, Saigon, broken ..... 38
Cassia, Saigon, in rolls ..... 56
Cloves, Amboyna ..... 17
Cloves, Zanzibar ..... 14
Mace ..... 55
Nutmegs, 75-80 ..... 50
Nutmegs, 105-10 ..... 40
Nutmegs, 115-20 ..... 35
Pepper, Singapore, black ..... 15 1/2
Pepper, Singapore, white ..... 23
Pepper, shot ..... 16 1/2

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

STARCH
Kingsford's Corn
40 1-lb. packages ..... 6 1/2
20 1-lb. packages ..... 6 1/2
6 lb. packages ..... 7 1/2
Kingsford's Silver Gloss
40 1-lb. packages ..... 7
6 lb. boxes ..... 7 1/2
Common Corn
20 1-lb. packages ..... 4 1/2
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 1/2
Barrels ..... 3 1/2

STOVE POLISH
Enameline
No. 4, 3 doz in case, gross ..... 4 50
No. 5, 1 per gross ..... 25
No. 7, per gross ..... 35
No. 3, per gross ..... 55

WASHING POWDER
Rub-No-More
No. 4, per gross ..... 20
No. 1, per gross ..... 25
No. 2, per gross ..... 35
No. 3, per gross ..... 55

SNUFF
Scotch, in bladders ..... 37
Maccaboy, in jars ..... 35
French Kappee, in jars ..... 43
SODA
Boxes ..... 5 1/2
Kegs, English ..... 4 1/2
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 ..... 6 40
Cut Leaf ..... 6 55
Crushed ..... 6 55
Cubes ..... 6 30
Powdered ..... 6 25
Coarse Powdered ..... 6 25
XXX Powdered ..... 6 30
Standard Granulated ..... 6 15
Fine Granulated ..... 6 15
Coarse Granulated ..... 6 30
Extra Fine Granulated ..... 6 25
Conf. Granulated ..... 6 40
2 lb. bags Fine Gran ..... 6 25
5 lb. bags Fine Gran ..... 6 25
Mould A ..... 6 40
Diamond A ..... 6 15
18-inch, Cable, No. 2 ..... 5 50
No. 1 Columbia A ..... 5 80
No. 2 Windsor A ..... 5 80
No. 3 Ridgewood A ..... 5 80
No. 4 Phoenix A ..... 5 75
No. 5 Empire A ..... 5 70
No. 6 ..... 5 60
No. 7 ..... 5 50
No. 8 ..... 5 40
No. 9 ..... 5 30
No. 10 ..... 5 25
No. 11 ..... 5 25
No. 12 ..... 5 20
No. 13 ..... 5 15
No. 14 ..... 5 15
No. 15 ..... 5 15
No. 16 ..... 5 15

SYRUPS
Corn
Barrels ..... 20
Half bbl ..... 22
1 doz. 1 gallon cans ..... 20
1 doz. 1/2 gallon cans ..... 1 95
2 doz. 1/4 gallon cans ..... 95
Pure Cane
Fair ..... 16
Good ..... 20
Choice ..... 25

LEA & PERRINS' 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

TEA
Japan
Sundried, medium ..... 28
Sundried, choice ..... 30
Sundried, fancy ..... 40
Regular, medium ..... 28
Regular, choice ..... 30
Regular, fancy ..... 40
Basket-fired, medium ..... 28
Basket-fired, choice ..... 35
Basket-fired, fancy ..... 40
Nibs ..... 27
Siftings ..... 19@21
Fannings ..... 20@22
Gunpowder
Moyune, medium ..... 26
Moyune, choice ..... 35
Moyune, fancy ..... 35
Pingsuey, medium ..... 25
Pingsuey, choice ..... 30
Pingsuey, fancy ..... 40
Young Hyson
Choice ..... 30
Fancy ..... 36

Oolong
Formosa, fancy ..... 42
Amoy, medium ..... 25
Amoy, choice ..... 32
English Breakfast
Medium ..... 27
Choice ..... 34
Fancy ..... 42
India
Ceylon, choice ..... 32
Fancy ..... 42

TOBACCO
Scotten Tobacco Co.'s Brands
Sweet Chunk plug ..... 34
Cadillac fine cut ..... 57
Sweet Loma fine cut ..... 38
VINEGAR
Malt White Wine, 40 grain ..... 8
Malt White Wine, 80 grain ..... 11
Pure Cider, Red Star ..... 12
Pure Cider, Robinson ..... 11
Pure Cider, Silver ..... 11

WASHING POWDER
Rub-No-More
No. 4, per gross ..... 20
No. 1, per gross ..... 25
No. 2, per gross ..... 35
No. 3, per gross ..... 55

WOODENWARE
Baskets
Bushels, in bladders ..... 1 15
Bushels, wide band ..... 1 25
Market ..... 30
Willow Clothes, large ..... 7 00
Willow Clothes, medium ..... 6 50
Willow Clothes, small ..... 5 50

Butter Plates
No. 1 Oval, 250 in crate ..... 1 80
No. 2 Oval, 250 in crate ..... 2 00
No. 3 Oval, 250 in crate ..... 2 20
No. 5 Oval, 250 in crate ..... 2 60
Clothes Pins
Boxes, 5 gross boxes ..... 65
Trojan spring ..... 85
Eclipse patent spring ..... 75
No. 1 common ..... 80
No. 2 patent brush holder ..... 80
12 lb. cotton mop heads ..... 1 25

Mop Sticks
Eclipse patent spring ..... 75
No. 1 common ..... 80
No. 2 patent brush holder ..... 80
12 lb. cotton mop heads ..... 1 25
Pails
2-hoop Standard ..... 1 50
3-hoop Standard ..... 1 70
2-wire, Cable ..... 1 60
3-wire, Cable ..... 1 85
Cedar, all red, brass bound ..... 1 85
Paper, Eureka ..... 2 25
Fibre ..... 2 40

Tubs
20-inch, Standard, No. 1 ..... 7 00
18-inch, Standard, No. 2 ..... 6 00
16-inch, Standard, No. 3 ..... 5 50
20-inch, Cable, No. 1 ..... 7 00
18-inch, Cable, No. 2 ..... 6 50
16-inch, Cable, No. 3 ..... 5 50
No. 1 Fibre ..... 9 45
No. 2 Fibre ..... 7 95
No. 3 Fibre ..... 7 20

Wash Boards
Bronze Globe ..... 2 50
Dewey ..... 1 75
Double Acme ..... 2 75
Single Acme ..... 2 25
Double Peerless ..... 3 20
Single Peerless ..... 2 50
Northern Queen ..... 2 50
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 15
17 in. Butter ..... 1 50
19 in. Butter ..... 3 00
Assorted 13-15-17 ..... 1 75
Assorted 15-17-19 ..... 2 50
YEAST CAKE
Magic, 3 doz. ..... 1 00
Sunlight, 3 doz. ..... 1 00
Sunlight, 1 1/2 doz. ..... 50
Yeast Foam, 3 doz. ..... 1 00
Yeast Foam, 1 1/2 doz. ..... 50

Crackers
The National Biscuit Co.
quotes as follows:
Butter
Seymour ..... 6
New York ..... 6
Family ..... 6
Salted ..... 6
Wolverine ..... 6 1/2
Soda
Soda XXX ..... 6 1/2
Soda, City ..... 8
Long Island Wafers ..... 12
Zephyrette ..... 10
Oyster
Faust ..... 7 1/2
Farina ..... 6
Extra Farina ..... 6
Saltine Oyster ..... 6

