

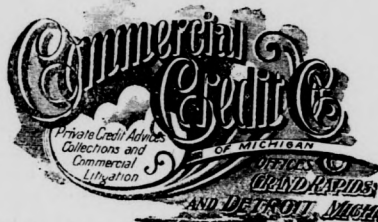
MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, OCTOBER 3, 1900.

Number 889

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, Oct. 10 to 13. 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.

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

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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THE MORNING MARKET.

Gradual Decadence of the Offerings of Fruit.

Serene is the word that best describes the condition of things on the Island. Hurry, if not yet wholly out of fashion is no longer in good form. "Let us eat and drink and be merry, for to-morrow we die" is the prevailing sentiment, if the last word is displaced by "do it over again!" The backbone of the year's work is broken. The harvest is past; the summer is ended; the new things, longed for, have been bought and paid for and, with a satisfied "Now let's take things easy," there is a drawing of long breaths and a yielding to the strengthened conviction that it doesn't pay to be "eternally on the jump!" The men have more the air of "Let's talk it over" about them. Tri-pods are oftener indulged in—two Dutch legs and the wagon end—and contentment furnishes no happier symbol than that. There is something about a Dutch pipe in a Dutch mouth, with a wagonload of well-to-do cabbages behind them, which disarms all criticism; and when the Dutch pleasantries are banded from mouth to mouth with a funny intermixture of English, there is a fair idea of what it used to be in the early days of New York where Peter Stuyvesant and Wouter Van Twiller smoked and joked in the days when Manhattan was furnishing Greater New York with a worthy aristocratic ancestry.

The number of market wagons is constantly dropping off. The nucleus is not now so dense as it was when the season was at its height. The periphery of the circle is contracted and has daily more of a ragged edge. The wife and the daughter find it less desirable to wait on the wagon seat holding the reins, and when they are seen there something about them suggests that on the way home there will be a visit to the dry goods stores. Occasionally there is a patient Griselda who has come for company; but the majority have a speculation in their eyes which means business for the knight of the yardstick.

As the peach departs, the other fruit

candidates for popular favor present their claims. The grapes hold the public eye in not overwhelming numbers. Concord is getting to be aggressive, but not disagreeably so. The Niagara is neighborly, but only that—both holding themselves somewhat aloof from the commoner varieties which come to market by the bushel. There is such a thing as being altogether too common! Apples are improving as to quality, but are nothing as yet to brag of. An occasional wagonload excited comment, both as to size and appearance, but the end of the apple market is not yet, winter fruit having not begun to come in to any extent. Pears are getting to be commoner. The yellow of the Bartlett has lessened in appearance; but there are others in size and quality that gladden the heart of the buyer. The vegetable world persistently insists that, for right up and down service, garden truck is your only standby and it backs up the statement by some likely looking wagonloads. Potatoes—if that can be called garden truck which is raised by the acre—are doing something commendable if size is a mark of excellence. They are larger than the average so far brought in and the quality is vouched for by the producer. The squash family are getting to be wholly indifferent in this regard. One specimen fairly made an exhibition of itself and disgustingly challenged the whole market to beat it. The cabbages, which show unmistakable evidence that they have been working for the State Fair all summer, had nothing to say, of course, but it was plain enough to see that they rejoiced over the fact that not a member of their family had transformed itself into that sort of a swell head.

Whether country or town is the better place for bringing up boys is a question illustrated by the negative side this morning. A big pipe, closely followed by a fifteen year old stripling, was a marked feature of one of the wagon-bordered streets of the market. Half-grown, head and neck run out like a turtle, shoulders stooping, hips receding and knees protruding, he swore and expectorated like a veteran of the pipe, that he undoubtedly is. The kindest thing to say is that he is an exception; and his devotion to the instrument of death between his lips, in connection with the thin cheeks and pale face, hints that the pipe understands its business and will see that the market isn't bothered with that fellow much longer.

"Hullo, Brown!" The voice had the unchanged tone of boyhood and the responsive "Hullo!" was of the deepest bass. A glance revealed the fact that 12 was saluting 60; and again it was decided that the country, as a boy-trainer, must take a back seat. The boys with the wagon are not all like that; which is another way of saying that the home life is not always the same. A white-haired customer with a market basket, having paid for his produce, was trying to convince the young fellow of 16 who had brought it in that it is not a hardship but a pleasure to start for market at 2 o'clock in the morning. The

boy with the pipe and the one who halloed to "Brown" would have promptly sent the old duffer to hades with capital letters. Not so he with a loving mother at home. With a sparkle in the bright, black eye, he ended the discussion with, "If you'd like to, sir, I shall be glad to let you take my place for a week!" How much better that was than sending the old man to a place you couldn't get him to go to for anything in this world!

The market is a good place to study character and for one to show the home training it can not be excelled.

Hides, Pelts, Tallow and Wool.

All advance in the hide market has been checked. The country take off is more plenty and the demand is good for all offerings. No large sales are reported on any grade.

Pelts are few and in fair demand at full values.

Tallow does not move with any vim. Soapers are well supplied. The tendency is toward an even market and there is an ample supply of all grades.

Wool is inactive, with but little moving, and even this at low prices. Manufacturers are in the market looking and sampling in order that they may learn where to obtain supplies. A few manufacturers are purchasing a part of their anticipated wants, but the greater number are awaiting election returns, after which time business is expected to take a fresh start, although there is nothing to warrant higher prices. The London decline of September forces prices down on this side.

Wm. T. Hess.

Agree Not To Use Bell Phones.

Pontiac, Sept. 28—The perplexing telephone situation in Pontiac is now a step nearer a solution. Pontiac business men held a meeting yesterday afternoon and adopted a resolution agreeing not to use the Bell 'phone after October 1. For some time a petition has been circulated, the signers of which agreed to use but one of the 'phones controlled by the Michigan company after October 1. It was supposed that the Bell would be the one selected, but the business men prefer the New State. The Oakland County Telephone Co. will begin service on Monday next. Their switchboard is now in and linemen are setting telephones. The exchange will open with about 200 phones in use and the remainder of the 400 subscribers will be connected as quickly as the necessary work can be done. The Oakland company was organized only two months ago, and the fact that it secured franchises, built lines and an exchange and is ready to give service all within two months is a matter of pride to the management.

Profit in the Production of Broom Corn.

From the Dowagiac Times.

Through the efforts of Mr. Brown, the Dowagiac broommaker, numerous parties in this city and vicinity have this year planted several acres of land to broom corn, and a grower down near Decatur, who has just harvested and sold his crop, has realized about \$96 gross per acre, and after paying about \$25 per acre for cost of planting, cultivation and harvesting, will realize \$71 net per acre. The crop is a ready selling one and, owing to the total failure of the Illinois crop this year, the prices for next year promise to be as high or higher than those of the present season.

Getting the People

Nine Advertisements and Nearly All of Them Good.

A most noticeable change in the appearance of the columns of the country press now taking place is in the quality of the advertising carried. The change is a most rapid one and is doubtless owing to a combination of causes: First is the constant endeavor of the publishers to improve every part of their work as rapidly as possible. Then the advertisers are giving attention to the subject and demanding the best service possible. They are in receipt of literature which serves not only to interest them in this direction, but gives them a pretty clear idea of what such work should be, and what they should demand. There is also the rapid increase in literature for the publisher and printer, both suggestive and critical, which is no small factor in the improvement. Not very long ago the columns of the average country paper were anything but things of beauty. Thrown together without any regard to suitability or uniformity, cuts haphazard and display atrocious, there was a look of cheap carelessness which failed to command the attention or interest of the advertiser. He would buy the space to the extent that he felt that he must, but it signified little to him whether he was advertising firecrackers through July and August. There is a difference now. There is a look of system and clearness in the work which indicates that the space is coming to be valued. This means that more are advertising and paying better prices and are better pleased with the results. The country paper is the ideal medium for locality advertising and the movement on the part of publishers to meet this requirement is receiving prompt and substantial reward.

The nine advertisements before me are notable for the painstaking care in the display, which, in most cases, is very successful.

The first, by Welsh & Walser, is exceptionally good in both wording and display. The matter is concise and definite and the treatment of the prices is as good as it could be with the variety of values. It is an exceptionally good advertisement.

The next, Eldridge's Hardware Emporium, is not so successful. The line Stoves is well displayed, and while there is evidence of much care in the preparation of the advertisement, it is effort wasted. For the large light face letters a smaller, stronger type should have been used as being more adapted to hardware and to give the needed white space. The word Stoves in the lower left hand corner is spelled with an F. The signature would be better if clearer type were used, and it needs more room. As to the wording, there is an incongruity between the advancing season with stoves, etc., and the ten gallon milk cans. These are more saleable in the spring—their appearance here weakens the advertisement. The word "remember" is adventitious and detracts from the work. It is carelessly written but carefully composed, and both parts of the work are failures.

There is decided originality in the advertisement of W. E. Haney and the display is good. The heavy black rules are admirable when relieved by the heavy type. The white spacing is effective—perhaps a little too much of it in upper right hand corner. The iteration

Cold Weather is Coming

And with it you will need heavy bedding. We have the the largest line of blankets ever shown in Nashville
You can buy a first-class blanket at 55 cents
Other extra good values from 75c, 85c and \$1.00 upwards as high as \$5.00



Capes and Jackets

We hereby show you one of the many styles of capes and jackets we carry, prices ranging from \$1.50 to \$15.00
Call in and get your choice of the selection while you have a full line to choose from.

Welsh & Walser.

JUST A FEW
TEN-GALLON
MILK CANS
LEFT.

1,000 Pounds
Sisal
Twine
At Right Price

STAR OAK
STOVES.
Our Winner.
REMEMBER!

THE SEASON
— — —
ADVANCES

STOVES

CHOICE ENAMELED WARE.

At Eldridge's
Hardware & Emporium.

Pleased

With our prices.
With our goods.
With our promptness.

What more do you want? What more do you ask?

WE want to talk to you. We want to talk to you earnestly, and with an effort to secure your patronage. The public "size up" goods by the quality and price, and the "size up" should be to your interest. The recollection of quality remains long after the price is forgotten. Our every effort is to please our customers, and we are meeting with gratifying success. We want to talk to you whenever you are ready.

W. E. Haney,

The Largest Small Store in Traverse City.
159 Front Street.

New Phone 149.

Old Phone 350

Perfect Success!

Is the result if you mix ability and
"Good as Gold" Flour in your
cooking. Ask your grocer for it and take
no substitute. Every sack fully guar-
anteed.

PORTLAND MILLING CO.,

Portland, Michigan.

Michigan Horses

I handle choice stock for harness.
Purposes. All my Horses are strictly Michigan Bred. If you are
interested, address

T. I. PHELPS

Hotel Phelps

Greenville, Mich.

MAKING
LOTS OF
NOISE!

But it's not all thund-
er. We have got the
goods the people want.
We believe our baked
goods to be superior
to any other made in
the city. We base
our opinion on our
customers' expressions
of satisfaction and the
knowledge that the in-
gredients used by us
are the richest and
purest obtainable.

Van's Bakery.

**Finest
New York
Clarified
Sweet
Cider.**

**Buckhout's
Grocery.**

**PURITY
HEALTH
QUALITY
ECONOMY**

The perfect purity of Stott's
Flour insures health in every
loaf. From crust to crust is
just strength giving, nutri-
tious goodness. The first qual-
ity of Stott's Flour makes
superior results so certain
and baking so easy that econ-
omy is never missed. Bring
satisfaction into the home by
ordering Stott's Flour every
time.

If your grocer hasn't it,
phone 28, and we'll supply
your wants or tell you one
who does keep it.

**Do You Want
Company?**

If so get a watch. It will
tell you when to eat and
when to sleep. If you have
one, you want it to run prop-
erly. I am prepared to do all
kinds of Watch Clock and
Jewelry repair work.

**JAMES S. SCHREUDER,
JEWELRY
Mills' Drug Store, Alpena, Mich.**

of the "want to talk to you" is all right for a change, but such an advertisement should not run long—it soon tires.

The Portland Milling Co. was fortunate in falling into the hands of a printer who evidently understands display and the value of white space. The size of the type is especially judicious. The advertisement is well written—just enough matter for the space—and the slight play on words is effective. The advertisement is a good one.

T. I. Phelps states his business to the point and stops there—a well written advertisement. The display lines, which are good, would have stood out stronger if the border were not quite so black. A smaller body letter, not so condensed, would have conduced to clearness. On the whole, it is a well written and well composed advertisement.

Van's Bakery is composed by one who understands display, but he was unfortunate in the selection of a letter for the signature. Ornamental letters of that character are out of place in a newspaper advertisement. The light parallel rule would have been better replaced by a short heavier dash, with the name in a plain, strong letter. The writing of the matter could be more to the point in the first part, but the wording of the last part is exceptionally good.

Buckhout's Grocery has hit upon the scheme of devoting the entire space to an apparently unimportant article. This mode of advertising by well-known houses is being found very effective. Of course, such advertisements must be changed frequently, but the main idea is to get the words Buckhout's Grocery into the mind.

Stott's Flour is an example of an effort to follow the new modes of display, but the result is not a success, nor is the wording equal to what the writer evidently thinks it. "Just strength giving, nutritious goodness" is decidedly weak. "The first quality" would seem to indicate that there is more than one quality of it, while the writer evidently meant to express the idea that it is of best quality. "Economy is never missed" is the left handed way of putting it. All the wording is as weak as it could well be. The advertisement looks neat and symmetrical, but it would be much stronger as a flour advertisement if the word Flour was displayed somewhere.

James Schreuder is more successful in phraseology and in strength of display. The use of the catch words in the main display line is very good and the wording which follows is pertinent and to the point.

Caught on Too Late.
From the Fenton Courier.

A local firm has been having a special sale on flour, selling two sacks for 75 cents, but each customer could buy but fifty pounds at this price. An economical farmer with an eye for business concluded this was a good opportunity to lay in his winter's supply. He came to town with several baskets of grapes as bait for his scheme and commenced operations. He bought his first two sacks of flour and loaded it into his wagon. Then he had a confidential talk with several young men employed in various places in postoffice square and freely distributed his grapes and 75 cents each among his associates. Within a few minutes there was a great demand for flour, and the farmer's wagon soon looked like the mill's delivery outfit. The clerks tumbled to the scheme after the farmer had loaded up, and have several people on the black list.



Royal is the baking powder of highest character and reputation, the favorite among housekeepers. The cheapest to consumers, the most profitable for dealers to handle.

Those grocers who are most successful in business—who have the greatest trade, highest reputation, the largest bank accounts—are those who sell the highest quality, purest, best known articles.

It is a discredit to a grocer to sell impure, adulterated and unwholesome goods; nor is the sale of such goods, even though the profits on a single lot may be larger, as profitable in the long run as the sale of pure, wholesome, high-class articles at a less percentage.

Trade is won and held by the sale of the best, the highest grade, the most reliable goods.

Around the State

Movements of Merchants.

Nashville—Wm. Stephenson, meat dealer, has sold out to A. B. Clever.

Dansville—Joe Seabolt has engaged in the grocery business at this place.

Holly—Geo. W. Fast, dealer in pumps and windmills, has removed to Fenton.

Coldwater—A. J. Marvin has sold his feed store to G. D. Wamsley, of Quincy.

Prattville—F. L. Stone & Co. have sold their general stock to John McNair.

Manistee—N. Loeb has discontinued the grocery business and retired from trade.

Marshall—John W. Fletcher succeeds Richard B. Fletcher in the clothing business.

New Baltimore—Felix J. Milock, meat dealer at this place, has discontinued business.

Brooklyn—Ebbert & Pitcher have purchased the meat market of James McKinney.

Whitehall—Fred Herron, of Montague, has purchased the Central market from Watkins & Forbes.

St. Joseph—The B. O. Greening grocery stock has been purchased by John T. Owen, of Benton Harbor.

Hudson—F. P. Bradley continues the wall paper and book business of F. P. Bradley & Co. in his own name.

Elsie—H. W. Tuttle has disposed of his grocery stock to C. M. Swan and Edward Cortright, of Mancelona.

Hartford—Charles Hinds, meat dealer, has sold out to Allen Barton, of this place, and Roland Bush, of Bloomingdale.

Holland—L. Fris and his son, Henry, have purchased the wall paper, confectionery, news and cigar stock of M. Van Putten.

Austerlitz—F. W. Davie has sold his grocery stock to F. M. Cranmer, who will continue the business at the same location.

Carsonville—T. K. Anketell, of Crosswell, and M. J. Cook, of Chicago, have purchased the lumber yard of A. Farewell & Son.

Casnovia—Glen and Herschel Clintman have purchased the stock of groceries and general merchandise of O. D. Blanchard.

Port Huron—Hope & Marx have discontinued their retail meat market and engaged in the wholesale meat business exclusively.