Sweet Goods-Boxes
Animals ..... 10
Assorted Cake ..... 10
Belle Rose ..... 8
Blossom Water ..... 16
Buttercrumbs ..... 12
Cinnamon Bar ..... 9
Coffee Cake, Iced ..... 10
Coffee Cake, Java ..... 10
Cocoanut Taffy ..... 10
Cracknels ..... 16
Creams, Iced ..... 8
Cream Crisp ..... 10
Crystal Creams ..... 10
Cubans ..... 11 1/2
Currant Fruit ..... 12
Frosted Honey ..... 12
Frosted Cream ..... 9
Ginger Gems, lg. or sm. ..... 8
Ginger Snaps, N.B.C. ..... 8
Gladiator ..... 10
Grandma Cakes ..... 9
Graham Crackers ..... 9
Graham Wafers ..... 12
Grand Rapids Tea ..... 16
Honey Wafers ..... 12
Iced Honey Crumpets ..... 10
Imperial ..... 8
Jumbles, Honey ..... 12
Lady Fingers ..... 12
Lemon Wafers ..... 16
Marshmallow ..... 16
Marshmallow Walnuts ..... 16
Mary Ann ..... 8
Mixed Picnic ..... 11 1/2
Milk Biscuit ..... 7 1/2
Molasses Cake ..... 8
Molasses Bar ..... 9
Moss Jelly Bar ..... 12 1/2
Newton ..... 12
Oatmeal Crackers ..... 8
Oatmeal Wafers ..... 12
Orange Crisp ..... 9
Orange Gem ..... 8
Penny Cake ..... 8
Pilot Bread, XXX ..... 7 1/2
Pretzels, hand made ..... 7 1/2
Sears' Lunch ..... 7 1/2
Sugar Cake ..... 8
Sugar Cream, XXX ..... 8
Sugar Squares ..... 8
Sultanas ..... 13
Tutti Frutti ..... 16
Vanilla Wafers ..... 16
Vienna Crimp ..... 8

Grains and Feedstuffs
Wheat
Wheat ..... 75
Winter Wheat Flour
Local Brands
Patents ..... 4 50
Second Patent ..... 4 00
Straight ..... 3 80
Clear ..... 3 25
Graham ..... 3 75
Buckwheat ..... 4 50
Rye ..... 3 25
Subject to usual cash discount.

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

Spring Wheat Flour
Clark-Jewell-Wells Co.'s Brand
Pillsbury's Best 1/8s ..... 4 95
Pillsbury's Best 1/4s ..... 4 85
Pillsbury's Best 1/2s ..... 4 75
Pillsbury's Best 3/8s paper ..... 4 75
Pillsbury's Best 1/2s paper ..... 4 75

Ball-Barnhart-Putman's Brand
Duluth Imperial 1/8s ..... 4 60
Duluth Imperial 1/4s ..... 4 50
Duluth Imperial 1/2s ..... 4 40
Lemon & Wheeler Co.'s Brand
Wingold 1/8s ..... 4 75
Wingold 1/4s ..... 4 65
Wingold 1/2s ..... 4 55

Olney & Judson's Brand
Ceresota 1/8s ..... 5 00
Ceresota 1/4s ..... 4 90
Ceresota 1/2s ..... 4 80
Worden Grocer Co.'s Brand
Laurel 1/8s ..... 4 70
Laurel 1/4s ..... 4 50
Laurel 1/2s ..... 4 40
Laurel 1/8s and 1/4s paper ..... 4 70
Washburn-Crosby Co.'s Brand

Prices always right. Write or wire Musselman Grocer Co. for special quotations.

Meal
Bolted ..... 2 00
Granulated ..... 2 20
Feed and Millstuffs
St. Car Feed, screened ..... 18 50
No. 1 Corn and Oats ..... 18 00
Unbolted Corn Meal ..... 17 50
Winter Wheat Bran ..... 14 00
Winter Wheat Middlings ..... 15 00
Screenings ..... 15 00

Corn
Corn, ear lots ..... 44 1/2
Less than ear lots ..... 8
Oats
Car lots, clipped ..... 25
Car lots, clean ..... 28 1/2
Less than car lots ..... 28 1/2
Hay
No. 1 Timothy car lots ..... 12 00
No. 1 Timothy ton lots ..... 13 00

Hides and Pelts
The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:
Hides
Green No. 1 ..... @ 6 1/2
Green No. 2 ..... @ 5 1/2
Cured No. 1 ..... @ 7 1/2
Cured No. 2 ..... @ 6 1/2
Calfskins, green No. 1 ..... @ 8
Calfskins, green No. 2 ..... @ 6 1/2
Calfskins, cured No. 1 ..... @ 9
Calfskins, cured No. 2 ..... @ 7 1/2
Pelts
Pelts, each ..... 50@1 25
Lamb ..... 25@ 50
Tallow
No. 1 ..... @ 3 1/2
No. 2 ..... @ 2 1/2
Wool
Washed, fine ..... 18@24
Washed, medium ..... 22@24
Unwashed, fine ..... 12@14
Unwashed, medium ..... 16@18

Oils
Barrels
Eocene ..... @11 1/2
Perfection ..... @10
XXX W. W. Mich. Hdit ..... @10
W. W. Michigan ..... @ 9 1/2
Diamond White ..... @ 9
D. S. Gas ..... @11 1/2
Deo. Naphtha ..... @10 1/2
Engine ..... @24
Black, winter ..... @ 11 1/2

Fresh Meats
Beef
Carcase ..... 6 1/2 @ 8
Forequarters ..... 5 1/2 @ 8
Hindquarters ..... 8 1/2 @ 9 1/2
Loins No. 3 ..... @ 10 1/4
Ribs ..... @ 10 1/4
Rounds ..... @ 8
Chunks ..... 5 1/2 @ 6
Plates ..... @ 5
Pork
Dressed ..... @ 7
Loins ..... @10 1/2
Boston Butts ..... @ 8
Shoulders ..... @ 8
Leaf Lard ..... @ 7 1/2
Mutton
Carcase ..... 7 1/2 @ 8
Spring Lambs ..... @12
Veal
Carcase ..... 8 @ 9

Provisions
Barreled Pork
Mess ..... @12 50
Back ..... @14 50
Clear back ..... @14 25
Short cut ..... @14 25
Pig ..... @17 00
Bean ..... @11 00
Family ..... @14 75
Dry Salt Meats
Bellies ..... 9
Brisket ..... 8 1/2
Extra shorts ..... 8 1/2
Smoked Meats
Hams, 12 lb. average ..... @ 11
Hams, 14 lb. average ..... @10 1/2
Hams, 16 lb. average ..... @10 1/4
Hams, 20 lb. average ..... @ 10
Ham dried beef ..... @ 12
Shoulders (N. Y. cut) ..... @ 7 1/2
Bacon, clear ..... 11 @ 11 1/4
California hams ..... @ 7 1/2
Boneless hams ..... @ 11
Bolted Hams ..... @ 16
Ponies Boiled Hams ..... @12 1/2
Berlin Hams ..... @ 9
Mince Hams ..... @ 9

Lards-In Tierces
Compound ..... 6 1/2
Kettle ..... 8 1/2
Vegetable ..... 6 1/2
55 lb. Tubs, advance ..... 7 1/2
80 lb. Tubs, advance ..... 7 1/2
50 lb. Tins, advance ..... 3 1/2
20 lb. Pails, advance ..... 3 1/2
5 lb. Pails, advance ..... 1
3 lb. Pails, advance ..... 1

Sausages
Bologna ..... 5 1/2
Liver ..... 6
Frankfort ..... 7 1/2
Pork ..... 7 1/2
Blood ..... 6 1/2
Tongue ..... 9
Headcheese ..... 6

Beef
Extra Mess ..... 10 75
Boneless ..... 12 50
Rump ..... 12 75
Pigs' Feet
Kits, 15 lbs ..... 80
1/4 bbls., 40 lbs ..... 1 50
1/2 bbls., 80 lbs ..... 2 75

Tripe
Kits, 15 lbs ..... 70
1/4 bbls., 40 lbs ..... 1 25
1/2 bbls., 80 lbs ..... 2 25
Casings
Pork ..... 20
Beef rounds ..... 3
Beef middles ..... @ 10
Sheep ..... 60

Butterine
Rolls, dairy ..... 13 1/2
Solid, dairy ..... 13
Rolls, creamery ..... 19
Solid, creamery ..... 18 1/2
Canned Meats
Corned beef, 2 lb ..... 2 75
Roast beef, 14 lb ..... 17 50
Potted ham, 1/8s ..... 5
Potted ham, 1/4s ..... 90
Potted ham, 1/2s ..... 90
Deviled ham, 1/8s ..... 50
Deviled ham, 1/4s ..... 50
Potted tongue, 1/8s ..... 90
Potted tongue, 1/4s ..... 90

Fish and Oysters
Fresh Fish
White fish ..... @ 10
Trout ..... @ 9
Black Bass ..... @ 11
Halibut ..... @ 15
Clisces or Herring ..... @ 4
Bluefish ..... @ 11
Live Lobster ..... @ 19
Boiled Lobster ..... @ 21
Cod ..... @ 10
Haddock ..... @ 7
No. 1 Pickerel ..... @ 9
Pike ..... @ 7
Perch ..... @ 6
Smoked White ..... @ 8
Red Snapper ..... @ 9
Col River Salmon ..... @ 13
Mackerel ..... @ 18
Oysters in Bulk
Counts ..... Per gal.
Ext. Selects ..... 2 00
Selects ..... 1 75
Standards ..... 1 60
Standards ..... 1 35

Oysters in Cans
F. H. Counts ..... 40
F. J. D. Selects ..... 33
Selects ..... 28
F. J. D. Standards ..... 25
Anchors ..... 22
Standards ..... 20
Favorite ..... 20
Shell Goods
Clams, per 100 ..... 1 60
Oysters, per 100 ..... 1 60

Candies
Stick Candy
Standard ..... bbls. pails @ 8
Standard H. H. ..... @ 8
Standard Twist ..... @ 8 1/2
Cut Leaf ..... @ 9
Jumbo, 32 lb. ..... @ 7 1/2
Extra H. H. ..... @ 10 1/2
Boston Cream ..... @ 10
Beet Root ..... @ 8
Mixed Candy
Grocers ..... @ 6 1/2
Competition ..... @ 7
Special ..... @ 7 1/2
Conserve ..... @ 8 1/2
Royal ..... @ 8 1/2
Ribbon ..... @
Broken ..... @
Cut Leaf ..... @ 9
English Rock ..... @ 9
Kindergarten ..... @ 9
French Cream ..... @ 9 1/2
Dandy Pan ..... @ 10
Hand Made Cream mixed ..... @15 1/2
Nobby ..... @13
Crystall Cream mix ..... @13
Fancy-In Bulk
San Blas Goodies ..... @12
Lozenges, plain ..... @ 9 1/2
Lozenges, printed ..... @ 10
Choc. Drops ..... @11 1/2
Eclipse Chocolates ..... @ 11
Choc. Monumentals ..... @ 14
Gum Drops ..... @ 15
Moss Drops ..... @ 9 1/2
Lemon Sours ..... @ 10
Imperial ..... @ 10
Ital. Cream Opera ..... @ 12
Ital. Cream Bonbons ..... @ 12
20 lb. pails ..... @ 12
Molasses, Chew, 15 lb. pails ..... @ 14
Pine Apple Ice ..... @ 12 1/2
Iced Marshmallows ..... @ 14
Golden Waffles ..... @ 12
Fancy-In 5 lb. Boxes
Lemon Sours ..... @55
Peppermint Drops ..... @60
Chocolate Drops ..... @65
H. M. Choc. Drops ..... @80
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 ..... @60
Imperial ..... @60
Mottoes ..... @60
Cream Bar ..... @55
Molasses Bar ..... @55
Hand Made Creams ..... 80 @90
Cream Buttons, Pep. and Wit ..... @65
String Hoops ..... @65
Burnt Almonds ..... 1 25 @65
Wintergreen Berries ..... @60
Caramels
No. 1 wrapped, 3 lb. boxes ..... @50
Penny Goods ..... 55 @60

Fruits
Oranges
Fancy Navels ..... @
Extra Choice ..... @
Late Valencia ..... @
Seedlings ..... @
Medt. Sweets ..... @
Jamaicas ..... @
Rodi ..... @ 5 00
Lemons
Messina ..... @
Strictly choice 300s. ..... @ 6 00
Strictly choice 300s. ..... @ 7 00
Fancy 300s. ..... @ 7 25
Ex. Fancy 300s. ..... @ 7 50
Fancy 300s ..... @ 6 50
California 300s ..... @ 6 50
Bananas
Medium bunches ..... 1 75 @ 2 00
Large bunches ..... 2 00 @ 2 25
Foreign Dried Fruits
Figs
California, Fancy ..... @
Cal. pkg. 10 lb. boxes ..... @
Extra Choice, 10 lb. boxes ..... @ 12
Fancy, 12 lb. boxes new ..... @ 13
Pulled, 6 lb. boxes ..... @
Naturals, in bags ..... @
Dates
Fards in 10 lb. boxes ..... @ 8
Fards in 60 lb. cases ..... @ 6
Persians, P. H. V. ..... @ 5
lb. cases, new ..... @ 5
Sairs, 60 lb. cases ..... @ 5

Nuts
Almonds, Tarragona ..... @ 18 1/2
Almonds, Ivica ..... @
Almonds, California, soft shelled ..... @
Brazil, new ..... @ 12
Filberts ..... @ 13 1/2
Walnuts, Greenobles ..... @ 15
Walnut, soft-shelled California No. 1 ..... @
Table Nuts, fancy ..... @ 15
Table Nuts, choice ..... @ 14
Pecans, Med ..... @ 11
Pecans, Ex. Large ..... @ 12 1/2
Pecans, Jumbo ..... @
Hickory Nuts per bu. Ohio, new ..... @
Cocoanuts, full sacks ..... @ 3 75
Chestnuts, Peanuts ..... @
Fancy, H. P., Suns ..... 5 @
Fancy, H. P., Flags ..... @
Roasted ..... 6 1/2 @ 7
Choice, H. P., Extras ..... @
Choice, H. P., Extras Roasted ..... @
Span. Shelled No. 1 ..... 7 1/2 @ 8

# Getting the People

## Twelve Specimens of Good, Bad and Different Advertising.

When a clerk is talking with a customer he can judge whether it is desirable to talk about other subjects than the business in hand of selling goods. The judicious clerk will do as little in this way as circumstances warrant and that in the line of meeting the customer's demand for sociability and good feeling—the opposite error is not common. In an advertisement it is coming to be recognized that social needs can not be considered. To be effective the advertisement must confine itself strictly to the matter in hand. Not that there must be but one stereotyped, conventional way of wording the advertisement—variety is infinite—but the value of space and the gaining of readers both demand precision and simplicity of statement. The advertisement is written to meet the greatest average taste; each individual's likings can not be considered.

J. W. Shepard presents an advertisement which is a model in skillful handling by the printer. One little slip is the use of the "astonisher" after "ad." in the first line. This mark adds to the value of advertisements much less frequently than it is employed and the judicious compositor will be chary in its use. In this case it is better omitted. The matter of the advertisement is good for variety, but goes about as far in talking of that which is not selling goods as is desirable. The arrangement of the white space is exceptionally good.

The compositor of the next—Bauer's Drug Store—is also successful in his spacing and display and the writer started off well, but made the mistake of saying too much. He should have stopped at the word cured. "Your money back" has a fake sound about it and if the cough will be cured there is no "if not" about it. Besides, when the customer is in his grave 25 cents is too small a penalty to pay.

The main line in Wells & Morgan's advertisement is too large, otherwise it is well set except that a neat border of some kind around it is better than mourning rules. The use of the double meaning in the main line will answer for a change, but too frequent uses are not to be commended.

Pig Tail Havana has an idea of trying to reach a low audience. It may be that its readers are more likely to be amused and interested by the coarse play on words and that such an advertisement will be effective, but I think a better one, even for that, could be written. The composition is good.

S. Benda & Company would have succeeded in bringing out the main idea of their effort if they had omitted the first line. There is no relation to it in the matter which follows and, as the advertisement is designed to play on terms, the first line weakens it. In the phraseology of the first paragraph there is that which suggests the desirability of good underclothes and so will work in the direction of selling goods. "A good and slightly suit of underwear" is a little incongruous—slightly could be better applied to parts of the raiment less inconspicuous. The last paragraph should have been divided. The compositor did well, except that he is a little crowded with matter and the heavy mourning rules could be improved. I am pleased to note that Benda & Com-

pany have profited by my recent criticism relative to the use of the union label and have discarded the emblem of anarchy and treason, being content to present the merits of their goods in manly fashion and depend on quality and price for patronage, rather than resort to questionable methods to capture a little undesirable trade.

The Hannah & Lay Mercantile Company presents an advertisement which is ideal in its way as a piece of composition and is good, for a change, in matter. The rules being light and double give a clearness and distinction difficult to be attained any other way. The display and whitening out are exceptionally good. It is not often that the writer can introduce expressions so nearly suggesting sentiment and retain a dignified strength suitable to the business represented. In this case, I repeat, the matter is good for a change. It is to be commended that the prices are given in a business way, especially noticeable in the last paragraph. The advertisement is a good one.