St. Joseph—The meat market of H. O. Wilson, which passed into the hands of Armour & Co., has been purchased by Freund Bros.

Adrian—Richard Clegg has sold his meat market to Lentz & Kells and engaged in the same line of business in the Savage block.

Hamilton—A. J. Klomparsens, of Allegan, has purchased the interest of Benjamin Brower in the general merchandise firm of Brower Bros.

Bellevue—The Prindle Co., of Charlotte, has leased the Robinson store and will put in a line of clothing, boots and shoes and men's furnishings.

Port Huron—Daniel McDougall, prescription clerk in the drug store of Chester E. Bricker, will shortly engage in the drug business at Point Edward.

Alpena—John Muellerweiss, Jr., recently uttered a chattel mortgage on his stock of groceries for \$5,050 in favor of Comstock Bros., of this city, and Lee & Cady, of Detroit. He subsequently uttered a bill of sale of the stock to the Comstocks, who are now in possession.

Elsie—Henry W. Tuttle, grocer and meat dealer, has sold his market to Fred Mead, who will occupy the building now being erected by Mr. Tuttle.

Elk Rapids—Crawford & Hubbell, formerly of Manton, have purchased the jewelry stock of D. C. Holt. They will also carry a line of bazaar goods in connection.

Owosso—Arthur Pryor, formerly manager of the merchandise business of Detwiler & Son, at Henderson, has formed a copartnership with C. C. Duff, the veteran grocer at this place.

Evart—W. H. Bennett will occupy the space made vacant by the removal of the stock of Mr. Fenner from his store by a line of groceries, in addition to his confectionery and fruit business.

Luther—W. A. Minger, of Detroit, will shortly open a private bank at this place. He has leased a room in the Odd Fellows' block and will have his office equipped and ready for business in a few weeks.

Owosso—Arthur Thompson has sold his interest in the Owosso Outfitting Co. to Charles Fillinger, who, in company with the remaining partner, O. J. Snyder, will continue the business under the same style.

Wayland—Morris Stern writes the Tradesman that the report that he has retired from trade is untrue. He further states that he does not handle calico and that he purchases sugar by the barrel, instead of 100 pounds.

Kalkaska—Willard Towers and Cole Bros. have jointly purchased the general merchandise stock of A. L. Moon & Co., at Leetsville, and will continue the business under the style of Towers & Cole Bros. Mr. Towers, who has been in the employ of Cole Bros. for the past ten years, will conduct the business.

Detroit—The Union Trust Co., as administrator of the estate of William A. McGraw, deceased, has petitioned the Probate Court for leave to settle the claim of the Boston Rubber Shoe Co. against the estate. There were some agreements between the Boston company and the late Mr. McGraw by virtue of which the company consigned him, it is alleged, boots and shoes valued at \$88,185.40. Oct. 26, 1898, the company filed a bill in chancery against the estate, claiming that Mr. McGraw had sold much of the goods and that he held accounts and notes for the same amounting to \$32,000, and claimed the accounts as belonging to the company. The administrator resisted the demand and no decree has yet been rendered in the Wayne Circuit Court. The Union Trust Co. has collected \$20,000 of the accounts and believes the Boston company will compromise its claim against the estate for one-half the amount collected, \$10,000.

Manufacturing Matters.

Au Sable—The Au Sable River Lumber Co. has been organized at this place with a capital stock of \$5,000.

Escanaba—The Escanaba Brewing Co. has filed articles of incorporation with a capital stock of \$30,000.

Birch Creek—A cheese factory and creamery will shortly be established at this place. Charles E. Swartz, a practical dairyman, and others are interested in the enterprise.

Brooklyn—The old creamery at this place has been purchased by New York State capitalists and will be enlarged and equipped with new machinery. G. A. Brooks, of Hanover, will have the management of the business.

Flint—The Flint Buggy Co. has sold its retail department at 621 Saginaw street to Arthur D. Caldwell, who has been connected with the company for several years as manager.

Reading—Eugene Divine, of Woodbridge, and Chas. H. Burlingame, of this place, have purchased the roller process flouring mill of Higley & Sons, and have already taken possession.

Grand Marais—The Grand Marais Lumber Co. is running its big plant day and night, and will manufacture about 50,000,000 feet of lumber this season. Eight vessels were loading here last Saturday.

Saginaw—The Davis Lumber Co. expects to commence operations in Roscommon county about Oct. 1 and will put in from three to four million feet of logs on the Cameron branch of the Michigan Central.

Sault Ste. Marie—The Tymon Lumber Co. has begun the erection of a planing mill on the site of the one destroyed by fire about a year ago and adjacent to the temporary building it has occupied since that time. The new building will be two stories high and 60x80 feet in dimensions.

Detroit—The Detroit Riker Automobile Co., Ltd., has filed articles of association. George A. Cooper, who is to be manager, Howard L. Cooper, R. C. J. Traub and Charles L. Coffin subscribe \$3,500 each in cash, while W. H. Traub furnishes \$4,800 worth of bicycles and bicycle sundries, making a total of \$18,800. The capital stock is \$25,000 and the \$6,200 balance will be treasury stock.

Mancelona—H. G. White, J. W. McCauley and J. R. Jenkins, of this place, and C. M. Phelps, of Kalkaska, have formed a limited co-partnership under the style of the Blue Lake Lumber Co., Limited, with headquarters at this place, and have purchased 9,000 acres of hemlock timber land in Antrim, Kalkaska, Crawford and Otsego counties. The purchase also includes the Muirhead sawmill at Blue Lake and about 4,000,000 feet of logs in the lake.

The indications are that the Good Roads Congress which will be held in Traverse City on Oct. 11 and 12 will be largely attended and will result in great benefit to the good roads movement in Northern Michigan. The citizens of Traverse City have raised the necessary funds to build sections of stone and gravel roads, under the supervision of a Government expert, and the programme prepared by the Executive Committee indicates that the proceedings will be both varied and interesting.

Attention is directed to the advertisement published elsewhere in this week's paper, offering the cranberry marsh at Walton for sale. This property is capable of still further expansion and development and the opportunity is regarded as an exceptional one by those who are familiar with the situation.

David Holmes, manager of the mercantile establishments of Mitchell Bros. at Jennings and Stittsville, was in town last week the guest of E. E. Wooley. He was accompanied by his wife and daughter.

Leonard Herrick, who is connected with the wholesale hardware firm of Davis, Hunt & Co., of Cleveland, was the guest of his uncle, E. J. Herrick, the Monroe street grocer, the fore part of the week.

Propose to Discuss the Cash System.

Port Huron, Oct. 1.—At the last regular meeting of the Port Huron Merchants and Manufacturers' Association, the committee on next year's annual outing reported that the Grand Trunk offered a rate of \$1.80 to London, Ont., and return. The Pere Marquette offered a rate of 75 cents to Harbor Beach and return.

It was reported that several dealers were selling coffee and flour at prices different from the card rates of the Association. Some were getting more and some less than the regular prices. One of the members present was called to account, but said he knew nothing of it—thought his clerk must be making special prices.

The question of putting the grocery trade of the city on a cash basis was discussed at length. It was considered a grand thing by all. Grocer Brown spoke as follows of the matter: "I don't think there is another city in the country where people are better able to pay spot cash than they are in this city. It would certainly be a great saving. We would not have to keep books. We could do without book-keepers and the extra help always necessary once a month. It would be a good thing for the consumer."

Another dealer thought that the benefit would be great because of the present condition of the collection laws which did not make it obligatory for a debtor to pay his bills unless he saw fit. He thought there were enough accounts in the hands of the collection department at present to keep them busy for ten years.

Henry McJennet said: "Cash is king and a saver. The cash system would make men happy who at present are miserable because of their debts. The man who depends upon his grocer for credit is a slave. He is in the hands of the filcher and struggles at his mercy."

Grocer Chas. Wellman said he would have enough money to build a brick block from Huron avenue to Butler street if he had always received cash for his goods.

Every grocer present spoke in favor of it except Henry McNutt. He thought no merchant in Port Huron would ever make a success of selling for cash.

James Austin, a member of the Association, spoke for the consumer. He said he wasn't in the grocery business, but he believed the man who paid cash got a little better butter and a little less sand in his sugar than the man who asked for credit.

As the discussion progressed the enthusiasm over the subject waxed warm and the movement which at first was intended only for the grocers was extended to include all branches of business in Port Huron and it was believed that the city could be put on a cash basis for all, retailer, wholesaler and consumer. The matter will be the subject for debate at the next meeting and the 299 members of the Association are each and every one requested to be present and express their views on the matter.

The Boys Behind the Counter.

Lake Linden—C. A. Senecal has taken a position with Vertin Bros., of Calumet. He will take charge of their clothing department.

Elsie—Wherry Rowland takes Geo. Hungerford's place as harnessmaker in H. G. Pearce & Son's store.

Evart—Joseph Taggart, of Marlette, is in charge of the Dumon drug store, which was recently purchased by James H. Voller.

Frank L. Fuller, formerly engaged in the banking business at Cedar Springs and Rockford, has formed a partnership with a gentleman named Page and will shortly engage in the hay, grain and flour brokerage business at Syracuse, N. Y., under the style of the Fuller & Page Co.

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

Grand Rapids Gossip

Jones & Singer succeed Bert S. Smith in the bakery business.

Miss Anna Scott has put in a line of groceries at Lyman, purchasing her stock of the Ball-Barnhart-Putman Co.

B. McDonour has opened a grocery store at Custer. The stock was furnished by the Ball-Barnhart-Putman Co.

Wm. Latimer has opened a grocery store at Three Rivers. The stock was furnished by the Worden Grocer Co.

C. F. Korn has opened a grocery store at Elkhart, Ind. The stock was furnished by the Worden Grocer Co.

Geo. Conley has engaged in the grocery business at Fruitport. The stock was furnished by the Ball-Barnhart-Putman Co.

Jacob Homrich has purchased a stock of groceries of the Olney & Judson Grocer Co. and established himself in the grocery business three miles southeast of Byron Center.

Local dealers are utilizing autumn leaves in the embellishment of their show windows to a greater extent than ever before. Some of the windows are extremely effective, dependent, of course, on the taste of the dresser and the harmonious or inharmonious character of the surroundings.

It is claimed that the cracking sounds which are a necessary accompaniment of the Bell phones now in use in this city are a frequent source of deafness, local specialists having several cases of partial and progressive deafness caused by the use of Bell instruments. A leading attorney insists that the action of the Bell company, in forcing such instruments on its patrons, furnishes those who sustain injury therefrom ample grounds for damage suits.

The Vander Salm Gardening Co., which claims to be "growers and shippers of fancy celery and dealers in groceries, fancy goods and fruits," at Kalamazoo, is ordering goods indiscriminately of shippers in all parts of the State and is neglecting to pay the bills when they come due. Several Grand Rapids shippers have been victimized by the concern, which is not given a good bill of health by the mercantile agencies or by those houses which have had dealings with the institution.

The Rapid Rifle Co., Limited, has been formed by J. Elmer Pratt, Morton H. Luce and Arend Klaaffee, Mr. Pratt contributing \$3,900, Mr. Luce \$4,000 and Mr. Klaaffee \$1,000 to the capital stock. The firm has purchased the machinery and tools of the Cycloid Cycle Co. and will continue the manufacture of air guns at 195 Canal street. Mr. Pratt made an enviable record as manager of the sales department of the Grand Rapids Cycle Co. and brings to the new business an experience which will serve him to most useful purpose. Mr. Luce is the youngest son of R. C. Luce, the veteran business man and furniture manufacturer.

The Grocery Market.

Sugars—The situation remains firm for raw sugars. Refiners would buy at the present price of 5c for 96 deg. test centrifugals, but stocks are very scarce indeed, so much so that another refinery has had to close down temporarily on account of lack of raw sugar. The de-

mand for refined is easing off considerably. Prices, however, remain unchanged. On good authority it is stated that prices will not change in the immediate future, but with lessening of demand and free arrivals of raws expected in the early part of this month, indications point to lower prices toward the end of the month.

Canned Goods—General market conditions are quiet, but very firm. Tomatoes lead in point of interest and show fair activity. Tomatoes of good quality are in good demand, but, as stated heretofore, the percentage of poor goods is very large this year. Prices are firm and some packers have advanced 2½c per dozen on some grades. The Maine corn pack is practically completed, but it is impossible at this time to give any accurate estimate of the quantity packed. Where the showers have been frequent, the corn crop has been large, but in other sections the yield has been much under the average. The opinion of prominent corn packers is that the pack will fall 10 to 20 per cent. short of that of 1899. There is no surplus on hand, as last year's pack was sold entirely out. Prices are firm, with the possibility of an advance in the market soon. Lima beans are strong, with good demand, and a further advance is predicted. String beans also are stronger, with good demand. The peach market is in excellent shape. Some packers who withdrew from the market a week or two ago are in the market again, but at prices showing an increase of about 15c per dozen. The demand is very good, especially for the better grades. Gallon apples are stronger, owing to the uncertainty as to the effect of the recent storms on the pack. The salmon situation is very interesting. Columbia River salmon opened at a radical advance over last year's prices, but has all gone into consumption. Red Alaska showed a more moderate advance, but there is none for sale now. Now the price has been made on pink Alaska, which shows an advance of 22½c per dozen over last year's price and it is being taken liberally by all jobbers. Spot salmon of all kinds is well cleaned up and, before the season is over, we think there will be much higher prices on salmon than are ruling now. Not only has the consumption in our own country increased phenomenally, but there is a great demand for export to England also. Sardines are very strong and very scarce on account of the short pack. Some packers have withdrawn entirely on one-quarter oils and advanced their price on mustards.

Dried Fruits—Raisins continue to absorb most of the trade's attention in the dried fruit line and bid fair to continue the most interesting feature for some time. It is almost impossible to find any stocks of old raisins and, in view of the increased demand caused by the high price of currants, the situation is certainly very strong and an advance in price almost immediately is freely predicted. The consumptive demand is expected to greatly exceed that of previous years. It will be remembered that a few weeks ago we predicted an advance on seeded raisins shortly after prices had been named on loose raisins, and this advance has been made this past week, prices on seeded showing an advance of ½c per pound. Prunes are unchanged in price and are selling well, most jobbers taking in good sized quantities of all grades. It is believed that the crop will all move out at prices no lower than the present

and many think they will advance. Peaches and apricots are both quiet at slightly easier prices. Apricots are entirely out of growers' hands. The demand for dates continues very good at unchanged prices. Regarding Smyrna figs, small shipments are due in New York this week and by October 20 most markets will be well supplied. Rather high prices will probably be realized for the first small lots, but very moderate prices are expected to rule as soon as the market is well supplied, the crop being a large one. All advices agree that the present crop is of very superior quality, averaging better than any crop during the last fifteen years. Currants continue very firm, but show no advance in price this week. The demand is only fair, as the high prices restrict business somewhat. The demand for evaporated apples has been very good. The stock is much better now than a few weeks ago, as it shows a large proportion of winter fruit. Prices are slightly higher, caused by the good demand and the fact that a number of the evaporators are closed down on account of the scarcity of the fruit. The export demand is very light and this may affect the market considerably a little later.

Tea—The tea market is dull and business transacted is small, as jobbers seem to be fairly well supplied. Holders are not very anxious sellers, as they anticipate a better demand shortly.

Molasses and Syrups—There is a good business in grocery grades of molasses. Prices are firm and no lower prices are expected until free arrivals of new crop molasses in November. Stocks are rapidly decreasing and it is believed supplies will be practically cleaned up before the arrival of the new crop. The glucose syrup market is somewhat weaker and prices have declined ½c per gallon and 1c per case.

Fish—The mackerel market is very firm, with good demand, and prices show an advance of \$1.50 per bbl.

Nuts—The nut situation is very strong, with prices advancing. Considerable activity is noted in foreign almonds, Sicily filberts and Brazil nuts. The crop of Sicily filberts this year is large, being generally estimated to be about 10 per cent. in excess of last year's. Prices, however, have been rather easy for the past few weeks, but are ¼c higher. The crop is very late and it is hardly expected that any shipments will be made before Oct. 10. The market on Terragona almonds is also ¼c higher. The prices of the 1900 crop of California almonds were practically the highest in the history of the business, but foreign conditions warranted the figures named, and the entire crop has practically been placed at the opening prices. Almonds were this year exported from the United States for the first time in the history of the industry. There are only three or four varieties left to offer, the others having been withdrawn. The peanut market is firm with good demand, but prices remain unchanged.

Rolled Oats—The rolled oats market is very active and prices have advanced 10c per bbl. and 5c per case and millers are about a month oversold.

Pickles—The Western Pickle Packers' Association met in Chicago and named prices 50c higher than had been quoted previous to the meeting. This was expected on account of the short pack and is fully warranted by the conditions.

The season for giving a straw hat to the poor has arrived.

The Produce Market.

Apples—Winter fruit is now being contracted on the basis of 75c@\$1 per bbl. for the fruit.

Bananas—Are steady at previous prices. There is some increase in business and, with cooler weather, it is expected the demand for bananas will increase considerably.

Beans—Receipts are light, due to the prevalence of moist weather, which has delayed the work of threshing to a considerable extent.

Beets—\$1 per bbl.

Butter—Receipts continue heavy, due to the excellent condition of the pastures. Factory creamery is steady at 21c and dairy ranges from 13c for packing stock to 17c for fancy.

Cabbage—\$1 per bbl.

Carrots—\$1 per bbl.

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

Celery—18c per bunch.

Crab Apples—65@75c per bu.

Cranberries—Cape Cods are arriving freely, commanding \$2.25 per bu., and \$6.25 per bbl.

Cucumbers—40c per bu. for large.

Pickling stock commands 15@20c per 100.

Eggs—Receipts of fresh are not large, but they are ample to meet the consumptive requirements of the market. Carefully candled fresh eggs command 16c, which enables dealers to net their shippers 14c and upwards. Cold storage supplies will not be drawn on as long as the present warm weather continues.

Egg Plant—\$1 per doz.

Grapes—Concords command 10c and Niagaras 12c for 8 lb. basket. Delaware command 14c for 4 lb. basket.

Green Corn—8c per doz.

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

Honey—Fancy white has declined to 15c. Amber is weaker and lower, having been marked down to 14c.

Lemons—The lemon market is firm and 300s have advanced 15c per box; 360s, however, show a decline of 25c. Large lemons will become scarce now and it is not likely they will be lower, rather the contrary, and good 360s have probably dropped as low as they will go. Orders at present are rather small, but it is expected there will be larger buying within a few weeks.

Mint—30c per doz. bunches.

Musk Melons—50c per bu.

Onions—\$2@3 per bu. for pickling stock. Dry stock commands 45c per bu. Spanish is held at \$1.65 per crate.

Peaches—Smocks are coming in freely and are marketed on the basis of 70@90c. Salaways fetch 75c@\$1.

Pears—Large Duchess command \$1@1.25 per bu. Cold storage Bartlett's fetch \$1.25 per bu. Common varieties range from 70@90c.

Pop Corn—\$1 per bu.

Potatoes—30c per bu. and weak at that.

Poultry—Receipts continue to increase. Dealers pay as follows for live: Spring chickens, 8@9c. Squabs are in good demand at \$1.20 per doz. Pigeons 50c. Fowls, 6@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.

Sweet Potatoes—\$2.90 for Virginias and \$3 for Jerseys.

Quinces—\$1@1.25 per bu., according to size and quality.

Squash—2c per lb. for Hubbard.

Tomatoes—75c for ripe and 50c for green.

Turnips—\$1 per bbl.

Watermelons—Home grown are in small demand at 10c.

An Example Worthy of Imitation.

From the Carson City Gazette.
The Middleton Improvement Association is something in fact as well as in name. Its members have paved the gutters, graveled the street, put in a long row of excellent hitching posts, and done numerous other things for the good of the community.

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Receipts are light of all grades, particularly ordinary lots, which have been selling around \$1.85@1.90. Buyers are forced to pay higher prices as fancy marrows, medium and pea are becoming scarce through this State, and the general opinion is that the new crop will bring more money. At all events there is no surplus of the crop of 1899 and the natural tendency is toward higher prices on the new product, besides this only fancy lots of old are held back, the lower grades being cleaned up closer than known in years.

Butter—Buyers are having their own way in this market between storage and fresh and apparently are taking advantage of the few weak holders of June creamery. Sharp buyers are taking the best junes at 22c, and seem able to please customers and the ordinary run of grocers are supplying their wants from the same quarters at 20@21c. This, however, is not affecting the price of strictly fresh extras to any extent, although probably preventing the advance expected. Fresh extras sold at 22½@23c, largely at 23c, and prints at 23@23½c. As for lower grades of fresh there is nothing here nor likely to be under present conditions. Dairy butter, except a few crocks and pails of very irregular quality, is unknown. Anything fancy would readily bring 21@21½c. Low grades of all kinds something around 15@17c is not obtainable in this market, and the enquiry is active.

Cheese—Prices are up to 11½c and in a small way 12c is being paid for fine small colored. Western offerings are light and held at 10½@11c for the best, and 9½@10c for fair to good. At the low figures everything goes and most commission men have orders in hand for large quantities of cheap cheese.

Eggs—Cold storage stock is supplying the best trade at 17½@18c; the few guaranteed new laid being held at 18½@19c. Good to choice, 16@17c; seconds, 8@9c.

Dressed Poultry—Although live poultry was in heavy supply, dressed stock continued firm and in active demand, particularly fancy chickens and medium fowl. Ducks and turkeys scarce, but no call. Fancy chickens sold at 11@11½c; fair to good, 10@11c; fowl, choice to fancy, medium, 10@10½c; fair to good, 9@9½c; old roosters, 6@8c; ducks, 10@11c per lb.

Live Poultry—Market held up firm at last week's quotations until Thursday, when receipts were heavy of express stock and a carload arrived. This was too much for the market so late in the week and prices broke about 1c per lb., but at this decline trade was active. Fancy fowl sold at 9½c, and occasionally a fraction more for selected; fair to good, 9c; chickens, fancy large, 10½c; choice, 9½@10c; small and mixed, 9c per lb. A few turkeys went at 9@11c. Ducks cleaned up on arrival at 65@75c for fancy and 45@60c for small and medium per pair. Ducks by weight went at 9@10c. Geese 60@70c each. Pigeons 15@20c per pair.

Game—Scarce and in good request. Nothing offered so far except woodcock, which sold at \$1, and partridge at \$1.50 per pair.

Apples—Market is stronger on light offerings of fancy good eating, high colored fruit. Such readily brought \$2.25@2.50. No. 1 in fair supply at \$1.50@1.75 and common, 75c@1 per bbl.

Crabapples—Firm; receipts only fair and demand good at \$2.25@2.50 per bbl. for fancy sound.

Pears—Bartlett's are all cold storage and selling anywhere from \$1.50@3.50, according to condition. Other varieties fancy, \$2@2.50; fair to good, \$1.25@1.75 per bbl.

Quinces—Several bbls. sold at \$1.25@2.50.

Peaches—Consumers are apparently filled up for the season and with a liberal supply of canning stock still coming in trade is dragging on that quality. Selected and fancy, however, are in only fair supply and selling readily.

Selected large sold at 70@75c; fancy, 60@65c; No. 1, 40@50c; common to fair, 15@30c, and culls at less.

Grapes—Farmers are bringing in liberal supplies of fine quality and selling at low prices. Black in pony baskets are going at 4@5c; white, 4@5c; Delaware, 8@10c; 9 lb. baskets black, 8@9c; black, per ton, \$14@16; white, \$25@30.

Plums—Light supply; only fair demand, selling at 12@16c per 8 lb. basket.

Prunes—Active and firm at 25@30c per 8 lb. basket.

Oranges—Dull. Jamaicas, \$5.50@6 per bbl.

Lemons—Weak and lower; fancy, \$5.25@5.50 per box.

Cranberries—Quiet. Cape Cod, \$5.75@6 per bbl., and \$1.75@2 per bu. crate.

Melons—Quiet and weak; supply liberal. Fancy peck baskets, 10@12c.

Potatoes—Our largest dealers are looking for a slump in prices as the supply from nearby sources is steadily increasing. Quality is the best ever grown and farmers are accepting 40@45c. Anything not fancy must be sold at 5@10c less. Carloads are not quotable above 40c, but must be fancy to bring that figure; good to choice, 36@38c. Only quick shipment is advisable if the above prices are expected.

Sweet Potatoes—Heavy receipts and market easy. Fancy, \$2.40@2.50; No. 2, \$1.25@1.75 per bbl.

Onions—Market firmer; demand active and receipts light. Yellow fancy, 40@45c; fair to good, 30@35c per bushel.

Cabbage—Better demand and prices firm for fancy hard stock at \$2.75@3 per 100; small and medium, \$1.50@2.25.

Celery—Large selected in good demand and firm at 45@50c per doz. stalks; choice, 35@40c; medium, 25@30c; common, dull at 10@15c.

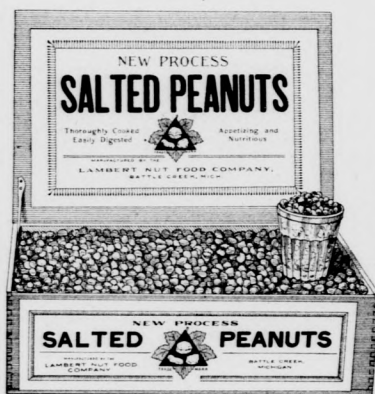
Squash—Firm; good demand. Marrow, \$10@15; Hubbard, \$15@20 per ton.

Cauliflower—Active and higher. Fancy white large, \$1.25@1.50 per doz.

Beans, Shelled—Lima, 10@12c; common, 7@8c per qt.

Lambert's Salted Peanuts

New Process

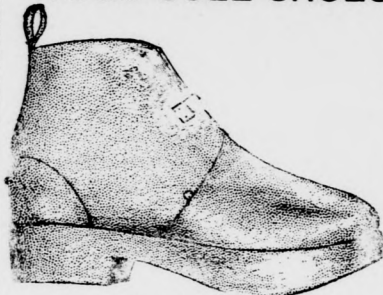


Makes the nut delicious, healthful and palatable. Easy to digest. Made from choice, hand-picked Spanish peanuts. They do not get rancid. Keep fresh. We guarantee them to keep in a salable condition. Peanuts are put up in attractive ten-pound boxes, a measuring glass in each box. A fine package to sell from. Large profits for the retailer. Manufactured by

The Lambert Nut Food Co.,

Battle Creek, Mich.

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.

Jobbers of Stoneware

A warehouse filled with all sizes. We are ready for your trade. Send us your orders.

W. S. & J. E. Graham, Agents,
149-151 Commerce St., Grand Rapids, Mich.
We are taking orders for spring.



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, Mica 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.

Glover's Wholesale Merchandise Co.,
8 and 9 Tower Block, Grand Rapids, Mich.
Citizens Phone 2207.

Save 5 per cent.

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

Lycomings—none better—25-5 per cent.

Keystones—seconds that are almost firsts—25-5-10 per cent.

Woonsockets, 25-5-5 per cent.

Rhode Islands, 25-5-5-10 per cent.

Our agents will visit you soon.

GEO. H. REEDER & CO., Grand Rapids

ESTABLISHED 1868

H. M. REYNOLDS & SON

Manufacturers of

STRICTLY HIGH GRADE TARRED FELT

Send us your orders, which will be shipped same day received. Prices with the market and qualities above it.

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.

We Have Just Unloaded

A car of the finest Jersey Sweet Potatoes we have seen this season. We are headquarters for these goods. Also Cranberries and all seasonable fruits and vegetables. We want to supply your winter store of apples, onions and other vegetables. Write for our prices.

Vinkemulder Company,
Grand Rapids, Mich.

FALSE PRETENSES.

Literal Truth Calculated to Deceive the Public.

When the Calumet Baking Powder Company puts forth the claim that there is no alum in the bread made from their baking powder they utter a literal truth which is calculated to deceive the public. The meaning conveyed in this truth is just opposite to the real facts, and the trick is not commendable.

Everyone with a knowledge of baking powders knows that there is no alum in the bread made from alum baking powders, for the alum is evaporated and the residue left in the bread is not alum at all. So that when a firm making alum baking powder declare that no alum is found in bread made from their powder they tell a truth for the purpose of deception, the suggestion being that theirs is not an alum baking powder.

On the strength of this deception the Calumet Baking Powder Company have been able to sell their alum goods at twenty-five cents a can, while other alum baking powders are selling for ten cents a can.

There should be no attempt at false pretenses by any of the baking powder concerns. All well-made alum baking powder is the same and proprietors of brands who are afraid to say of what their goods is made show a want of faith in their product.

If the Calumet Baking Powder Company's alum baking powder is all right the proprietors should not be ashamed of the alum that is in it. If it is not all right and they must needs practice a form of deception to sell it, they had better make baking powder without alum.

It is also claimed by some of the alum baking powder concerns that there is such a difference in the cost of a high and low priced alum baking powder as to warrant the difference in the selling price, which is twenty-five cents a pound for one and ten cents a pound for the other. We are able to show our readers just how much truth there is in

this from the following analysis which we caused to be made recently:

REPORT FROM LABORATORY.

Date of report, Aug. 15, 1900.
Description and Mark of Article:
Calumet Baking Powder, Calumet Baking Powder Co., Chicago.
The average sample of the article described above contains:
Burnt alum, - - - 21.99 per cent.
(Sodium aluminum sulphate.)
Phosphate, - - - 12.06 per cent.
Albumen, - - - 0.07 per cent.
Sodium bicarbonate, - 26.55 per cent.
Starch, - - - 39.33 per cent.

100.00 per cent.

REPORT FROM LABORATORY.

Date of Report, Aug. 25, 1900.
Description and Mark of Article:
Primrose Baking Powder, F. MacVeagh & Co., Props., Chicago.
The average sample of the article described above contains:
Burnt alum, - - - 22.47 per cent.
(Sodium aluminum sulphate.)
Phosphate, - - - 7.13 per cent.
Soda, - - - 23.27 per cent.
Starch, - - - 47.13 per cent.

100.00 per cent.

The first of these samples analyzed is a twenty-five cent baking powder. The other is a ten cent powder. As will be noticed, the chief difference is in the amount of phosphate used. The increase in the high priced powder is less than 5 per cent., and the increase in cost amounts to about 1 one cent. If the Calumet baking powder was sold for twelve cents a pound the consumer might be said to be getting the same value as when he paid ten cents a pound for the other kind. The fact is the consumer gets the worst of it to the tune of something over thirteen cents a pound on every pound of Calumet baking powder bought. This is what the analysis shows. The retailer should protect his customers.—Retailers' Journal, Chicago.

Sarcasm in Answering Advertisements.

The advertising columns of a newspaper sometimes furnish the casual student of human nature with an instructive lesson. Those advertisements which refer to situations wanted and vacant, in particular, afford one a splendid opportunity for discovering some of the vagaries and foibles of our fellow-men.

No plainer testimony to the meanness and selfishness of some men, for instance, could be found than in the case of the man who advertises for help of any kind at a ridiculously small rate of remuneration. Such cases are common and the papers nearly every day contain advertisements inserted by business men who expect fully competent and experienced stenographers at about \$4 per week, and fully qualified double entry book-keepers at say \$6 per week. Sometimes even the advertiser will go a step further and require that the applicant must be a college graduate.

An advertisement of the kind referred to demanding the services of a fully experienced practical double entry book-keeper, with executive ability, at the handsome sum of \$3 per week, not unnaturally brought only one reply. That, however, was well worth the price of the advertisement as a model of sarcastic letter writing and it is to be hoped that the lesson was not lost upon the man whose expectations, if they did not amount to getting "something for nothing," came very near it. Here is the letter:

"I am a young man, 37 years of age, having had a business experience of twenty-three years, being connected with the United States embassy at Madagascar, and feel confident if you will give me a trial I can prove my worth to you. I am not only an expert book-keeper, proficient stenographer and typewriter, excellent operator and erudite college graduate, but have several other accomplishments which might make me desirable. I am an experienced snow shoveler, a first-class peanut roaster, have some knowledge of remov-

ing superfluous hair and clipping puppy dogs' ears, have a medal for reciting 'Curfew Shall Not Ring To-Night,' am a skilled chiropodist and practical farmer, can also cook, take care of horses, crease trousers, open oysters and repair umbrellas. Being possessed of great physical beauty, I would not only be useful, but would be ornamental as well, lending to the sacred precincts of your office that delightful artistic charm that a Satsuma vase or stuffed billygoat would. As to salary, I would feel I was robbing the widow and swiping the sponge cake from the orphan if I was to take advantage of your munificence by accepting the too fabulous sum of \$3 per week, and I would be entirely willing to give you my services for less, and by accepting \$1.37 per week would give you an opportunity of not only increasing your donation to the church, pay your butcher and keep up your life insurance, but also to found a home for indigent fly paper salesmen and endow a free bed in the cat home."

Why He Failed.