In the G. E. Hain advertisement the compositor has done well under the limitations evidently imposed by the advertiser, in trying to occupy all the space. Had the entire space been devoted to the principal subject, paint, no doubt the compositor would have made a good job of it. It is a serious mistake to lug in too many articles, hit or miss, just to fill up space.

W. I. Benedict was fortunate in putting his matter into the hands of a printer who knew the value of white space. The advertisement is a good one in both matter and composition, and will do what it evidently intended to do—sell kodaks, and it will sell more of both kodaks and drugs than if some of the articles of the latter had been intruded into the space.

A. S. Fryman presents the merits of a line of ladies' shoes in such a way as to interest the reader to that extent that he is likely to influence sales.

The printer gets in some good work on Benedict's Grocery. The half tint border contrasts with the heavier rules so as to give a clean, strong display. The paragraph relating to Crawford peaches is too indefinite to gain the attention a more positive statement would have commanded.

E. Hunt gives a fairly well composed advertisement as to general appearance, but is something of a curiosity for ambiguous wording. It is the first that I ever heard of sweet potatoes being used for pickling or canning. Had the compositor used a different scheme of paragraphing it would have tended to clearness, although he might not have succeeded in making so neat an appearance. However, there is no excuse for such an incongruous jumble.

The Owosso Telephone Co. gives the compositor a fine chance for display, which is correctly improved. There is no excuse, however, for not changing an advertisement when it ought to be changed; the failure to do this is an injury, both to the advertiser and the medium. As a pleasantry, however, the expression may be admissible.

While opinions differ as to our reward or punishment in the world to come, there seems to be an almost unanimous belief that the man who is the cause of wretchedness and misery in this world will reap his punishment and humiliation before he leaves it. No matter how strong we appear to be or how seemingly impregnable our position, there is a law of compensation that can level us to the ground as easily as the cyclone levels the hardest oak.

**Our Ad!**

Of next week was good enough to attract the attention of a critic on our virtues. We hope in the future it will catch the eye of the household.

**GROCERIES**

As we give you the Best that money can buy, if you doubt our ability to do so, give us a chance to convince you.

**J. W. Shepard,**  
GROCER.

**Throat Troubles**

Will be likely to increase with the coming of winter. We have a special remedy for this trouble. It is a simple and effective remedy. It is a good thing to have on hand. It is a good thing to have on hand. It is a good thing to have on hand.

**BAUER'S DRUG STORE,**  
107 Washington Ave. South.

**Buckle Down**

Every day's business is our window down in winter. An eye for an eye and a tooth for a tooth.

**That's All**

**WELLS & MORGAN.**

**You Lie**

Down after you have had a royal meal and smoke a

**Sc Pig Tail Havana Smoker**

And you will be a most happy and contented

**Man**

**"WATCH BENDA"**

**NEXT TO YOUR WIFE**

Your undershirt is your nearest and warmest friend—it may be tomorrow or a week hence, when your little this shirt and under pants must give way to heavier weights—so substituting, no freezing, when you put something warm next to your skin.

We sell the good one, our own sanitary underwear at \$2.00—same quality as the best—same about \$2.25.

We sell the best \$1. and \$1.50 worth of underwear that can be put up for the price. Cotton, wool, half and half or silk underwear. Custom wool shirt and suit.

See the "Whirl" S. BENDA & COMPANY

Farm Implements  
Carrriages  
Harness

**HAIN'S**  
Big Hardware.

Stoves  
Repairs  
Plated Ware

**PRINT CHEAP, but not with CHEAP PAINT.**

We have a proposition to make that you cannot afford to overlook if you intend to do any painting.

**Master Painters' Finishing White,**  
A mixture of pure white lead and zinc, better than pure white lead, as it will not chalk or peel off. When mixed with Pure Boiled Linseed Oil there is no better paint made. Guaranteed for five years by the manufacturers. Note the cost as compared with good ready mixed paint.

100 pounds Master Painters' Finishing White at	7c	\$7.00
8 gallons Pure Linseed Oil at	75c	6.00
1 pint Turpentine	10	
<b>Product: 12 Gallons Good Paint</b>		<b>\$13.10</b>
<b>Cost per Gallon</b>		<b>1.09</b>

**A GOOD SEWING MACHINE FOR \$15.00.**

**SCOTCH GRANITE WARE.**

**G. E. HAIN, Fremont.**

**MEMORY PICTURES ARE EVER FADING**

**KODAK PICTURES LIVE FOREVER**

Only \$4.00

We show in this ad a cut of a \$5.00 Kodak which we will sell at \$4.00. It is their latest Kodak, is the best Camera ever made for either price. Loads in daylight—loads for 2 or 12 pictures, takes time or snap shots—each picture is 1 1/2 inches square—a very popular size—from each film a thousand pictures may be printed.

Some object to Kodaks because they do not understand about the film cartridges. They are made by placing the picture taking material on a strip of thin celluloid. The celluloid is pasted on a long sheet of black paper which is then tightly rolled on a spool—then it's a cartridge and looks like this.

Weights about 2 ounces while 12 plates, same size, weigh over a pound.

The Kodak has a knack of taking good pictures—that's one reason why other hand cameras are called kodaks.

**W. I. BENEDICT, DRUGS and KODAKS, Belding, Mich.**

**LOOKS JUST LIKE GUT.**

The new style of ladies' shoes we have just received from C. M. Henderson & Co. and placed them on sale at \$1.95. You can always depend upon our style of shoes, because they are always the very best that can be bought at their price, and really we are surprised at the quality. The many ladies who are lovers of handsome footwear will surely buy them if they see the shoes.

**A. S. FRYMAN,**  
155 Front Street  
PRACTICAL SHOE MAN

**THE HANNAH AND LAY**  
MERCANTILE COMPANY

**Confectioners to Her Majesty the Grand Traverse Air**

The stock we carry of pure, strictly hand-made chocolates and creams and cheaper grades as well makes it possible for us to say with truth and pride the Leading Confectioners. Her Majesty requests for the statement, "We like a good one" and we are proud to present them good. There are thirty kinds of chocolates, at 5c, 10c, 15c and 20c per pound. Then there's cream in middle variety of flavors, not a good candy as in the pound. The ice wafers will all the time. See our great display in our Grocery Department.

**Light as a Breath of Grand Traverse Air**

If your taking is done with some of our baking powder, our customers are pleased because we carry the kind that please. If you want a cheap and we have it—there's the Crown and the Jumbo at 10c per pound. All Baking Powder comes in quarter and half pound cans as well. The Happy Family and Calumet are the. The Blandford (Miss Corlies) used this in her cooking school with 20c. The "C" is best in our opinion in size can. The Royal and Dr. Price's sell at 50c—these are higher priced, but they're pure, fluffy, tender and no alien found.

**Steak Broiled Over a Gasoline Stove**

is broiled to perfection. The juice is naturally drawn towards the heat and the heat retains all nutriment in the steak. We are selling the level and the celebrated Chicago. We carry both kinds at all prices from \$1.00 to \$7.00. These have been fully tested and are proved. Miss Corlies used one of our Gasoline Stoves in her cooking school and pronounced it "perfect." We have since sold that same stove. We are advertised by our name. Friends will be glad to see these items in any kitchen.

**Brilliant as a Sunset in Grand Traverse Evenings**

are the finest we're showing. It's our great stock of Paragon's latest, Best size. We're selling an English "Sunset" for more than regular price at 10c. The Paragon has its handle in valuable silk and in 10c colors are big sellers at 10c. The gilt and brass materials are beautiful—any day show for half a dollar. The gilt and brass materials are generally a new show are. There are too many to mention. See our display.

**BENEDICT'S GROCERY**

See line of High Grade Peaches (in bulk or bottle)  
Elegant toilet soaps.  
We have 3 lots of 20c Coffee that have brought us lots of trade.

We expect Yellow Crawford Canning Peaches each evening this week.  
Do you know what size cheese was cutting. Everything clear and fresh at

**BENEDICT'S GROCERY**

**New Jersey Sweet Potatoes**

We have them that are nice, picking onions and Tomatoes and everything needed for pickling and canning. Nice Melons—Everyman guaranteed Peaches, Apples, Pears; and Fruit in 20 kinds.