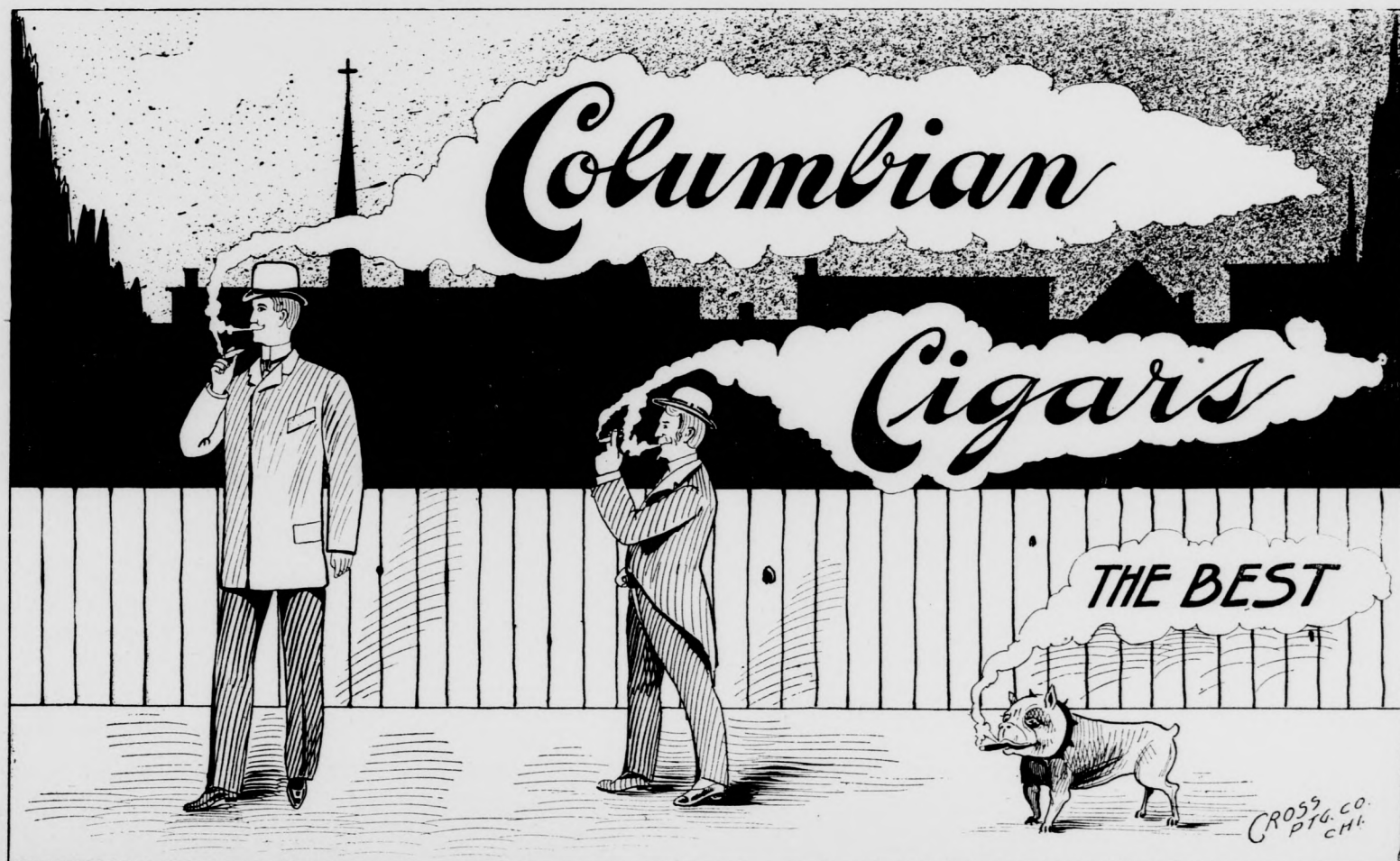
"He didn't make a success of that proprietary article he put on the market."
"Of course not."
"Why do you say that?"
"Because he didn't show business judgment or enterprise."
"He certainly advertised it extensively."
"True; but he overlooked the most important feature of all. He failed to warn people in big black type to 'Beware of Imitations.'"

Coal miners are taking a vacation. All people who use coal must pay for it.

Bryan Show Cases

Always please. Write for handsome new catalogue.

Bryan Show Case Works,
Bryan, Ohio.



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



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - OCTOBER 3, 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. 26, 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-ninth day of September, 1900.

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

GENERAL TRADE REVIEW.

At last it begins to look as though the long dullness and even holding of prices on the New York Stock Exchange is to be ended by a substantial advance and consequent activity. It is to be noted that the advance is without apparent cause and, in fact, seems to be in defiance of more apparent bear influences than have been in evidence for some time. There seems to be no more prospect of a settlement of the strike, and yet the coal roads are leading in the advance. Conditions in foreign centers are unfavorable. It would seem that the general strength of the industrial situation is sufficient to carry values higher in spite of these hindrances, and the greater one, the pending election. This is necessarily having an influence, as it is impossible that so much of thought and time can be given to political matters without business interests suffering. That so substantial an advance takes place under these circumstances argues that when public attention is again at liberty to take up financial matters there will be more than accustomed activity.

The industrial situation seems to be rapidly improving in all general regards. In spite of the great number idle at the command of the strike leaders, more men are said to be employed than at any other time. Prices and sales of all the principal American productions, especially agricultural, are unusually good, and the producers have an abundance to sell. Thus, with plenty of money to buy, our domestic consumptive capacity is greater than ever before, and our foreign trade continues the favorable conditions that have so long prevailed.

Iron and steel prices seem to have finally settled at the new basis and orders for both domestic and foreign trade are more numerous, and larger, than for

a long time past. There has been talk of some works shutting down pending the outcome of election, but such talk is doubtless for political effect. Since the signing of the new scales a dozen plants have resumed where one has shut down. One of the significant features is the fact that export trade is increasing so rapidly that much difficulty is found in obtaining reasonable freight rates and some of the great concerns are considering the putting on of lines for their own trade.

Cotton is still ruling the textile situation by holding upwards of 10 cents per pound. Growers are exerting every energy to get the staple to market, but are having difficulty in finding transportation. The quantity being marketed exceeds that of last year, while the value is greater by 56 per cent. The prices of cotton goods are advancing, but not rapidly enough to make the manufacture profitable at the cost of the raw material. Prices of wool are yielding, but holders are so confident that sales are restricted.

Boots and shoes are still improving in demand and shops report more orders than for a long time past. Lumber trade is still increasing in activity. Wheat showed a decline last week, but is now improving again. Corn has moved in sympathy with wheat, but with less changes of values.

Florida, according to local papers, is becoming one of the great tobacco growing states, and the product has been pronounced in some respects equal to that of Cuba. Sumatra wrapper tobacco raised in Florida recently took the prize at the Paris Exposition in competition with samples of the same variety produced in many other states and countries. The same quality of tobacco is being raised in Decatur and other counties of Southern Georgia, and its production is rapidly becoming a lucrative industry.

The Tradesman trusts that every locality in Northern Michigan will be represented at the Good Roads Congress at Traverse City next week. The subject is one of the most important ones which confronts the Michigan business man and he should improve every opportunity to enlighten himself on the subject, to the end that he may so influence his rural friends that their efforts in the matter of better roads may be well directed and accomplish the greatest possible good to all concerned.

The effort made by the Grand Rapids Board of Trade to secure the establishment of a line of river boats between Grand Rapids and Grand Haven is a praiseworthy one and should meet the co-operation and encouragement of every business man in Western Michigan, because a lower freight rate for Grand Rapids will result in lower freight rates for every town in the territory in which Grand Rapids is the predominating market.

Joliet will have in operation within two weeks the finest and largest water power plant in the United States. The plant is equipped to deliver to manufacturing, electric street railways and municipal arc lamps 8,000 horse power every twenty-four hours. The water supply is obtained from the Chicago drainage canal.

A dull man may be thought deep, as a shallow stream may be thought when its waters are muddy and its bottom not in sight.

A WILLING HELPMATE.

They had a bushel of peaches between them, each with one hand hold the basket and each with a small basket of grapes in the other, and they were trudging resolutely along Ottawa street, as indifferent to the eyes that looked at them as they were to the sunshine. That fruit was going to its destination without any 25 cents for drayage; there was no easier way to earn that quarter than by saving it and, with a determination as commendable as it is unusual, they were doing what is not often done in these days of mistaken notions, when carrying even a bundle, and especially a newspaper-wrapped one, is put down among high crimes and misdemeanors.

There were many on the street who smiled at the sturdy couple and their unusual load; but, as they went by, more than one man with whitening hair turned to look after them and, with a little decided nod of approval, went their way thinking of what they had seen. That was what did the business for that generation and the generation before it. The man and his wife were one, with a single purpose, and both together they worked to attain it. Starting out with loving each other, the single purpose was based on that. The man plowed and the woman churned. Each did the self-appointed task without help or hindrance when the weather was fair and, when foul weather came, the other stood ready—clumsily, it may be, but willingly and heartily—to furnish the needed assistance. So John never hesitated in need-time to wash the dishes, nor did Martha ever wait to be asked to help with the hay, and neither ever stopped to think how each looked, doing woman's work or man's work, as the case might be. It wasn't the looks—it was simply the accomplishment of a worthy purpose that was of interest to them—and the busy world was too busy to mind them and, what is more to the point, they were much too busy with their own affairs to mind the world.

There have been dark days in that life work for the two. The doctor's horse has been often hitched to the front post and once his skill was of no avail. The light of the home went out then and, had it not been that the one sorrowing heart comforted and sustained the other, the star that finally penetrated the gloom would have never shone upon them and hope would have lain down and died. For years the farm was unpaid for; and, when seasons were poor and crops were scant, doubt, like an ill-omened bird, hovered over them and fear, an unbidden guest, often sat down with them to supper. Those were the days and nights that tried their poor souls; but one comforted and cheered the other and together they bent to the same load—the basket of peaches was nothing to that—and bye and bye it grew lighter, or seemed to—at all events they were able to carry it—and then doubt flew away and fear left them to themselves and again the world was fair.

By the up-to-date dude of either sex, to whom a bundle is a horror, that worthy man and his wife are eternally condemned; but the carriage-owning class of Grand Rapids who saw them thanked them for bringing back the gladdest and so the happiest period of life. The mansion on the hill has taken the place of the little house where they began life together; there is no need now of "her" helping "him" carry the basket of peaches and the grapes; the wide table and the fair white cloth and the costly appointments between them

and about them are better—far better—than what they expected to have in the old days; fortune has been good to them and what they want they have, or can have; but in the old time of getting they worked together, at the churn and at the plow, with an occasional lift from the other—what good times they were!—and, if need be, each for the other's sake, is ready to do it again. Carry a basket between them? "Take hold, John;" "Bear a hand, Martha." Money has not made fools of them. Their own lives have taught them what hard work is and what truth is and what love is, and the man in his carriage and the wife at his side feel like stopping and shaking hands with the man and his wife with the basket of peaches between them and thanking them for the glad glimpses given them of the happiest period of the past.

The contemplated advance in insurance rates, concerning which the Tradesman has had something to say in the past, is taking on a broader scope than was originally intended. When the matter was first agitated it was thought that the reduction of 10 per cent. in Michigan rates, which occurred a couple of years ago, would be restored, but, after a careful consideration of the matter by the Western Union, which comprises the managers of Western insurance companies and agencies, it was decided to make the advance general in scope, so as to cover the entire West. The matter is now in the hands of a committee, which has asked each company and agency within the jurisdiction in the Union to send in a statement of the receipts and losses of each particular class of insurance during the past five years and, as soon as these reports are tabulated, a new schedule of rates will be promulgated, based on the actual cost of carrying the insurance and 7 per cent. added for profit. It is not thought that residences, churches, school houses or public buildings will be changed, but all other class of property will undoubtedly be raised from 5 to 25 per cent.

The Bell telephone magnates threateningly assert that there is a "day of reckoning coming, when every one who has discarded the Bell phone for an independent connection will be compelled to pay double price for a Bell phone as a penalty." Such threats do not appear to have the desired effect, judging by the increasing number of people who are parting company with the inferior service and shabby treatment of the Bell company and substituting the superior service and more numerous connections of the independent companies.

Traverse City now has an opportunity to grant a gas franchise to a stranger from abroad, which is of all things the thing which Traverse City should not do. When the time is ripe for the undertaking, her own citizens will take hold of the project of supplying gas to the people, giving them value received and distributing the profits, if any, among local stockholders. There is no reason why Traverse City should put several thousand dollars in the pockets of a stranger by granting him a franchise to speculate on.

Traverse City never does anything by halves and there is every reason to believe that the Good Roads Congress which will be held there next week will prove no exception to the general rule.

TOO LARGE A LOAD.

On Barclay street, just above Fountain, there is a little steeper pitch in the road. A teamster, coming from East Fulton street, found, the other day, when he reached the pitch, that the load was too much for the team and, like the wise man he is, threw off a part of it. He was thoroughly in earnest and much of the excited conversation he carried on with himself was distinctly heard through the open windows of the neighborhood. All that he said would hardly bear repeating, certainly not printing, but the burden of his statements was to the effect that a certain man with whom he is intimately acquainted is the biggest fool that walks the footstool and the load, big enough for two, was proof of it. Every article he unloaded went down upon the ground with a bang and finally, with what he called a decent load, the wagon went easily up the hill and was soon back for the remainder of the load.

The incident is valuable because it illustrates exactly what is going on in too many trading places the country over. The business man has on too large a load. Could he keep on level ground and rest his horse now and then he might manage to reach his stopping place. That he can not do. The commercial road has its ups and downs, like other highways. He and his team can carry so much—an honest, fair wagonload—and there he must stop. A few pounds more may make but little difference to him if he is strong and vigorous, but even then the extra load must be an occasional affair. There are hills to climb, there are long dead levels and the single load—what he can carry with no fear of breaking down or of unloading before he gets there—is not only the safe thing to do but the only thing reasonable. Push and energy and determination make good capital—money can not hold a candle to them—but these are soon wasted when overworked, and the time soon comes when a steep hill is reached and the unloading becomes a necessity.

Now all this the dealer can put up with when the team is his own and the load is his own. Overwork is a part of the business and so long as it remains a matter for him to decide, he can put up with it, stagger as much as he may; but when with his own big load he has to carry those of his customers, that is what brings him and his wagon to a standstill and there is where his self condemnation begins. It is, doubtless, a stretch of the truth to declare that the trading world is honeycombed with traders who are carrying these double loads; but it is not a stretch of the truth to say that there are too many of them. Grand Rapids has them; it is doubtful if there is a town, big or little, which does not have them; and not only is the number not decreasing, but the size of the loads is on the increase. Just now prosperity reigns. The trade road is level and the storekeeper does not mind if he does carry an extra customer or two. He finds, however, that too many are imposing upon him. They are constantly jumping on when he is not on the lookout, and while he is wondering why he tires so easily and why he is getting on so slowly, they who are increasing his load are having a good time and giving themselves no thought as to the outcome.

If the dealer is wise he will stop before he gets to the rising ground that is certain to be ahead. The steep place will be sure to catch him and it behooves

him to unload before he gets to it. It will pay him to-day to stop and look his load over. Ten to one he will find more than one dead-beat hanging onto his end board. A hundred to one he will find a package here and bundle there, belonging to a customer walking calmly and cheerfully along with never a thought that his grocer or his baker or his candlestick maker, bending under his double load, is not having a good time nor does he care if he is not.

How long the trader will submit to the imposition remains to be seen. If, "rather than have a fuss and an angry customer," he concludes to endure it, the time will come when endurance will cease to be a virtue and the wagon will not only stop but break down. The extra load will strike the ground with a bang. The customer will find his holiday over and the grocery wagon, with its load reduced, will go on its way rejoicing.

A word to the wise is sufficient and the Tradesman takes this opportunity to recommend an occasional inspection of the load and an early throwing off of everything more than the team can easily carry.

Every year in the United States there are opened and eaten 3,000,000 bushels of oysters. Much of this enormous crop comes from the Chesapeake. More than twice the amount of oysters produced by all foreign lands put together come from the Chesapeake alone. The oyster is as fixed and sedentary as the potato, and its cultivation is just as easy. In Europe its propagation has been reduced to a scientific basis, but in this country only a beginning has been made. An oyster is ready for market in about five years. The bivalves have so much to contend with that perhaps only one in 2,000,000 lives to grow up and be eaten by human beings. One thousand bushels of shucked oysters leave about 1,100 bushels of shells, which accumulate in great heaps about the shucking-houses. The oyster shells landed on the shores of Maryland during the last ninety years have been reckoned at 12,000,000 tons—a quantity twice sufficient to overload and sink every sailing vessel, steam vessel, barge and canal boat in America.

There are a good many worthy people in this country who properly go under the appellation of vegetarians. They are opposed on conviction to all forms of meat diet from frog legs to roast beef. They can give forty reasons, each one of which they believe to be good, why no one should taste meat. They have a society, of which Rev. H. S. Chubb, of Philadelphia, is President. His organization is thinking of establishing a colony somewhere in the South, where all who think and eat as they do can flock together and where there will be no temptation. It is their blessed privilege to eat what they like and to refrain from that which they believe harmful. It is their blessed privilege likewise to colonize and there are plenty of places in this country that would hail their coming with glad acclaim. If all the vegetarians in the United States should get together in one neighborhood, the colony would be large if not healthy.

Mexico has the good sense to keep her best man in office, and Diaz, as a matter of course, has again been elected President. There is one republic which is not ungrateful.

A PASSING TYPE.

The man stood in the doorway of one of the largest stores in Grand Rapids, and it was evident that he liked to stand there. He talked with one of the men of the establishment, but he was talking intentionally to the crowd. His voice was loud and penetrating and his gestures, while not violent, were meant to attract and retain. He was successful in both—for a while—and then the attracted passed on, having a great deal of sympathy for the publican who thanked God that he was not made as other men are. The talk of the man and his dress were alike in this; both were loud. A check almost large enough to be classed a plaid—brown with white center—was made in the extreme cut-away style. His shoes were well-fitting patent leathers; his hat a stovepipe and his necktie rich and rare; while the light tan gloves he carried in one hand shared the honors of adornment with a huge and costly seal ring. He was an object to look at, a type of his class—a passing one—and the best specimen of the one-time traveling man that these later days have seen. The dislike to be seen talking with him was equaled only by the evident desire to get away from him, and the man, from first to last, confirmed the expression of a passer-by in regard to him who said with conviction in his voice: "That man will do more mischief in the communities he visits in one trip than the rest of us can counteract in ten." That is putting it pretty strongly and has led to a little consideration of the passing type in his relations to his territory:

It is a fact not generally conceded that the traveling man is to his customers and the communities behind them what the minister is to his flock. He comes to them from the outside world and brings to them all they see and know of it. The newspaper does, indeed, come daily with its budget of the world's happenings, but the news is as dead as the type that tells it and it is only when the extreme unusual takes place that the country realizes that anything has happened. Lucky, then, is he who is at the country store when the traveling man comes in, and fortunate is the traveling man who realizes his opportunity and makes the most of it.

Without being aware of it the man with the gripsack is a model. His height is the desirable standard. His manner of speech and of attitude and action is carefully noted by the country manhood, young and old, about him. If he swears and tell stories, it is marked, not against him nor for him, but marked. If he comes clad in serge of navy blue, serge it is until he sets the style with something else. If his collar is a high turnover, high turnovers are all the rage until his coming again. If he wears a light Fedora, nothing else sells in the radius of that trade center. The London shoe peg flourishes where his footfall leaves that imprint and the necktie he wears is the hope and the despair of the socially ambitious. In a word, what the traveling man is they want to be—the whole making one of the liveliest games of unquestioned "follow your leader" that humanity knows. The imitation frequently goes so far as to copy the gait and the attitude of the traveling man. They follow him to the dining room and learn how to eat with the fork. The custom of crowding the napkin into the neckband is sinking into "innocuous desuetude," because the traveling man has learned better. Let him forget the toothpick

and the toothpick is at once passe. What he is—morally, mentally and physically—the community receiving him will be; and, with that fact acknowledged, the criticism on the passing type is at once understood and appreciated. He outranks the minister because he stands for more. He surpasses the schoolmaster because he knows more. Everything that appeals to them as best he realizes most and so they follow him; and, in instances where he has shown himself to be a golden calf, they have repeated tradition and worshipped him.

Trade can do no more good to society than by continuing its good work of sending out bright-brained, well-trained traveling men and the sooner they displace the passing type, the better it will be for the country that type has cursed so long.

DISMEMBERMENT OF CHINA.

There can be no disguising the fact that, notwithstanding the protestations of the European powers that they have no intention to attack the integrity of the Chinese Empire, the dismemberment of that empire is now imminent. Not all the powers favor the dividing up of China; but some of them, notably Germany, Russia and France, certainly intend to seize certain portions, and the others, in self-protection, will have to fight for a share of the spoils.

Prior to the impossible demands of Germany, that the leading Chinese Mandarins responsible for the massacres be delivered up as a precedent to negotiations, there was some prospect that the powers might make an arrangement with China which would obviate dismemberment; but as China can not be expected to accede to so utterly unreasonable a demand as that of Germany, there remains no other alternative but a continuance of the war to the bitter end. The United States, having rescued the imperiled foreigners, and particularly our own citizens, has no further use for troops in China, and has done an eminently wise and proper thing to withdraw.

It is now known that Russia proposes to absorb the whole of North China. She is overrunning Manchuria with troops, and has seized all the forts as well as the railroads around Peking. All her arrangements indicate permanent occupation. In the case of Germany, her uncompromising attitude and the large force she is accumulating in China indicate an intention to enter upon extensive operations. While France is making but little show, she is consistently backing up Russia.

Japan and Great Britain are probably in earnest in their desire that China should not be dismembered; but, should the other powers insist upon acquiring portions of China, they will be forced in self-defense to do some land-grabbing on their own account. Japan would no doubt seize that section of the Chinese coast nearest Formosa, while Great Britain would undoubtedly assert her right to the Yang-Tse-Kiang valley, the richest and most populous portion of China.

This country would be a serious loser by the dismemberment of China, as our merchants would be deprived of the immense and rapidly growing trade with that country. While it is possible, and even probable, that free trade would be permitted in those portions of China under British influence, we would certainly be shut out of the German and Russian, as well as French, spheres of influence. Notwithstanding that fact, it would be impolitic for this country to enter into any alliance with the European powers, or to interfere in any way, except to protect our own citizens and treaty rights, as our participation in a war of conquest in China would afford an excuse later on for European powers to assert a right to interfere in the Western Hemisphere.

Village Improvement

Practical System for Maintenance of Good Roads.

If our district schools were operated similarly to our roads, each resident of the district might be called upon in turn to serve time as teacher; at the farmers' institutes, called to discuss methods of general interest to the farmer, the programme would include a paper on "How to Improve Our Schools;" and the speaker would perhaps advocate longer school hours, the commencing of school attendance at an earlier age, and improved text-books. Then would follow a discussion, open to all, in which one would advocate the teaching of arithmetic as an essential preliminary to other branches, another would favor better ventilation of school buildings, and another would make an appeal for the old-time spelling-match, each one probably believing that he had the key to the remedy for poor schools.

Fortunately our schools are above such discussion; but our roads are not. It is by no means unusual to hear speakers at farmers' institutes and elsewhere, in discussing the road question, advocate under-drainage, and steam road-rollers, and stone roads, and steel roads, and combined roads of stone and earth, and State aid for road-building, and superintendence by county surveyors, and many other things that would better be discussed by road experts and before road experts only; and the entire discussion is to a large extent useless and ineffective, because the road system lacks a ready means, such as the school system provides in the teacher, of putting reforms into application. If the present road system is to be continued, then perhaps the scattering broadcast of instruction regarding road improvement is desirable; but if the system were properly performed, there would be no more reason for men interested in agriculture devoting their time to the study of road details than to the science of pedagogics.

Our road system lacks the man through whom alone reforms can be properly applied; it lacks the man that should be to the road what the teacher is to the district school, a constant expert attendant. That local experts are needed will be admitted by all who have listened to the discussions at good-roads meetings. Farmers can not agree as to methods of improvement; no more can engineers; and between the methods proposed by farmers and those proposed by engineers still greater differences exist. There is a reason for this, in that most of the problems involved are dependent upon local conditions, and can not be prescribed for in a general way. Stone roads may be suited to the wealth and development of the Eastern States, but earth and gravel roads will for years to come continue to be the roads of the Middle West. It is absurd to attribute this latter condition to lack of knowledge of stone roads; every small city of the Central States has good samples of broken-stone roads. The problem depends upon local conditions, and the solution must be left to the hands of a local expert.

This has the additional advantage of cheapness, for the local road expert would not need to be a trained engineer, but would better be a man who has had the actual experience of maintaining a section of road in that locality. One year's experience by a day-laborer, in constantly attending a section of ten

or twenty miles of road, would make of that laborer an expert better able to cope with the particular problems of that section than county commissioners, or pathmasters, or engineers with no better experience than the superintending of a "once-a-year" repair.

The results obtained by section-hands on railroads may be cited as proof of what might be accomplished for our roads by constant expert attendants. What our roads most need is constant attention, not repairs at rare intervals, not piling the center high with road-metal once a year, not grading down hills and filling valleys, but a little material here and there wherever needed and whenever needed. An ounce of prevention is worth pounds of cure in making road repairs.

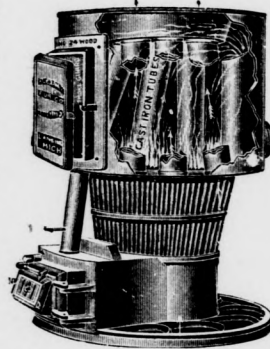
Roads become bad when ruts are permitted to form, when the surface is softened by standing water, when chuck-holes appear, when dust results from excessive wear. Deterioration of road surfaces may be delayed, but can not be prevented, by the substitution of a hard-wearing surface, such as stone. No road surface is permanent. The hardest of road surfaces can be maintained only by proper care by a constant attendant. The most satisfactory remedy for bad roads is the combination of harder surface and constant attention, but is too expensive a system to be adopted except after years of education and agitation.

Farmers object, and with justice, to stone roads costing upwards of five thousand dollars per mile; the farmers of nearly every state in the Union oppose state aid because of the fear they have that the extravagance of expensive stone-road engineers, who build well, and then fail to maintain, may be saddled upon them. On the other hand, the idea of a constant attendant appeals to the farmers as a rational method of evolution towards a better system of roads, at the same time that it trains experts to care for them.

In order to secure satisfactory and economical improvement of our country roads, therefore, the writer would advocate a system by which the roads could be divided into sections of from ten to twenty miles in length, and a man employed for each section, to devote his entire time and attention to the improvement of that section. The attendant should provide team and wagon whenever needed; he would require no assistants; he should be held to strict attention to duty and to a strict observance of hours, whether in wet weather or dry.

Ruts would be eradicated by filling with harder material; the surface could be smoothed by scraping with a wagon-tire drag if no better tool were available. Chuck-holes would be filled with broken stone, or with gravel, or with clay and sand, or with the best quality of material available. Maintaining a smooth surface for the escape of water is all that is necessary to prevent softening of the road surface, even with earth roads; keeping the road carefully crowned, smooth, and free from ruts is more effective in disposing of "the greatest enemy of good roads" than the most elaborate system of foundations and under-drainage, but the necessary smoothness can be attained only by continual watchfulness. Excessive dustiness could be allayed by an occasional sprinkling, but the distribution of traffic, made possible by the smooth surface, would decrease the wear and also the necessity for sprinkling. The

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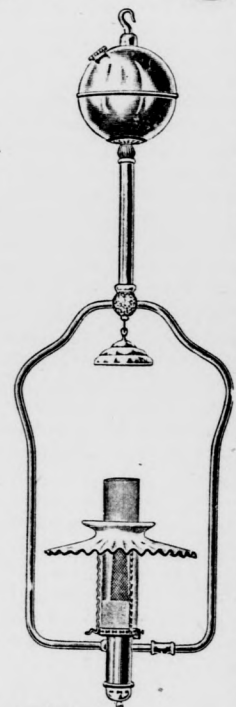
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attendant would find time for planning a systematic method of beautifying the roads of his section. The side ditches should be cleaned; the roadway should be cleared of weeds, which too often are able to appropriate the road-side as their highway for dissemination; shade trees might be planted at the sides, and if kept well trimmed in the lower branches to allow the wind access to the road surface, would shade the road, allaying dustiness, without causing excessive dampness.

It is such a system as this that obtains in France and Germany. Casual observers of the roads in those countries attribute their excellence to the use of stone as a road material. This does not represent one-third of the truth; the fundamental principle of the system, without which every kind of road surface must in the end be a failure, and provided with which the worst of road surfaces will become passable, is constant attendance. That principle is developed to the greatest perfection on French roads, the best in the world.

The expense of constant attendance on our country roads could be decreased to a minimum by decreasing the number of miles in a section, admitting, of course, that the benefits would be correspondingly decreased. There can thus be no argument against its adoption on the ground of expense by the poorest communities. By allotting sections of from ten to twenty miles to each attendant, the expense per mile would not be greater than under the present system. It is remarkable what a small amount of material is required for repairs if those repairs be made promptly, and still more remarkable what a great amount is required when repairs are made but once a year. The larger part of the cost of road materials is labor in preparing, transporting, handling, and placing. Labor can be far more economically purchased by employing one man for a long period of time than by employing many men for a shorter period. The most of the attention needed by a road does not require team labor, and it is this kind of attention that is most neglected under the present system, until at the end of the year it requires a great deal of expensive team-work to make it good.

The constant attendant system of maintenance applied to our present roads would in time develop them into a system of hard roads that could be most economically administered by engineering superintendence. For the present, however, there is no good reason why the officers who at the present time superintend road affairs in county or township would not prove satisfactory as superintendents of the road attendants. The reason that these officers are frequently a failure under the present system is because they are called upon to fill a position requiring expert knowledge that they do not possess; to superintend experts and to see that they devote full time to their duties is a more simple matter, and a line in which every farmer who employs hired hands has had experience. The superintendents would, moreover, have the assistance of every resident of the section, for the property-owners would now be the employers of the road attendants, instead of being the road-workers. It would be to the interest of every one to report defects to the road attendant, who would apply the remedy without the delays that are fatal to road surfaces.

The system thus outlined is essentially a system of maintenance, but when

applied to inferior roads, it becomes also a system of construction by gradual improvements, the safest and most economical way. It gives training to local experts at the same time that it secures to the road what the road most needs—continual repairs with the best available material. It reduces the number of votes commanded by the patronage of county and township officers. It places the responsibility for the condition of the roads upon one responsible person. It possesses what the present system lacks—tangibility. It provides a means for beautifying the roadway, and it makes possible a gradual healthy growth towards a better system of hard roads, with greater ability to care for them, and a growing realization of their value by the general public.—Daniel B. Luten in Harper's Weekly.

A firm of cocoa manufacturers in Birmingham, Eng., has just declined to bid for a contract for thirty tons of cocoa for the British troops in South Africa. This action was taken from religious motives, the members of the firm being Friends, who do not countenance war.

It is a great art in conversation to know when to stop.

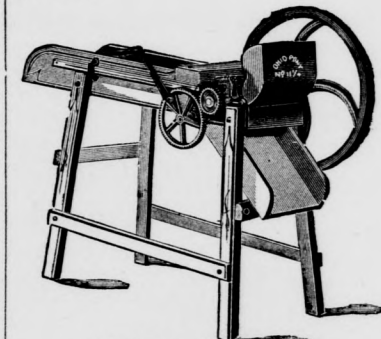
Hardware and Implement Dealers

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.

Here It Is!

The Holmes Generator



Just what you have been looking for. The latest, the best, the safest, the most durable and most saving of carbide on the market. It has the improvements long sought for by all generator manufacturers. No more wasted gas, no over heating, no smoke, no coals on burners. Only one-tenth as much gas escapes when charging as in former machines and you **cannot blow it up**. It's safe, it's simple. It is sold under a guarantee. You put the carbide in and the machine does the rest. It is perfectly automatic. A perfect and steady light at all times. No flickering or going out when charged. Do not buy a Generator until you have seen this. You want a good one and we have it. It's made for business. Fully approved by Board of Underwriters. Catalogue and prices cheerfully sent on application. Experienced acetylene gas agents wanted. Limited territory for sale. Also dealers in Carbide, Fixtures, Fittings, Pipe.

Holmes-Bailey Acetylene Gas Co.
Manton, Michigan.

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.

PURE

We are so positive that our

Spices and Queen Flake Baking Powder

are pure that we offer One Hundred Dollars for every ounce of adulteration found in a package of our goods. Manufactured and sold only by

Northrop, Robertson & Carrier

Lansing, Michigan

Shoes and Leather

Experience of a Michigan Shoe Clerk With a Slander Suit.

My experience as a clerk dates from Aug. 3, 1885. I was nearly 15 years of age then and have gradually grown into the shoe business. The first month was put in as a grocery clerk, for which I received \$5. The following two years were spent attending the public school and clerking in the grocery mornings, evenings and Saturdays, getting a little of the practical along with the theory, which I found a great help. After two years in this way I withdrew from school from necessity and worked for one month more in the grocery, when I had an opportunity to go into a general store (carrying dry goods, clothing, boots and shoes, groceries and crockery), which was accepted. I was glad at this time to obtain the larger experience that a general line afforded. It was here that I had my first experience in the shoe business. I was favorably impressed with the department at this time, but after I had been in this store about six months my employer and I could not agree on salary, and I went to work again for my former employer in the grocery store, where I continued for two years. During this time my employer made a trip abroad, taking in England and France and leaving me in sole charge of his business for sixty days. At the end of two years, business being quiet and everything favorable, I again entered the general store of my former employer, where I put in the next two years.