**E. HUNT,** Opera House Grocery.

**WE** Have been so busy growing that we have not had time to change our ad. We now have 348 telephones in Owosso, free service with 22 in Cornua, besides seven prominent farmers south of the city.

**The Owosso Telephone Co.**

**THE HANNAH AND LAY**  
MERCANTILE COMPANY

**Catching the Public.**  
Manager—"I've marked that consignment of trunks to sell at \$4.70."  
Proprietor—"Stupid! Everybody will notice at once that that would make a \$5 bill look like thirty cents. Change it to \$4.69."

You can acquire money, and dieting will improve your health, but unless you were born with sense you will never have either.

Men can not transfer their bad habits to others, and that is why they stick to them.

**THE MORNING MARKET.**

**Vegetables Gradually Taking the Place of Fruit.**

The "flavor of mild decay," as Holmes puts it, seems to be settling down upon the market. To the one who watches for a while the loaded wagons, as they come and go, there is no apparent change in the number nor the quantity they bring; but there is a difference, and slowly but surely there is a gradual dropping off. The peaches are not all in, nor will they be for some weeks yet, the later fruit in less quantities taking the place of the earlier kinds. The best go soonest and now what is left has more the appearance of "odds and ends" and painfully suggests that there is such a thing possible as the survival of the unfittest—a condition depending upon the point of view.

The prediction that apples would show a bold front by and bye remains a prediction. The amount offered does not change the condition in that respect and the quality strengthens the opinion. Few apples as yet are remarkable for size and there is a discouraged look about the best of them, suggesting that the crop, as a whole, has been hardly dealt with. A recent walk through some orchards in the immediate vicinity of Grand Rapids is a fair indication of the state of things farther from the city if reports are to be trusted. The orchards in this instance were not the largest, but the fruit was of the best varieties and each tree's crop was rotting on the ground where it had been thrown by the wind. One tree retained a single red apple of the bushels that were almost ready for harvesting. "A neighbor occasionally comes for a basketful, but the wind has ruined them and the crop this year won't amount to anything." Wherever the wind had a chance at the trees the result was probably the same and this part of the State for that reason will not figure extensively in the apple market.

The grape on the market is the coming event that is casting its odor before. Unlike the other fruits, in that way it makes its presence felt and the nose catches whiffs of its aroma almost as soon as the eye the clustered purple. The Concord is the evident favorite on all accounts; and while the Wordens and Niagaras are not begging for buyers, there is an evident feeling that, while these varieties will do for a makeshift, the grape "as is the grape" will be seen and known only with the coming of the Concord, and it's time is not yet.

The vegetables show no signs of falling off. The potato this season has not shown any specimens of unusual size, both extremes having been seemingly avoided. A happy medium in this respect was noticeable on the market and some fine looking potatoes, free from dirt and just the right size, was the attraction of more than one market wagon. Beets for some reason seem to be the pig among vegetables and more than one dirty bushel exchanged hands, taking with it more than its conventional peck.

Signs of "that tired feeling" which indicates too much of a good thing appears now in different parts of the market. One grower, leaning sleepily against the end board of his wagon full of some "likely" potatoes, did not hesitate to say that he was getting tired of it. "It don't pay to be on the road all night for the sake of getting here early in the morning to sell your stuff

for what don't pay for digging." "Fruit is all right; but it's so plentiful you can't get anything for it," was the burden of another wail, due, doubtless, to long and continued journeys to the market, sixteen miles and a start at 11 o'clock the night before being the regular program. "It does well enough for a while; but, 'long towards the last on't, you don't care whether you ever sell another root's long's ye live."

That man's 19 year old boy will come in to-morrow morning; but nothing of that sort will come from him. The thing was tried a few minutes later on a youngster whose black, mischievous eye had every indication of furnishing business for the schoolmaster this winter. He was indulging in a yawn big enough for a man twice his size and weight.

"Sleepy?"  
"Yes, but that's nothing. It's a part of the business."

"Come far?"

"Dozen miles or so; but a fellow gets used to that. Along at first it took both father and the horses to pull me out of bed; but now I've got so used to it, that I get up and get harnessed before I know what's going on! Last year, when the market was over, folks had to lock the doors and hide the key for a week to keep me from getting up and driving off with an empty wagon. If it didn't get cold I'd as lief keep 'er up all winter.—Here, sir, is what you are looking for."

It was a fact and in less than five minutes the load was disposed of and the handsome young face that will be always a world of cheer was turned toward home. The market might be in "the sere and yellow leaf;" but, when life is young, it doesn't make any difference about the sere and the yellow, even these conditions, in such hands being compelled to furnish their full quota to the fun that's got to come from somewhere.

**Six Practical Hints.**

1. When you have nothing to say, say it.
2. Always live within your income—if it is large enough. If it is not, increase it.
3. A fool and his folly are inseparable acquaintances.
4. After most apparent failures there still remains the power of effort, showing that he succeeds who plunges on again.
5. There is no disease which so racks and weakens ability, intellectuality and manhood as that commonly known as "swelled head."
6. Learning is such a strange thing. The more knowledge one obtains the greater grows the realization of his ignorance.—Fame.

The Russian government has taken the drastic step of suppressing the publication, and has undertaken the production and sale of drink. The change has resulted in a large increase in the public revenue, although that was not the object in view, but rather the regulation and limitation of a traffic, which in Russia, as in every other country, is found to be productive of national evils. The minister of finance repeated that the exclusion of private persons from the trade in drink was absolutely necessary in view of the unsatisfactory position of the question of the traffic, the unscrupulous profit-seekers engaged in it and "the growth of many abuses injurious to the lower classes." It is noteworthy that at the same time the government has subsidized the temperance societies with a sum of \$900,000.

**Crockery and Glassware**

**AKRON STONEWARE.**

Butters	
½ gal., per doz.	45
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.	6
Churn Dashers, per doz.	84
Milkpans	
½ gal. flat or rd. bot., per doz.	45
1 gal. flat or rd. bot., each	5½
Fine Glazed Milkpans	
½ gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	5½
Stewpans	
½ gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
½ gal., per doz.	56
¾ gal. per doz.	42
1 to 5 gal., per gal.	7
Tomato Jugs	
½ gal., per doz.	65
1 gal., each	7
Corks for ½ gal., per doz.	20
Corks for 1 gal., per doz.	30
Preserve Jars and Covers	
½ gal., stone cover, per doz.	75
1 gal., stone cover, per doz.	1 00
Sealing Wax	
5 lbs. in package, per lb.	2
FRUIT JARS	
Pints	5 25
Quarts	5 40
Half Gallons	7 50
Covers	2 25
Rubbers	25
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	45
No. 2 Sun	65
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 45
No. 1 Sun	1 54
No. 2 Sun	2 25
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.	1 75
No. 1 Sun, crimp top, wrapped & lab.	1 90
No. 2 Sun, crimp top, wrapped & lab.	2 90
XXX Flint	
No. 0 Sun, crimp top, wrapped & lab.	2 75
No. 1 Sun, crimp top, wrapped & lab.	3 75
No. 3 Sun, crimp top, wrapped & lab.	3 95
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 58
2 gal. galv. iron with spout, per doz.	2 78
3 gal. galv. iron with spout, per doz.	3 75
5 gal. galv. iron with spout, per doz.	4 35
3 gal. galv. iron with faucet, per doz.	4 25
5 gal. galv. iron with faucet, per doz.	4 95
5 gal. Tilting cans	7 25
5 gal. galv. iron Nacetas	9 00
Pump Cans	
5 gal. Rapid steady stream	8 50
5 gal. Eureka, non-overflow	10 50
3 gal. Home Rule	9 95
5 gal. Home Rule	11 25
5 gal. Pirate King	9 50
LANTERNS	
No. 0 Tubular, side lift	4 95
No. 1 B Tubular	7 40
No. 13 Tubular, dash	7 50
No. 1 Tubular, glass fountain	7 50
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 85
No. 0 Tub., bull's eye, cases 1 doz. each	1 25

**FIFTY**

100-Piece Nicely Decorated Dinner Sets at

**\$4.75**



We offer to the trade as long as they last Fifty 100-piece Dinner Sets, decorated in blue, pink, green, brown, etc. Sets are in the best semi-porcelain second selection and as good as many factories' firsts.