I concluded at this time to take a business course at a business college, which I did the following five months. This came in nicely after my practical experience in the stores. After I completed the prescribed course I again entered the general store I had left to attend school. I continued here about five months, when I left the town of my boyhood for a better position in a town some distance away in a general store, clerking in the dry goods, clothing and shoe departments. I put in thirteen months there, and then engaged with the firm I work for to-day, to go to a branch store at Clare, where only dry goods, clothing and carpets were handled. I was here about two years, when the firm had to change quarters and concluded to put up a store of their own, also deciding to add a shoe department to their stock. I, having had the most experience in the shoe line, was selected to place the order for the new stock. This was my first experience as buyer. I have learned many things about shoes since then and will continue to learn as long as I am in the business. I continued to do the buying and keep the stock for four years, also waiting on trade in all the departments. I felt at this time that I would like some single department and make a specialty of it, for while one gets a good experience working in several lines, he gets to know something about the various lines and not much about any one line. I am a firm believer in specialists. Finally the opportunity came for which I was anxious. Nearly one year ago the firm's shoe man at the main store left their employ and the position was offered me. I am glad I accepted it for this reason: I can now give my undivided attention to the line I like best of all the different departments I have worked in.

My experience in this was so grad-

ual, covering a period of nine years that I did not devote my entire time to the line. It was a kind of absorption. I wish to say right here the place to learn any line of goods is to do the buying as well as the selling. The buyer has a chance to see all the kinds there are of an article and get pointers from some of the best salesmen in the country, while the seller only sees the kinds he sells, and his knowledge is therefore limited. True, he gets to know by experience the kinds that fit and wear well. I claim this, that the buyer ought to be the seller to this extent at least, to find out the fitting and wearing qualities of the goods. This can only be learned by the one who sells them.

It was in December, 1897, that I had this experience: It was two days before Christmas. The proprietor was away, and when he was absent I had charge of affairs. We were very busy. I was waiting on a customer in the dry goods department, when I noticed directly in front of me a woman with a long plush coat. The table with men's caps was in the middle of the store between the counters. Her back was turned toward me. I saw her put something under her coat and fasten it. It was so plain to me that I was sure she had taken a cap. I resolved to speak to her about it before she left the store. I kept on waiting on my customer, who wanted some shoes, and we passed to the rear of the store into the shoe department, and meanwhile I kept an eye on the woman, who purchased a small piece of cloth and started to pass out. I started for the door also, came up to her just as she had passed out the door and was still in the entrance and said to her: "You have one of our caps under your coat!" She said: "I haven't got a cap under my coat!" I told her if she did not come in the store and convince me that she did not have a cap I would have her arrested at once. At that we stepped back inside the store and to one side. I told her to unfasten her coat and show me that she did not have a cap. She refused and kept saying she did not have a cap. Finally, I unlooped her coat myself, and behold the cap was there, as I expected. You may guess I felt considerably easier. At this she wilted completely and said it was the first time she ever did anything of the kind and requested me not to tell the proprietor or anybody else, as she was very sorry and it would be a lesson to her. I told her I was sorry it had happened, but that I would keep it to myself, only let it be a lesson to her. We had talked in an undertone and I thought we could easily keep it quiet. At this she went out apparently penitent.

You can imagine my surprise when about the middle of the afternoon (she took the cap about 10:30 a. m.) in walked my lady friend with the under-sheriff and called for me. When I came up they wanted to know about the affair of the morning. I told them the best thing to do was to keep the matter quiet, as I hadn't told anybody yet. At this the woman said: "Mr. Harding, you know I never took that cap!" I was dazed for an instant as it dawned on me what she was about. I then opened up on her and said she did take the cap and couldn't lie out of it. I warmed up a little at her audacity. I then explained the whole affair to the under-sheriff, took him up to the front of the store and showed him the cap as it still laid back on one of the shelves

Rindge, Kalmbach, Logie & Co.,

*Manufacturers and
Jobbers of*

Boots and Shoes

Grand Rapids, Michigan.

Agents Boston Rubber Shoe Co.

When it gets down to

"Hard Pan Shoes"

we're right in it.

We make them ourselves.

Made solid. Made for hard wear. Made to give satisfaction every time

If you don't already carry them in stock it will certainly pay you to do so. You can't go wrong on our own make

"Hard Pan"

Write for samples.

HEROLD-BERTSCH SHOE CO.,

MAKERS OF SHOES.

GRAND RAPIDS, MICH.

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.

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

where I had placed it. They then went out, I supposed, satisfied.

Some weeks after this I was again surprised to be summoned to appear before the Circuit Court of Clare county, to answer to the charge of slander. My lady friend wanted \$5,000 damages. It came to trial on September, nine months after the event. Jury disagreed, ten to twelve in my favor. It then ran six months longer and we came to court once more. We were prepared in good shape for them this time and I was acquitted, and felt quite relieved after having the affair hang fire for more than a year.

I just give this experience to show how easy it is for one to get into trouble. The lady is well to do and could start a hat and cap store of her own if she so desired. She took a 50 cent cap which probably cost her from \$350 to \$500, cost my employers from \$150 to \$200. I learned two things by this; First, that law business is expensive; second, that under like circumstances again, I would call a fellow clerk to witness the procedure. I have had several instances of goods taken and recovered the goods, but usually the culprits are only too glad to get away. But let us return to shoes.

Of course, I keep the best goods to the front. A shoe department is different from an exclusive shoe store in that you have to arrange your stock according to the space you have, especially if the shoe department is the last one added to the stock.

The store I am in has the dry goods department from the front back about 75 feet. Then comes the shoe department with shelving clear to the ceiling on both sides, using two bicycle ladders. I keep men's, boys' and youths' shoes on one side and ladies', misses' and children's on the other.

The sections are long enough for twelve cartons side by side. The lower shelves hold three cartons high and some of the upper two high, therefore get from two to three dozen cartons on a shelf.

Start at lower left hand corner with ladies' highest priced shoes, keeping width and price together and sizes in rotation running lengthwise the shelves the length of the first section, then go to the shelf above and so on through the entire stock of shelf goods. Above the ladder rail I keep the wide ankles and ladies' spring heels, old ladies' goods and any goods that are not rapid sellers. I do not mean old goods, as I would put them where they are easiest to get, but keep the every-day sellers down where you do not have to use the ladders much. This necessitates elevating the summer sellers up near the top in winter and vice versa.

In the drawers I keep rubbers and sundry items, with card describing contents of each. In tills I can put twelve pairs men's Huron rubbers and devote one till to each size. This could be continued throughout the rubber stock where there are many pairs of the same style and size.

I believe the only right way to keep any stock of any kind of goods is to keep the kinds together and sizes in rotation. It is a difficult matter in the smaller towns in this section of the country to sell ladies' light tans, Louis heels, or heavy soles in the better grade of goods. To illustrate: We bought this season a strictly up-to-date ladies' light tan shoe, heavy sole, a trifle mannish, and do you suppose we could sell those shoes? Not by any means. They cost

\$2.50, we priced them \$3.50, and since July 4 have talked and advertised them at \$2.50, and I will warrant we will have to take \$1.50 before we dispose of them.

I do not believe there is only one way to success. There are, however, certain fundamental principles. I will mention a few. Don't misrepresent. Advertise strongly and keep at it. Do just as you advertise. If an advertisement is in a daily, change it daily; if weekly, change it every week. Let people know you are alive. If a shoe goes wrong unreasonably stand ready to make it right. Show up all the goods you can, for "to show is to sell." Deem it a pleasure instead of a task to wait on your patrons and they will come your way.—L. Harding in Boot and Shoe Recorder.

Goods Not Up to Sample.

The old bone of contention between the retailer and manufacturer with respect to goods being up to sample or not up to sample breaks out every little while and results in considerable friction between manufacturers and jobbers and their customers.

Recently our Lynn correspondent claimed that retailers were more or less unreasonable in returning shoes alleged not to be up to sample.

A little later one of our California correspondents took up the subject and made the statement that this year manufacturers were more than usually inclined to make up shoes below sample in quality and workmanship.

If this statement is correct, we presume the reason for it is plain enough. Manufacturers in many instances have sold their goods at prices admitting of little or no profit, and in order to come out even there may have been a disposition to reduce the quality in some degree. To what extent this has been done we are not aware, but it is to be hoped that only occasionally has any manufacturer been betrayed into slighting his shoes for the purpose of making a profit or preventing a loss.

We should suppose that this would be precisely the way to lose customers, rather than to hold them.

In this issue we present another communication from one of our San Francisco readers bearing on this same topic.

This matter of goods being up to sample or not up to sample is evidently a live question with both the retail and wholesale trade. We shall be glad to have our readers take it up and discuss it, giving their views pro and con. Communications need not be signed by their authors unless they desire to do so, but can be sent over initials or nom de plumes. The name, however, must accompany the communication as an evidence of good faith, although not necessarily for publication.—Boots and Shoes Weekly.

His Hair Is Older.

Tommy—Isn't it funny, Lucy, that Professor Peck's hair is so gray and his moustache is hardly gray at all?

Big Sister Lucy—Why, no. Of course his hair would turn gray first, for, don't you know, it is twenty years older than his moustache.

Of Two Evils.

"Ruggles, I am sorry to hear you were burned out the other day. Did you lose all your household goods?"

"Yes, but we don't feel so awfully bad over it, Lumpkin. We expected to have to move next week, anyway."

AMAZON KID



Made from a Fine Goat Skin that will wear well and give comfort to tired Feet.

Made in Bals only, cap toe D, E & E E.

Goodyear Welts, \$2.25 pair.
McKay Sewed, \$2.00 pair.

Write for sample dozens.
Orders filled the day received.

BRADLEY & METCALF CO.,
Milwaukee, Wis.

==Tennis, Yachting and Gymnasium Shoes==

With Rubber Soles



A. H. KRUM & CO., 161-163 Jefferson Ave., Detroit, Mich.

Price list sent on application. Headquarters for Rubber Boots and Shoes.

ALL DEALERS SHOULD BUY


Mayer

SHOES.

THEY ARE RELIABLE

MADE FROM THE BEST MATERIAL ONLY
IN ALL GRADES AND STYLES.

F. MAYER BOOT & SHOE CO.
MANUFACTURERS, MILWAUKEE



THEY ARE DIFFERENT



From other Leather Tops. If you haven't seen them let us send you sample prepaid.

The Beacon Falls Rubber Shoe Co.

207 and 209 Monroe St.
Chicago, Ill.

Woman's World

Debts of Charity Which Cannot Be Paid With Money.

A group of women were talking about charity the other day, and after they had rather threshed the subject out along conventional lines, one of them said:

"Sometimes I think there is nothing of which we have a cruder or a more distorted comprehension than of charity. Our picture of needy may be said to be represented by a whisky-soaked tramp who always requires a dime, kind lady, to get a night's lodging; or a frowsy woman who presents a filthy paper stating she is the mother of half a dozen small children all under 5 years of age, to whose support all Christian people are requested to contribute. It is so much easier to give than it is to look into cases of destitution that we permit ourselves to be held up on every street corner and professional beggars flourish like the green bay tree. More than that, we go our way with a virtuous sense of having done our full duty, for our idea of charity is so elemental that it includes nothing more than giving money or money's worth. Yet, the great exemplar of all mankind never gave money. He gave wine to make merry the marriage feast. He gave pity to the outcast woman. He gave tears of sympathy to the broken-hearted. He gave healing to the sick. He gave His life on Calvary, but He gave no money.

"Of course, no one would discourage for one instant the feeding of the hungry, the clothing of the naked and the succor of the destitute. That is our first and most obvious duty. The pity of it is that we should stop short at that and that our charity should so seldom include those who have all that money will buy, yet who may be just as surely and as desperately in need as any beggar who solicits alms on the street. Perhaps on all this sad earth we need nothing more than some Little Sisters of the Rich, whose ministrations shall be to those who fare sumptuously every day, and whose clothes are Paris-made and silk-lined.

"Not all the want in the world is physical. There is a hungriness of the soul just as hard to bear as any starvation of the body. We can perish for the lack of the warmth of human love and companionship just as much as we can from the blighting cold of winter, yet we pass by these needs every day of our lives without one thought that we are in any way bound to supply them. We would be horrified at the thought of turning away a tramp hungry from our door, yet we will let the friend who came to us starving for sympathy and comfort go away with all his great need unsatisfied, simply because he has on a good coat and has credit at the bank. Most of us are good enough at back door charity. What we need to learn is more front door charity. To understand that we are just as much bound to give friendliness and cheer to those of our acquaintances who need it as we are to give our old clothes to the poor, and that there may be just as much real charity in handing out a few kind words as there is in handing out a plate of cold victuals."

"I know what you mean," said a sad-faced woman in the corner. "Once in my life a great sorrow came to me that seemed to simply crush my soul. I could not rise above it, and after my friends had paid their duty call of condolence they dropped away. I

couldn't blame them. I knew that my house was as mournful as the tomb and that the very sight of my face was a kill-joy. I realized, too, that in my grief I was almost a monomaniac and that I could not rouse myself to think or speak or be interested in anything but my sorrow. Yet, it seemed to me that unless I had some one to whom I could talk, I should go mad. One woman came to me. She let me rave of myself, my desolation and loss with all the egotism of grief, until, bye and bye, the bitterness of my heart poured itself out and I was able to take up the burden of every-day living again. But I shall always know her deed for the most beautiful charity that any one could possibly imagine. People said of me in my affliction, 'Oh, Mrs. Blank has everything she needs,' because of my fine house and servants and horses and carriages; but I lacked the one thing on earth that I needed most—the sympathy and comprehension that no money can buy, and but for that woman's charity to me I should have been as poor as the poorest beggar alive, and more to be pitied, because I couldn't go out on the street and cry aloud my wants."

"It's queer, anyway, when you come to think of it," put in another woman, "how slow we are to grasp this ideal of a charity that has nothing to do with giving money, when most of us have had experiences in which we felt ourselves as truly objects for the pity and benevolence of our fellow-creatures as any mendicant who rattles a tin cup and solicits alms. I remember one time, for instance, when I was sick, alone in a strange city and in a strange hotel. I had everything I needed—a good physician, a trained nurse and whatever delicacies I was permitted to eat, yet I felt myself the greatest object for compassion. I had nothing to do all the interminable days but watch the sun creep along the wall and listen to the nurse's little cut and dried conversation that always seems like a doctor's prescription—cheerful, but not exciting, and that bores you to death. Outside I could hear the brisk footsteps of people coming and going and I used to lie there and almost pray for somebody to come in and talk to me and break the deadly monotony. It would have been just as much a charity for a woman to have come in and beguiled a weary half hour for me as it would have been to pick up a fainting wretch on the street and feed him, but nobody came. Because I made no appeal to their purse nobody thought of me as being an object of charity, and even the good Samaritan passed by on the other side."

"When you talk about worthy objects of charity," said the little woman in the smart tailor frock, "don't forget the strangers, and the better off they are and the finer house they have and the more fashionable the neighborhood, the more they need it. People who have always lived in the same city, who have their own family and a circle of friends whom they have known since childhood, can have no comprehension of the agonies of loneliness a woman endures who moves to a city where she doesn't know one single, solitary human being except her husband. He can go out and meet men and get acquainted with them, but there's nothing for her to do but just sit at home and wait to be visited. Upon my word, I don't think there's any more pitiful situation than that of a young girl who comes to a strange city as a bride. She



We Will Not Cheapen Our Vinegar

by impairing the quality.

One standard—the best—all the time.

Equal to any and better than the majority of the vinegars offered you to-day.

GENESEE FRUIT CO., Makers, Lansing, Mich.

Voigt Milling Co.

Proprietors

Star and Crescent Mills

Makers of

High Grade Flour

Our Leaders:

Royal Patent Gilt Edge Crescent
Calla Lily White Rose Star

We are sole manufacturers of FLOURVOIGT, an improved WHOLE WHEAT FLOUR, with the bran and all impurities eliminated.

We are large handlers of Bran, Middlings, Screenings and Corn and Oats Feed, which we sell on close margins.

We gladly embrace this opportunity to thank our customers for past patronage and to assure them that we shall undertake to merit a continuance of their confidence and esteem

Voigt Milling Co., Grand Rapids, Mich.



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

ONE HUNDRED DOLLARS

We also guarantee it to be of full strength as required by law. We will prosecute any person found using our packages for cider or vinegar without first removing all traces of our brands therefrom.

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

has always been made so much of and been such a figure in the society of her home town, and she comes with such high hopes. She's so interested in getting her new home fixed up, and it's so artistic, and she's so anxious to show it off. Her husband, as a general thing, doesn't know anybody but the man in the same office or business, and a few of his old cronies come around to call on her and that ends it. Day after day she sits up alone in solitary state and peeps wistfully out of the window at the other women in the neighborhood as they go by, but it never occurs to them that it would be an act of heavenly charity to go to see the poor, lonesome little creature who has so many pretty clothes and such a pretty house, and so they let her alone. I know all about it, and I used to think if it was reported that a woman was dying for lack of food on this block, there wouldn't be a woman in the neighborhood who wouldn't be here before night to see what she could do towards relieving the distress, but because I am simply perishing for companionship nobody seems to think it worth while to take compassion on my sufferings. Believe me, there is no charity that goes more surely to the right place, where it will do the most good, than that of the benevolent woman who calls on her new neighbors. There are times when a good gossip is just as much alms to the needy as a soup ticket."

"The most charitable woman I ever knew," said the first speaker, "was a very poor one. She used to say that, as she had no money to give, she had to present people with happiness and she never let anybody go from her without a cheery word or a happy suggestion, something that made the world look brighter and better. Was there a foolishly fond mother? She never forgot when she met her that her Janey was a musical prodigy and that Jack played on the college football team. Had a man a peculiar talent or hobby? She always alluded to it to him in a way that seemed to throw fresh luster and interest about it. Bored were her specialty. The kind of people you know that everybody snubs. She would listen to them by the hour and laugh over their threadbare jokes and apparently be absorbingly interested in stories she had heard a thousand times. 'How can you do it?' I asked once, and she answered, 'It's my way of doing charity. There's plenty of you who would give to him if he was in physical need, but there are so few who are willing to give patience and politeness. I listen to him and make him happy by giving him attention. Who knows? Perhaps it may be just as worthy to feed the heart as the body.'

"So it is with old people, and do you know, I feel absolutely conscience-stricken to realize how little charity we show the old. We are particular enough in trying to provide for the physical necessities of the old, and when we hear of any peculiar case of destitution among the aged we are touched to the quick, but how do we treat the old people in our own families—the well-to-do old who, so far as things to eat and wear and all the material comforts of life are concerned, are amply provided for? Don't we too often pooh-pooh their opinions? Don't we yawn over their long stories? I have seen the old faces glow with pride when a young person would come to them for advice. I have watched the old faces kindle with all the interest of bygone days,

when a sympathetic listener would lead them back over the path of memory, and it seemed such a little thing to do to bring so much happiness that I wondered we did it so seldom. Surely it is our duty to supply the lack of pity and love and friendliness for which the world goes hungering just as much as it does for bread. Not all the debts of charity can be paid with money, and he gives best who gives himself."

Dorothy Dix.

Woman's Fatal Tendency to Overdo Everything.

Every woman who likes to keep up with the star performances of her sex must have been interested in the recent marvelous bicycle riding of Mrs. Jane Lindsay, of New York. Mrs. Lindsay, it appears, is not a professional, but merely a woman who is fond of wheeling, and just to show that she could do it she rode 1,500 miles in time that broke all previous women records and established new standards all along the line. Incidentally it is said that when she started to ride her skin was clear, her eyes bright, her flesh firm and her manner vivacious. When she finished, her forehead and cheeks were wrinkled, her face haggard, her arms withered and she appeared almost a physical wreck.

Aside from its sporting interest, the incident is of value as calling attention, once more to woman's fatal tendency to overdo everything she undertakes and to convert a blessing into a curse through her immoderation. When athletics and outdoor sports first came into vogue for women we hailed the movement as a new gospel of health for her. Here, we cried, is what we have needed so long. No more sickly women living on drugs. Fresh air will paint roses on those pale cheeks; exercise will make plump those flabby arms; strength will give new elasticity to that dragging step. Every girl who joined a gymnastic club did it to a chorus of admiring applause. Every woman who cut off her skirts and mounted a wheel was regarded as the advance guard of a millennium in which all the women were to be Hebes and backaches and nerves were to be unknown.

It was not long, however, before strange rumors began to reach us. Women were not content to ride moderately. They began to scorch and yearn to ride "centuries." Girls couldn't stop at swinging dumb bells. They wanted to emulate college athletes, and leap hurdles and hold championships for high kicking and jumping. We hear every now and then of a girl dropping dead with heart failure on a tennis ground. We read in the account of golf matches about women who are so exhausted that they have to lie down on the ground between their plays, and we wonder if the old-fashioned girl who never took any more violent exercise than rocking to and fro in her chair didn't stand about as good a chance of being strong and well as her athletic sister of to-day. It ought not to be so, of course. The theory of women finding health and strength in outdoor sports and exercises is sound and unassailable. The trouble is that we have ruined another good thing by overdoing it.

It seems worth while to call especial attention to this vice of the sex just now, when so many women are getting home after their summer's absence and the temptation to work immoderately besets every housekeeper. There is so

much to be done. The house is in that state of chaos to which only a man can reduce it. There are new papering and painting to be done and everything to be set in order for the winter. There are new servants to be installed and much pickle and preserve making to be attended to. The children must be gotten ready for school and the family shopping and sewing seen to. All in good time, if only women could be convinced of it. But few are wise enough to take things moderately. The average woman rushes into a perfect debauch of house-cleaning and work, trying to do everything at once, and the result is that she overdoes, and nine times out of ten loses all the good of her summer outing. There is much luck in leisure for women, if they could only be persuaded of it, and there are health and peace for her who learns to take her pleasures and her duties in moderation.

Cora Stowell.

She Was Identified.

"But I don't know you, madam," the bank cashier said to the woman who had presented a check. But this woman, instead of saying haughtily: "I do not wish your acquaintance, sir," merely replied, with an engaging smile: "Oh, yes, you do, I think. I'm the 'red-headed old virago' next door to you whose 'scoundrelly little boys' are always reaching through the fence and picking your flowers. When you started down town this morning your wife said: 'Now, Henry, if you want a dinner fit to eat this evening you'll have to leave me a little money. I can't run this house on the city water and 10 cents a day—' 'Here's your money, madam,'" said the cashier, pushing it toward her and coughing loudly.

The most thankless task in the world is explaining a joke.

ALABASTINE

THE ALABASTINE COMPANY, in addition to their world-renowned wall coating, ALABASTINE through their Plaster Sales Department, now manufacture and sell at lowest prices, in paper or wood, in carlots or less, the following products:

Plasticon

The long established wall plaster formerly manufactured and marketed by the American Mortar Company. (Sold with or without sand.)

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The brand specified after competitive tests and used by the Commissioners for all the World's Fair statuary.

Bug Finish

The effective Potato Bug Exterminator.

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Finely ground and of superior quality.

For lowest prices address

Alabastine Company,

Plaster Sales Department

Grand Rapids, Mich.

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.

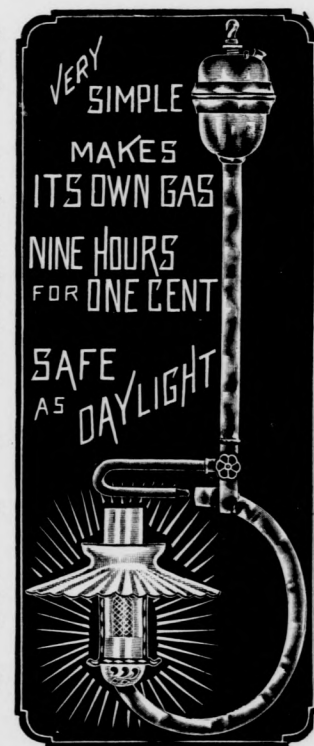
We are lamp manufacturers and have been for 35 years.

An agent wanted in every town.

Brilliant Gas Lamp Co.,

GEO. BOHNER, Agent.

42 State Street, CHICAGO, ILL.



Butter and Eggs

Observations by a Gotham Egg Man.

Now that egg shippers seem to be in a fair way to secure a reform in egg selling in the large Eastern markets, for which they have long argued—the more general sale of the goods on a case count basis—would it not be well for them to start a much needed reform at their own end of the line by making a difference in price paid for eggs collected according to their quality and condition?

The arguments in favor of case count selling in a market like New York do not apply to the purchase of eggs from country store-keepers and farmers at a uniform price regardless of quality. In the large distributing markets case count selling does not at all involve the payment of a uniform price for irregular qualities of eggs; in fact it tends to make even greater the variation in price according to quality. The goods are carefully inspected before purchase and the price is settled according to the general quality and condition of the eggs and the amount of shrinkage indicated by the inspection. The system puts a premium on country grading and careful packing and increases the incentive to put up a fine mark of eggs.

But where Western collectors fix upon a uniform price to pay for stock brought or sent to them without much regard to the quality of the different lots the incentive to greater care of the eggs on the farms and in the hands of store-keepers is largely removed, and it is right here that a greater discrimination of value according to quality would do the most good in improving the quality of our egg product.

Shippers have always claimed that under the loss off system of egg selling which used to be the general custom here there was little incentive to improve the quality of their packings by grading with special care. But what incentive is there for the egg producer to market his stock while fresh and to care for it in the meantime if he is to get a uniform price for full fresh eggs in perfect order and for shrunken or otherwise defective stock?

To get the egg trade on a better footing, raise the average quality of the product and eliminate the waste which has long been a serious drain upon the business, it is essential that egg collectors should pay for the goods brought to them different prices according to value in distributing markets.

If fine full fresh eggs netted the farmer as much advance over shrunken held stock as they are intrinsically worth in consumptive markets there would be a far more general disposition to market the eggs while as fresh as possible; and if large eggs brought the farmer a higher price than small ones it would not be long before the breeds of farm poultry would be improved.

Egg shippers have this matter entirely in their own hands; they should provide themselves with competent candlers and assort their receipts in three or four grades according to quality paying different prices for each. Under this system improvement in the quality of our egg product would be rapid and much of the waste eliminated.

Can not the associations of egg and poultry men do something to further this much needed reform?

There are a number of marks of Western eggs arriving in New York, shippers of which candle their stock before

packing, grading it closely and making three or four grades. I have before alluded to these brands and to the fact that they were eagerly sought for by buyers at good prices. I have noticed of late that some of these brands, which have gained a high reputation from previous fine quality, are now showing admixture with held stock. This is poor policy. There will be a good place for fancy Western candled eggs here during the fall and winter if shippers will keep them free from held eggs and they will doubtless command relatively high prices. But buyers don't want held and shrunken eggs mixed with them and if shippers insist upon such mixing they will spoil the reputation of their brand. Held eggs sell better alone than when mixed with fresh stock.—N. Y. Produce Review.

More Than a Million a Day.

From the Chicago Chronicle.

More than 1,000,000 cucumbers are consumed in Chicago every day during the season of their greatest output. Practically all natives of the tropics and many from the more Northern climates eat cucumbers "out of the hand," as they eat apples and peaches, without salt, pepper or vinegar. The first arrivals of cucumbers come from the Gulf of Mexico region, and the last from the Canadian border, but it is not until they come by the trainload that consumption is at the highest, for then they are cheap enough to allow the poorest to buy them. The demand falls off in the import market as local gardens begin to offer supplies.

Every family from the tropics, as well as others, plant nearly all the ground about their dwellings to cucumbers. So while the total number consumed daily could not be ascertained, it is a statistical fact that in their season of largest arrivals over 1,000,000 go into immediate family consumption from the commission houses, and it may be said the arrivals begin before the snow is off the ground in Chicago in the later winter and continue until well on to Christmas. When the Northern gardens have marketed their product the Southern gardens resume shipping, the crop being almost continuous down there.

Until recent years Americans looked upon the cucumber as the creator of more cramps in the stomach and the greatest friend of cholera that grows out of the ground, but no one believes that now. There is no room for such belief, for the consumption of more than 1,000,000 cucumbers a day in Chicago has not increased stomach or bowel ailments at all. At least that is what medical practitioners in the cucumber consumption quarters say.

On the contrary, the cucumber has come to be looked upon as an exceedingly healthful food. This, however, is true, these men, women, and children who eat cucumbers "out of the hand" as well as sliced in vinegar never touch one after it has become the least bit decayed, nor will they eat them when sliced when they are the least bit wilted. They must be crisp and sound, and when they are so, it is claimed by those who nearly live on them that they are healthier, more satisfying, and better "fatmakers" than any kind of fruit in equal quantity. One or even two dozen cucumbers a day are not considered too many by those who are used to making a meal of them.

Poor Infant.

"What are you going to call the baby?" asked the visitor.

"We named him Monday," replied the proud young mother.

"So soon? And did you name him?"

"Monday, I said."

"O, Monday is his name, is it? How very odd! Why did you give him such a peculiar name as that, if I may ask?"

"Well, George's business partners, you know, are Mr. Munn and Mr. Day, and George thought it would be a good idea to call the little darling after both of them."

J. B. HAMMER & CO.

WHOLESALE

FRUIT AND PRODUCE DEALERS

Specialties: Potatoes, Apples, Onions, Cabbage, Melons and Oranges in car lots.

125 E. Front Street, Cincinnati, O.

References: Third National Bank, R. G. Dun's Agency, Nat'l League of Com. Merchants of U. S.

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.

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. References.
New York, 874 Washington st. State Savings Bank, Ionia.
Brooklyn, 225 Market avenue. Dun's or Bradstreet's Agencies.

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

Live Poultry Wanted

Carload lots only. We make price delivered at car your station. Seller takes no chances after delivery at car. We are the largest dressers of poultry in Michigan and can use any amount.

H. N. RANDALL PRODUCE CO., Tekonsha, Mich.

TOLEDO

MAKES THE PRICE ON CLOVER SEED. We buy Clover, Timothy and other seeds from sample or sell on consignment at Board of Trade rates. Our weekly quotation card will be mailed to you for the asking. Prompt returns for consignment sales. Ask for special quotations on corn, oats, barley, flax, potatoes and garden seeds in any quantity.

THE MERRELL BUGGY, IMPLEMENT & SEED CO.

224 and 226 Superior St. TOLEDO, OHIO

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.

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.

The Meat Market

How Sausages Are Adulterated in France and Germany.

In Germany cases have occurred frequently in which trichinosis has resulted from eating sausages. The possible existence of the trichina in dogs may constitute a real danger in places such as Munich, where dog flesh is put into sausages (Ostertag.) The hides of oxen are stated by Henniger to be frequently used in the Grand Duchy of Baden in the manufacture of Lahr sausages (Hautwurst), in which the larvae of insects, tubercular bacilli pus microbes, and such like have been found. In Paris during recent years sausages have been made from the muscular coat of the oesophagus of oxen. It seems desirable that when inferior food of this description is sold, notice should be given indicating the nature of the article.

Basco is responsible for the statement that dogs' flesh is sold in Paris for mutton, and it is therefore not unlikely that it is also made into sausages. Horse flesh is undoubtedly often substituted for beef and pork in sausages. The greater part of the twenty-two thousand horses slaughtered each year in Paris in the abattoirs of Villejuif and Pantin are very lean animals, whose flesh can only serve for sausagemaking, or for the falsification of other products, the true nature of which can be disguised. Such lean horse flesh lends itself admirably to this kind of fraud, as horse fat has, when present, a tendency to exude, and would draw attention to the fraud. When a sausage is made exclusively of horse flesh it is easy to recognize it. It is firm, very compact, elastic like a piece of caoutchouc, and highly colored a reddish brown. On being cooked gently, it yields a pale, slightly oily soup, smelling more or less of the aromatic substances which have been added. When horse flesh is mixed with other meat it is more difficult to distinguish. Microscopical examination gives no assistance, contrary to the assertions of some writers. Nor does the estimation of the melting point of the fat give a positive result, as the manufacturers are careful not to use horse flesh rich in fat, but add pork fat to the sausage. Ostertag holds that no scientific value is to be attributed to the test of pounding the sausage meat with sulphuric acid in order to compare the shade of gray produced. The presence of glycogen, which is very abundant in the tissues of the horse, may enable its flesh to be detected even when mixed with other meat; but this test can not be relied upon to calculate the exact amount present, although Niebel was of opinion that it might be done. The test is rendered more difficult to carry out when starch is present, especially with the iodine test. Various methods have been tried to overcome this difficulty, but the most satisfactory appears to be to eliminate the starch by filtering a solution through a layer of fine sand of a thickness proportionate to the amount of liquid, to which has first been added a few drops of a solution of iodine and calcium chloride. The starch which has fixed the iodine is precipitated by the calcium salt, and the filtrate gives the reaction for glycogen if the sausage has been recently made and contains horse flesh. Small quantities of glycogen are sometimes present in beef and veal, so that the test can only be of value if it shows large

quantities present. Attempts have been made to isolate other principles peculiar to the horse, but the physical properties of the sausage must be largely considered in connection with any chemical analysis which may be made.

The methods employed in the manufacture of sausages have always been such that a considerable amount of supervision by the authorities has been deemed necessary. Where inspection and supervision have been lax, animals whose flesh is not fit to eat are killed for food, and if the meat be too bad to be sold in the ordinary way, it is not improbable that in many instances it is worked up into sausages.

Sausages may be adulterated in various ways:

1. By the addition of antiseptic substances, of preservative salts in excess, or of coloring matters.
2. By the addition of starch, flour, rice-flour, and breadcrumbs.
3. By the use of flesh of animals which have died naturally, or have been slaughtered on account of disease.
4. By the use of parts of animals not usually eaten (as the hides of oxen).
5. By the use of the flesh of such animals as the dog, cat, horse.