**Combination of Set.**

- 12—12 only, 5 inch plates
- 12—12 only, 6 inch plates
- 12—12 only, 7 inch plates
- 12—12 only, 4 inch fruits
- 24—12 only, new shape cups and saucers
- 12—12 only, individual butters
- 3—1 only, covered butter dish
- 1—1 only, 8 inch platter
- 1—1 only, 12 inch platter
- 4—2 only, 8 inch covered dishes
- 1—1 only, 8 inch baker
- 1—1 only, saucelboat
- 1—1 only, pickle dish
- 2—1 only, sugar and cover
- 1—1 only, creamer
- 1—1 only, bowl

**100 Piece Dinner Set Only \$4.75.**

In ordering, mention what color decoration you want.

Order at once before they are gone. It is an extraordinary bargain and decorations are guaranteed in every respect.

When in the city fair week, don't forget to call on us and inspect our large assortment of holiday china.

**DE YOUNG & SCHAAFSMA,**

Crockery, Glassware, Lamps, China,

112 Monroe St., Grand Rapids, Mich.

**William Reid**

Importer and Jobber of Polished Plate, Window and Ornamental

**Glass**

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

L. BUTLER  
Resident Manager

**A VERY QUICK SELLER**



For sale by Olney & Judson Grocer Co., Ball-Barnhart-Putman Co., Worden Grocer Co., Musselman Grocer Co., Lemon & Wheeler Co., Clark-Jewell-Wells Co., Daniel Lynch, Jennings Extract Co., M., B. & W. Paper Co.

**PRESIDENT KRUGER'S FLIGHT.**

When President Kruger's arrival at Lornezo Marquez was first announced it was stated that he was merely taking a needed vacation ordered by his doctors and that the business of the Transvaal Republic would be carried on from Delagoa Bay. Of course, nothing of the sort could be permitted, as Portugal, being a neutral country, having friendly relations with Great Britain, could not allow Portuguese territory to be made the base for hostile operations against a friendly state. The flight of President Kruger from the Transvaal really meant that all hope was lost, and that the stout-hearted old burgher and his colleagues, having exhausted every resource, saw no other alternative but the abandonment of the fight.

As Kruger was the dominating spirit among his countrymen, his enforced flight will be interpreted by them as meaning that all further resistance is useless. While there will no doubt be more or less fighting with guerrilla bands composed of irreconcilables, it can now be safely assumed that the war is virtually over, after lasting for eleven months, and costing thousands of lives and vast treasure.

It is, of course, too early to predict what will be the result upon the future of South Africa. British rule is now supreme from the Cape to Lake Victoria Nyanza, and, except for a moderate strip belonging to Belgium, in the very heart of Africa, British dominion extends through the continent from the Mediterranean to the Cape. This vast empire has been acquired, with the exception of the Cape Colony and Natal possessions, during the past twenty years. Much yet remains to be done before its possibilities are fully developed; but now that the Transvaal barrier is out of the way Portugal will no doubt be induced to part with Delagoa Bay, and Belgium with the strip needed to view an uninterrupted right of way from the Cape to Cairo. Those things accomplished, the work of development will progress rapidly.

While these momentous changes are making in South Africa, Paul Kruger, the most picturesque and rugged as well as the most noted of the great pioneers of that region, will be passing his declining years in exile. His will be a pathetic figure, but neither exile nor defeat can rob him of the glory of having made the most formidable fight against the world's greatest empire which that empire has experienced since the days of Napoleon. It is not surprising that the people and government of Holland should feel proud of the career of one who has honored their race and given it a claim to the possession of valor and military skill, and they have shown their appreciation by sending a national vessel to convey the aged ex-ruler of the Transvaal to his new home.

**THE MICHIGAN STATE FAIR.**

There can be no better indication of the prosperity of the Peninsular State than the evidences of it now to be seen at the State Fair grounds. The old talk of the hayseed and the country pumpkin no longer obtains. There are, indeed, the "signs of the profession"—the heavy coat of tan, the strong arm, and the face which work and weather have chiseled at for years, but the seed-gathering hair is not now so much in evidence; the faded frock coat, as seen at all, is oftener on the back of the thrifless townsman and the outlandish talk,

once known as "country gab," if heard at all, comes from the "no 'count' folks of the back streets and alleys of the city. The Michigan farmer is at the front and the visitor at the Fair, if he would see him at his best, has only to visit the Fair grounds and look around him.

"By their works ye shall know them" is the unlabeled legend prevailing everywhere. There is not a "nubbin" on exhibition. The only comparison possible is the best of one kind with the best of another. If the dispute be one of peaches, there is the chance to compare Albertas with Crawfords and Chilis, and so with the others, and after the decision there is no need to go behind the returns. Is the best breed of cattle a subject of discussion? Let the stalls settle the difference with the best animals in the State. The intelligence, the trained intelligence of Michigan, has brought here its selected best to be approved or condemned as the judges shall determine; not for the sake of the prizes alone, but to strengthen and increase the welfare of the farm—the foundation of the commonwealth, be it of State or Nation.

While commendable as a whole, the best part of the Fair is the people unconsciously on exhibition. The talk may be "farm talk," but it bears evidence of the training of the Agricultural College and the high school. Not an article on exhibition and not a child on the grounds that will not tell what the schoolhouse is doing directly and indirectly to forward the State's best interests. There is less of ignorant country life on exhibition at this year's fair than there was five years ago. The young people are trimmer in garb and speech and action than they were then. There are fewer instances of that hideous, one-toothed class of middle-aged humanity that at fairs of this kind is too often seen. More and more the broad shoulders of the young men are found carrying a head that has been uncovered in the college class room; and their sisters, in gracefulness of speech and manner, show that they have had a seat beside them. It is simply a State show of the well to do in every department of progress and every occupied inch of the fair is showing, what the Tradesman has always contended for, that the "hayseed" is not a prototype of country life and living, and that it has been considered so only in those instances where the farmer has failed to make the most of those advantages which the State Fair and similar gatherings are intended to furnish.

Milwaukee is disputing with Chicago the claim of being the healthiest city. Chicago's death-rate is 16.56 per 1,000 of population, while that of Milwaukee is 14.27. These rates are not based on a hypothetical population, generally exaggerated, and deduced from the school census or the number of names in the city directory, but on the number of people as declared in the United States census just taken. Tables are also presented in the proud Milwaukee papers to prove that their city has the lowest death-rate of all American cities of its class of 250,000 population or over. By these tables it appears that Buffalo is a close second, with Cleveland and Detroit not very far behind. Widening the comparison, it is shown, to the satisfaction of Milwaukee, at least, that its death rate is lower than that of any city in the world with a population of 500,000 or more.

**Back to the Old Schedule.**

Lake Linden, Sept. 24.—Since one year ago last June the business houses of Lake Linden have closed their doors at 6:30 p. m. on Monday, Wednesday and Friday, thereby allowing the clerks those evenings off. The one exception to this rule is M. Levine, who tried it for about two months and came to the conclusion that the arrangement was injurious to his business, and he has kept his store open every evening since that time.

The business men of the town held a meeting last week and, as a result of the meeting, notified their clerks that unless Mr. Levine closes his place of business at 6:30 o'clock three evenings each week like the other business houses, they will do away with the early closing rule and remain open every evening.

When interviewed in regard to the matter Mr. Levine stated that he would not close his store. When the movement was first started, he said he agreed to the early closing and tried it for one month. At that time he notified the other parties to the agreement that his business was being injured and that he would open his store every evening. He was persuaded to hold off another month, but since that time has kept open every evening in the week. His clerks are entirely satisfied with their present hours, receiving one evening off a week.

Mr. Levine's refusal to close his store three evenings a week will result in the other stores all keeping open evenings. The new order of things will probably go into effect the first of next week.

**The Boys Behind the Counter.**

Owosso—H. A. Blackmar has gone to Saginaw to take the position of manager and head clerk for McLean & Irwin, druggists.

Sault Ste. Marie—H. B. Klein has taken a position in the grocery department of the Prenzlauer Bros. store.

Otsego—W. A. Cackler is clerking in the grocery department at Hartman & Hall's.

South Haven—H. P. Knudsen, of Allegan, has taken a position in the store of M. Hale & Co.

Menominee—Edward Forsyth, of Marquette, has assumed the management of W. H. Roberts' drug store. Mr. Roberts expects to leave soon for Chicago to complete his medical studies.

Owosso—Frank J. Ellis, of Goodspeed Bros. shoe store, has taken a position in the shoe store of A. C. Wesener.

Sault Ste. Marie—Joseph Flood has taken a position with the Soo Hardware Co.

Fremont Indicator: The Michigan Tradesman of last week came to us in the shape of a 100 page paper, in honor of its eighteenth anniversary, and filled from front to back with choice articles upon different subjects. A great many fine half tone engravings accompanied the sketches, giving it a most attractive appearance. The Tradesman is always attractive, however, and one of the finest weeklies of its class issued in the country. May it have added success in the future.

**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.**

40 STOCKS OF MERCHANDISE—40 IN ALL parts of the State; all kinds, and at prices that will sell them. Send for list, Clark's Business Exchange, 23 Monroe St., Grand Rapids, Mich. 530

SAW STAVE, HEADING AND SHINGLE mill for sale cheap at Temple, Mich., on Muskegon River; sickness cause for selling. George Spathelf, Jr., Ann Arbor, Mich. 532

WANTED—2 BAZAAR, 2 DRUG AND 1 grocery in good outside towns. Clark's Business Exchange, Grand Rapids. 533

FOR SALE—AN OLD ESTABLISHED MAIL order business, with large stock of goods; a bargain if taken soon. Address Brewster Mfg. Co., Holly, Mich. 529

FOR SALE—NICE CLEAN STOCK OF drugs. Must be sold at once. Enquire of Geo. W. M. Hunt, Trustee, 114 So. Burdick St., Kalamazoo, Mich. 527

FOR SALE—NICE CLEAN STOCK OF drugs; no competition; rent cheap; daily cash sales \$6; good reasons for selling. Address Lock Box 9, Fenwick, Mich. 526

FOR SALE—ONE SET DAYTON COMPUTING scales and one medium-sized safe. Address C. L. Dolph, Temple, Mich. 522

HOTEL FOR RENT OR SALE—STEAM heat, electric lights, hardwood floors, etc.; located in Bessemer, Mich., county seat Gogebic county. Address J. M. Whiteside, Bessemer, Mich. 523

WANTED—TO BUY BANKRUPT STOCK dry goods or dry goods and shoes, former line preferred. Address, with particulars—size of stock, etc.—Box 91, Mason, Mich. 519

FOR SALE—STOCK OF BOOKS, STATIONERY, wall paper, etc., and only complete news depot in town; also daily paper route; a good paying business and an excellent opportunity for the right party. Ill health the only reason for selling. Write or call on M. Van Putten, Holland, Mich. 521

FOR SALE—GENERAL MERCHANDISE stock, invoicing about \$8,000, store building and fixtures. Stock is in A1 shape. Trade established over twenty years. Would accept house and lot or farm in part payment. Splendid chance for the right person. Reason for selling, wish to retire from business and take a needed rest. Address No. 520, care Michigan Tradesman. 520

FOR RENT—A GOOD BRICK STORE building centrally located in a good business town. Address Mrs. E. F. Colwell, Lake Odessa, Mich. 516

FOR SALE—DRUG STOCK INVOICING fifteen hundred (\$1,500) dollars, in Southern Michigan. Will retain half interest or sell entire stock. Good place to make money. Reason for selling, have other business. Address No. 515, care Michigan Tradesman. 515

FOR SALE CHEAP—GENERAL STOCK OF merchandise, invoicing \$2,500. Will rent store building and fixtures very cheap. Good farming country and excellent potato region roundabout. Dealer could handle farm produce to advantage. Do not care for money payment. Will accept ample security. Reason for selling, poor health and need of rest. Address No. 511, care Michigan Tradesman. 511

WHAT HAVE YOU TO TRADE FOR improved real estate, southwest corner Wealthy and Paris avenues, Grand Rapids? I prefer Detroit suburban or Petoskey business property. Mortgaged property will not be looked at. Address P. Medalie, Mancelona, Mich., or Jas. Campbell, Giant Clothing Building, Grand Rapids, Mich. 498

FOR SALE—146 ACRES OF LAND IN Marion county, Florida. Over 100 acres cleared. Suitable for fruit, vegetables and stock growing. Price \$15 per acre. No trades. L. D. Stark, Cascade, Mich. 486

STORE TO RENT IN CADILLAC; centrally located; formerly used for drug store, later for grocery store. Dr. John Leeson. 377

FOR SALE—WATER WORKS PLANT AND franchise in Northern Michigan. Write for particulars to D. Reeder, Lake City, Mich. 424

FOR SALE OR EXCHANGE FOR GENERAL Stock of Merchandise—Two 80 acre farms; also double store building. Good trading point. Address No. 388, care Michigan Tradesman. 388

FOR SALE—GENERAL STOCK, LOCATED in good country trading point. Stock and fixtures will inventory about \$2,000; rent reasonable; good place to handle produce. Will sell stock complete or separate any branch of it. Address No. 292, care Michigan Tradesman. 292

PARTIES HAVING STOCKS OF GOODS of any kind, farm or city property or manufacturing plants, that they wish to sell or exchange, write us for our free 24-page catalogue of real estate and business chances. The Derby & Choate Real Estate Co., Lansing, Mich. 259

FOR SALE CHEAP—\$3,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 240

**MISCELLANEOUS.**

WANTED—BY OCT. 15 A REGISTERED pharmacist. E. B. Longwell, Paw Paw, Mich. 531

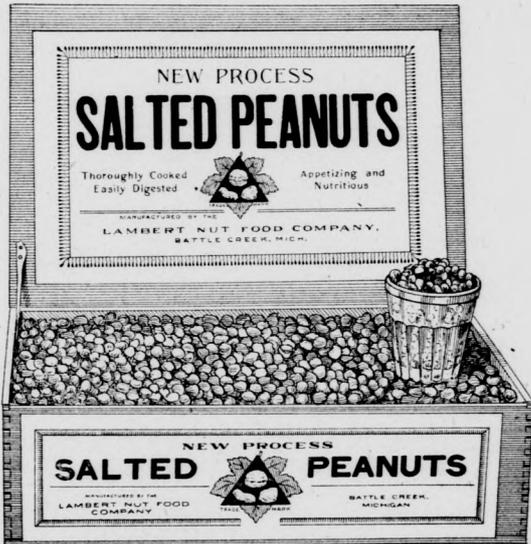
WANTED—REGISTERED PHARMACIST or an assistant; young man of good address, willing to do work in a general store and well recommended. Address G., care Michigan Tradesman. 525

WANTED—POSITION AS BOOKKEEPER by young lady who has had about a dozen years' experience in store and office and can give best of references as to character and ability. Address No. 513, care Michigan Tradesman. 513

A RELIABLE MAN OF NINE YEARS' EXPERIENCE, acquainted with several departments, desires store or office position in Central or Southern Michigan. Write for particulars. Address No. 502, care Michigan Tradesman. 502

The Tradesman Company  
Engravers and Printers  
ILLUSTRATIONS OF ALL KINDS  
STATIONERY & CATALOGUE PRINTING  
GRAND RAPIDS, MICHIGAN.

# Lambert's Salted Peanuts : New Process



Makes the nut delicious, healthful, and palatable. Easy to digest. Made from choice, hand-picked Spanish peanuts. They do not get rancid. Keep fresh. We guarantee them to keep in a salable condition.

Peanuts are put up in attractive ten-pound boxes, a measuring glass in each box. A fine package to sell from. Large profits for the retailer.

Manufactured by

**THE LAMBERT NUT FOOD CO.,**  
Battle Creek, Mich.

## Do You Know

# Uneededa Biscuit

are better now than ever before?  
This is important—and true.

NATIONAL BISCUIT COMPANY.

OLD RELIABLE **B.L.** CIGAR  
ALWAYS BEST.

## MERCANTILE ASSOCIATIONS

### Michigan Retail Grocers' Association

President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

### Grand Rapids Retail Grocers' Association

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

### Detroit Retail Grocers' Protective Association

President, WM. BLESSED; Secretaries, N. L. KORNIG and F. H. COZZENS; Treasurer, C. H. FRINK.

### Kalamazoo Retail Grocers' Association

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

### Bay Cities Retail Grocers' Association

President, C. E. WALKER; Secretary, E. C. LITTLE.

### Muskegon Retail Grocers' Association

President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.

### Jackson Retail Grocers' Association

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

### Adrian Retail Grocers' Association

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

### Saginaw Retail Merchants' Association

President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HERR.

### Traverse City Business Men's Association

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

### Owosso Business Men's Association

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

### Pt. Huron Merchants' and Manufacturers' Association

President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

### Alpena Business Men's Association

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

### Calumet Business Men's Association

President, J. D. CUDDIHY; Secretary, W. H. HOSKING.

### St. Johns Business Men's Association

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

### Perry Business Men's Association

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

### Grand Haven Retail Merchants' Association

President, F. D. VOS; Secretary, J. W. VERHOEKS.

### Yale Business Men's Association

President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.

### Grand Rapids Retail Meat Dealers' Association

President, JOHN G. EBLE; Secretary, L. J. KATZ; Treasurer, S. J. HUFFORD.

## Travelers' Time Tables.

### PERE MARQUETTE

#### Chicago Trains.

Lv. G. Rapids, *7:10a	12:05p	*4:30p	*11:55p
Ar. Chicago, 1:30p	5:00p	10:50p	*7:05a
Lv. Chicago, 6:45a	12:00m	4:50p	*11:50p
Ar. G. Rapids, 1:25p	5:00p	10:40p	*6:20a

#### Milwaukee Via Ottawa Beach.

Lv. Grand Rapids, every day	10:10pm
Ar. Milwaukee	6:30am
Lv. Milwaukee	9:30pm
Ar. Grand Rapids, every day	6:55am

#### Traverse City and Petoskey.

Lv. Grand Rapids	7:55a	5:30p
Ar. Traverse City	1:15p	10:45p
Ar. Petoskey	4:10p	

Trains arrive from north at 3:45am, 10:50am, 4:15pm and 11:00pm.

#### Ludington and Manistee.

Lv. Grand Rapids	7:55am	5:30pm
Ar. Ludington	12:05pm	9:25pm
Ar. Manistee	12:28pm	9:55pm

#### Detroit and Toledo Trains.

Lv. Grand Rapids	*7:10am	12:05pm	5:30pm
Ar. Detroit	11:40am	4:05pm	10:05pm
Ar. Toledo	12:35pm		
Lv. Toledo	7:20am	11:55am	4:15pm
Lv. Detroit	8:40am	1:10pm	*5:15pm
Ar. Grand Rapids	1:30pm	5:10pm	10:00pm

#### Saginaw and Bay City Trains.

Lv. Grand Rapids	7:00am	5:20pm
Ar. Saginaw	11:50am	10:12pm
Ar. Bay City	12:20pm	10:46pm
Ar. from Bay City & Saginaw	11:55am	9:35pm

Parlor cars on all Detroit, Saginaw and Bay City trains.

Buffet parlor cars on afternoon trains to and from Chicago. Pullman sleepers on night trains. Parlor car to Petoskey on day trains; \*Every day. Others week days only.

Sept. 23, 1900. H. F. MOELLER, General Passenger Agent, Detroit, Mich.

## GRAND Rapids & Indiana Railway July 1, 1900.

#### Northern Division.

	Going North	From North
Trav. City, Petoskey, Mack.	* 4:05am	* 9:30pm
Trav. City, Petoskey, Mack.	+ 7:45am	+ 5:15pm
Trav. City, Petoskey, Mack.	+ 2:00pm	+12:20pm
Cadillac Accommodation	+ 5:35pm	+10:45am
Petoskey & Mackinaw City	+10:45pm	+ 6:00am

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

#### Southern Division

	Going South	From South
Kalamazoo, Ft. Wayne Cin.	+ 7:10am	+ 9:40pm
Kalamazoo and Ft. Wayne.	+ 1:50pm	+ 1:50pm
Kalamazoo, Ft. Wayne Cin.	* 9:45pm	+10:15pm
Kalamazoo and Vicksburg.	+12:30pm	* 3:55am
Kalamazoo	* 6:00pm	* 7:00am

9:45pm train carries Pullman sleeping cars for Cincinnati, Indianapolis, Louisville, St. Louis and Chicago. Pullman parlor cars on other trains.

#### Chicago Trains.

TO CHICAGO.		
Lv. Grand Rapids	+12:30pm	* 9:45pm
Ar. Chicago	+ 5:25pm	* 6:30am

12:30pm train runs solid to Chicago with Pullman buffet parlor car attached. 9:45pm train has through coach and Pullman sleeper.

#### FROM CHICAGO

Lv. Chicago	+ 5:15pm	*11:30pm
Ar. Grand Rapids	+10:15pm	* 7:00am

5:15pm train runs solid to Grand Rapids with Pullman buffet car attached.

11:30pm train has through coach and sleeping car.

#### Muskegon Trains.

GOING WEST.		
Lv. Grand Rapids	+7:35am	+1:53pm
Ar. Muskegon	9:00am	3:10pm

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

#### GOING EAST.

Lv. Muskegon	+8:10am	+12:15pm
Ar. Grand Rapids	9:30am	1:30pm

\*Except Sunday. \*Daily.

#### C. L. LOCKWOOD,

Gen'l Pass'r and Ticket Agent.

W. C. BLAKE, Ticket Agent Union Station.



## WANTED!

One Million Feet  
of  
Green Basswood Logs  
Over 12 inches.

**GRAND RAPIDS MATCH CO.,**  
GRAND RAPIDS, MICH.

Use Tradesman Coupons

# 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

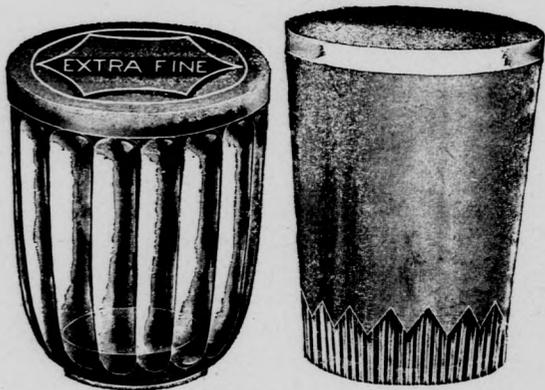
**WATER WHITE HEADLIGHT OIL IS THE  
STANDARD THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

**STANDARD OIL CO.**

To Clear Our Warehouse  
We Offer You for Immediate Shipment

## Tin Top Jelly Tumblers



1-3 pint size at 16c per dozen  
1-2 pint size at 18c per dozen

Shipped from Toledo with a charge of 35c for each barrel. They are packed 22 to 25 dozen 1-3 pint or 20 dozen 1-2 pint to a barrel. Terms net 60 days or 2 per cent. discount if paid in 10 days. If you have no account with us, please send Toledo reference or draft with order.

**The Daudt Glass & Crockery Co.**

236 Summit Street and 230, 232, 234, 235 & 236 Water Street  
Toledo, Ohio

## Fleischmann & Co.'s Compressed Yeast



Strongest Yeast  
Largest Profit  
Greatest Satisfaction  
to both dealer and consumer.

**Fleischmann & Co.,**

419 Plum Street, Cincinnati, Ohio.

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

OFFICE OF

## H. LEONARD & SONS GRAND RAPIDS

MR. MERCHANT:

We beg to call your attention to our Catalogue, "The Commercial Traveler," showing our complete line of HOLIDAY GOODS, especially our very large assortment of Toys, Dolls, Games, Books, Celluloid Novelties and Cases of all kinds in addition to our regular lines of House Furnishing Hardware, Crockery, Glassware, Notions, etc.

Our goods are sold at "Catalogue House" prices, a positive saving to you on every bill. If you have not received our complete 264 page Fall Catalogue, drop us a postal, and we will forward on request. Come in and see our line in person if possible. Don't delay; write to-day.

**H. LEONARD & SONS**

## Holiday Announcement

Our assortment of Holiday Goods for this season's trade is complete, and we have on sale the Largest and Brightest line of

Bric-a-Brac      Art Pottery

Bohemian Glass

Novelties in French and  
German China

we have ever offered. Our Michigan representatives are now in the State with complete sample lines, and we will be pleased to make arrangements for you to see them. Write for particulars.

**Kinney & Levan**

Importers and Jobbers in Crockery, Glass, Lamps and  
House Furnishing Goods  
Cleveland, Ohio