Where ordinary salt is used in excess, it is not difficult to determine its presence, as is also the case where borax or sulphites are employed. Formalin is more difficult to detect, and in order to do so it must be distilled off in the presence of sulphate of soda, when its presence may be detected in the distillate by its reactions.

Checcallier and Baudrimont have recorded instances in which large quantities of a flour-paste colored with fuchsine had been added to sausage meat. The starch cells are as easily detected as the fuchsine which colors them. Cochineal has sometimes been employed, and Kellermann has noted the use of saffron where the sausage meat has been insufficiently smoked.

The addition of various forms of flour is without danger to the consumer, and is highly remunerative to the manufacturer. Small quantities are necessary, but when it comes to 10, 20, or even 30 per cent. of the whole, it should be regarded as an adulteration. Cooked bologna sausages, with or without garlic, are frequently adulterated in this way, and can thus be made to absorb much water.

The adulteration of sausages by the use of unsound meat is of much greater danger to the public health. In order to remove the bad flavor such meat is boiled and the scum removed. It is then minced and pounded up with spices, and sometimes smoked in order to disguise the sharpness of flavor which is to be found in sausage so made. Some manufacturers, according to recent receipts, have adopted methods whereby toxic substances must necessarily be produced. In such cases detection of the fraud is often difficult, unless the process of manufacture has been seen.

Horse flesh is not an unknown constituent of sausages. In the north of France the author knows that a conscientious knacker refused a good price from a Belgian firm for the bodies of animals killed in his establishment. In Brussels bologna sausages have been made of the flesh of horses which have died from disease. A similar statement has been made by the food inspectors of Rheims. Nocard reported in 1895 that measles pigs were killed in certain suburbs and brought into Paris in the form of

sausage meat, in which it is almost impossible to detect the hooklets from the head of the *Cysticercus cellulosae*.

Tuberculous meat has been used in a similar way, but in a case recorded by Lignieres the bacilli as tested in guinea pigs had lost their virulence during the process of cooking. W. H. Martel.

Largest in the World.

There is, near the city of Milan, Italy, a butter and cheese factory which is claimed by the owners, Polenghi Lombardo & Co., to be the largest factory of its kind in the world. This factory, it is said, cost \$100,000. It receives pretty close to 40,000 pounds of milk twice a day. In addition to this large factory there are eight smaller ones owned by this firm in that section of Italy. The average price paid the farmers for milk is about \$1 per hundred for the season.

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, Ill.

For Profit at the
Educate Old Reliable

Grand Rapids Business University

75, 77, 79, 81, 83 Lyon St.

For circulars, etc., address

A. S. Parish, Grand Rapids, Mich.

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.

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.

COOK-CHAMBERMAID—by North Ireland
laundress; also chambermaid and waitress; references
ATLAS, 342 9th-ave.

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.,
308 E. High St., Detroit, Mich.

COOK—By young woman, with good reference. Call
127 West 60th-st., ring Vanhousen's bell.

To gentleman, by Swede, with A1 reference
call. PETERSON, 107

City ADMK
near Central
bathrooms, 13 rooms,
triple light; cabinet bath;
thing West Side, sell cheap
rent, \$2,500; might exchange
F. R. HOUDE

To 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

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.

Clerks' Corner.

Essential Elements of Success For a Young Man.

The most essential elements of success for a young man stand upon the threshold of a business career. In order to find them a young man should carefully consider what his natural bent or inclination is, be it business or profession; in other words, take stock of himself and ascertain if possible what he is best adapted for, and endeavor to get into that vocation with as few changes as possible. Having entered upon it, then let him pursue the work in hand with diligence and determination to know it thoroughly, which can only be done by close and enthusiastic application of the powers at his command. Strive to master the details and put into it an energy directed by strong common sense, so as to make his services of value wherever he is. Be alert and ready to seize opportunities when they present themselves.

The trouble of most young men is that they do not learn anything thoroughly, and are apt to do the work committed to them in a careless manner, forgetting the old saying that what is worth doing at all is worth doing well; they become mere drones and rely upon chance to bring them success. The business world is full of just such men, content in simply putting in their time somehow and drawing their salaries, making no effort whatever to increase their efficiency and thereby enhance their own as well as their employer's interests. There are others who want to do what they are not fitted for, and waste their lives in what I call misfit occupations; far better be a good laboring man or mechanic of any kind than a poor business or professional man.

Next to the selection of an occupation is that of companions. Particularly is this important in the case of young men beginning their career in strange cities away from home influences, as it too often is the case that young men of excellent abilities are ruined by evil associates; a young man therefore can not guard too closely against forming friendship with those whose tendency is to lead him on the downward path. To every young man I would say, seek at the start to cultivate the acquaintance of those only whose contact and influence will kindle high purposes, as I regard the building up of a sterling character one of the fundamental principles of true success. The young man possessing a conscience that can not brook the slightest suspicion of wrongdoing and which insists on steadfast and unswerving truthfulness, sturdy honesty and strict devotion to duty under all circumstances has a fortune to begin with.

The ability to restrain appetite, passion, tongue and temper, to be their master and not their slave—in other words, absolute self-control—is of first importance, as one who can not govern himself is unfitted to govern others. Economy is one of the most essential elements of success, yet most wretchedly disregarded. The old adage, "Willful waste makes woeful want," never was more fully exemplified than in those days when much of the want that now prevails would not exist had care been taken in time of prosperity to lay up something for a rainy day. The average young man of to-day when beginning to earn is much inclined to habits of extravagance and wastefulness, and gets imbued somehow with the idea

that irrespective of what he earns he must indulge in habits corresponding to those of some other young man, simply because he imagines he can not be manly without.

The five, ten, and fifteen cents a day that is squandered, while a mere trifle apparently, if saved, would, in a few years, amount to thousands of dollars and go far towards establishing the foundation of a future career. Too few realize that in order to acquire the dollars one must take care of the nickels. Careful saving and spending invariably promotes success. It has been well said that it is not what a man earns but what he saves that makes him rich. As a rule, people do not know how to save. I deem it of the highest importance, therefore, to impress upon every young man the duty of beginning to save from the moment he commences to earn, be it ever so little. A habit so formed in early life will prove of incalculable benefit to him in after years; not only in the amount acquired, but through the exercise of economy in small affairs, he will grow in knowledge and fitness for larger duties that may devolve upon him.

It goes without saying that a man who is not competent to manage well a small income or run successfully a small business can not be expected to properly manage a large income or run a large business successfully. It matters not what a man's income is, reckless extravagance and waste will sooner or later bring him to ruin.

A young man should aim to be manly and self-reliant; make good use of all the spare moments, read only wholesome books; study to advance his own interests, as well as those of his employer in every possible way. As a rule, the young man of high principles and fair ability, who saves his money and keeps his habits good, becomes valuable in any concern; but as volumes have been written upon this subject it is not possible for me to explain it all. By following out these suggestions, however, aiming constantly to prepare himself for something to turn up, every young man will succeed to a greater or less degree.

I would not have you believe, however, that success consists solely in the acquisition of wealth—far from it—that idea is much too prevalent already.

The haste to become rich at the expense of character prevails to an alarming extent and can not be too severely denounced. What is needed to-day more than anything else is imprinting on the minds of our young the desire above all to build up a character that will win the respect of all with whom they may come in contact. This is vastly more than a great fortune.—Adolph A. Fenn in American Artisan.

The ice habit is making rapid progress in Great Britain, due largely to the incessant clamor for ice in hotels and public places by the thousands of traveling Americans. Not very long ago the attendants of public places in England, where nearly everything except ice was provided, would be insulting if one complained because ice could not be had. To-day all first-class places have a few small lumps swimming in a glass dish, and you pick these out with sugar tongs; and in country inns, and even in second-class public houses, they apologize for not having it. Although very few saloons and restaurants have refrigerators, many private residences now own them; and there would be far more general use of ice if companies were organized to distribute it from house to house.

The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, aged, salesmen and workmen, and all claiming or holding through or under you,

GREETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness, The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand eight hundred and ninety-two.

[SEAL]

ROWLAND COX,
Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,
Clerk

ASTRIDE OF HIS HOBBY.

And the Grocer Knew What to Recommend.

"I wish you would tell me what to eat."

The grocer looked up with a smile, for the speaker was one of his best customers.

He was a round, fleshy little fellow with a healthy face and a clear eye.

"What to eat?" repeated the merchant. "Why, just look about you and you'll find plenty of things to eat."

"For instance?"

The round little man sat down on a cracker barrel which had not been opened and took out a note book and pencil.

"For instance," said the grocer, "there are some fine cuts of beef and pork back there in the market."

"Meat," declared the customer, "is bad for the human frame. Besides, I don't want to make my body a cemetery for four-footed forms of animal life."

"You must have experienced a change of heart recently," said the merchant, with a grin.

"Oh, I don't know," was the reply. "I've always thought that meat wasn't fit to eat, and the other day I subscribed for a health magazine that backs up the notion."

"A health magazine, eh?" said the grocer. "That's good. Well, we have some fine potatoes there in front, splendid variety and fully matured, something unusual at this time of the year."

"They look nice."

"How many shall I send up?"

"Huh? Oh, I guess I won't order any to-day. You see, my health magazine says that one must never eat vege-

tables and fruit at the same meal, and I'm so stuck on fruit that I think I'll cut potatoes out for a time."

"Well," said the grocer, "here's some fine tomatoes, and some pears that will melt in your mouth. If you want fruit we can supply it."

"I don't know about tomatoes," said the round little man. "I've heard that they increase the danger of cancerous growths. My magazine doesn't say so, but it hints that we ought to be careful."

"Try pears and apples, then."

"The flesh of the pear," said the man on the cracker barrel, "is so soft and receptive that it should never be eaten except when fresh from the tree or nearly so. There's no knowing where those pears have been since they were gathered or who has handled them. My magazine tells of a case where a child got poisoned by eating a pear that—"

"Well, you can at least try the apples," interrupted the grocer.

"I don't know about that," was the reply. "Apple trees have to be sprayed now in order to drive away the insects, and my magazine says that more or less of the poison must cling to the blossom and so get into the fruit."

"Why not try a nice fat chicken?"

"Oh, that would never do. My magazine says that it is just like taking waste matter into the system to eat chicken that has been hung up in a market until it is in a state of semi-putrefaction, thus giving the lungs, skin and kidneys too much work to do."

"I guess you've got it pretty bad," said the merchant, with a smile that seemed to extend clear around behind his neck. "I've tried you on meat, fruit and vegetables to no purpose.

Say," he added, "what does your magazine say about string beans?"

"The nutritive value of string beans," said the little round man, "is but ten and one-tenth, about 89 per cent. being water."

"Try some green peas."

"More than seventy-eight parts water.

And, then, there is this difficulty attached to eating corn, peas and beans, which are wholesome and nutritious when thoroughly cooked and sufficiently masticated, but they are almost indigestible unless the hull or skin of each pea, bean or grain of corn be broken before swallowing. So, you see, it's taking a risk to eat them."

The merchant scratched his head and ran his eyes over the long array of shelves.

"I guess we've got down to grains," he said. "How does corn meal strike you?"

"Corn meal in hot weather?" exclaimed the fat man. "You must be crazy. Why, it's heating to the blood."

"Well, then, here's grape-chunks and grain-dose and mealose and nut-lumps and a full line of other health foods."

The little man shook his head.

"Those grain foods," he said, "are mostly composed of bran and New Orleans molasses. The nut foods are all right, but they should be eaten only after having a test breakfast and all that. Some stomachs can't digest them."

"Try some oatmeal," urged the grocer.

"My magazine says we must not eat mushes of any kind," was the reply.

"You see, they give no chance for the saliva to get in its work. Our food ought to be eaten dry."

"Rice?" suggested the merchant, by this time thoroughly amused.

"Rice is all right if we can get the best," said the round, fat man. "The mountain rice is the best, and that is not sold in this country, I believe. However, my magazine says we can get the amount of nitrogen necessary to a full balanced diet from nuts and legumes."

"But nuts don't agree with you, and legumes contain about eighty-nine parts of water," suggested the merchant. "I guess you'll have to fall back on zwieback and butter."

"Butter, my magazine says, is just as bad as lard."

"Try grits and milk."

"Milk ought to be sterilized," was the reply, "and I have no apparatus for the work."

"Say," said the merchant, "you go out fishing with me to-morrow, and when you come back go home to dinner with me. I'll take you over hill and down dale until you are hungry enough to eat a stake-and-rider fence, and then put you down in front of good, juicy roast beef. I'll go bail that you won't make any yell about making a cemetery of yourself. And I'll have some fine cigars and all that, and you'll soon recover from this fit of insanity. Come, now, look over your magazine and see if there is anything that is good to eat—anything in the world either animal, vegetable, fruit, grain or legume. Have a cigar?"

"My magazine says that tobacco—"

"Here's a light. I'll call at six in the morning. Put on your rubber boots."

The round, fat customer smiled as he walked away, and all that evening, while talking health foods with his wife—who was at the head of the movement, of course—he was thinking of the roast of beef which would be set in front of him on the morrow.

Such is the perversity of human nature. Alfred B. Tozer.

A Perfect Chart Computing Scale for \$35

SOME OF ITS FEATURES:

The pound and ounce beam is in the center of the chart, thus separating the chart, making it easy to read the values.

The figures are large and easy to read.

The poise is operated from the center of the chart with no chance to bind.

Painted a rich maroon, finish enamel, full nickel trimmings.

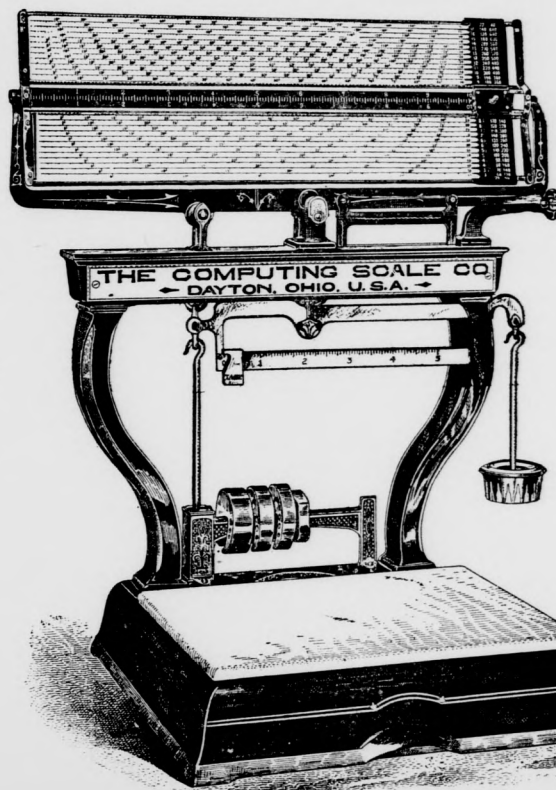
The weighing capacity in pound and ounces is 110 pounds.

Price per pound capacity 3c to 50c per pound.

Sold on easy monthly payments.

THE COMPUTING SCALE CO.

DAYTON, OHIO



Dry Goods

The Dry Goods Market.

Staple Cottons—The bleached cotton goods division of staples took on the advances last week, in common with other departments. Blackstones, Fitchvilles, Forget-Me-Nots and several others were advanced, while Fruit of the Loom 4-4 has been entirely withdrawn from the market for the time being, and higher prices will probably be named on that and several other tickets very soon; perhaps before this goes to press. This condition in the market is largely independent of the advance in cotton, these goods being scarce in the sellers' hands, and in small supply elsewhere. Brown sheetings and drills have seen a moderate business, although buyers show somewhat less anxiety than they did last week.

Prints and Ginghams—Narrow prints have shown a fair amount of business and the demand seems to be well distributed among buyers from all parts of the country. Considerable pressure is brought to bear upon sellers to hasten deliveries, but the latter can not assist this to any extent. It seems to be quite evident that both the jobbers and the retailers have been reducing their stocks of prints until to-day they are too low to be really comfortable. It is peculiar to note the fact that buyers are showing some little disposition to purchase supplies for next season, provided they can get them for delivery at that time at the prices of to-day. This would seem to indicate that they not only have confidence in the strength of the present situation, but also in the future strength of the market. Present prices, however, the sellers are not quite ready to guarantee, and as a consequence only a small amount of this business has been transacted. The only way that most of them will accept business is on the "at value" basis. Fancy calicoes show no special features. Percales, staple gingham, etc., show hardening tendencies, but dark gingham are quiet, but firm.

Dress Goods—The spring season in the dress goods market has not progressed very far as yet, for the reason that the majority of the domestic lines are not yet before the buyer. The foreign lines appear to be setting the pace so far, their showings including both plain and fancy goods. Some domestic lines of plain goods are before the buyer, but we do not hear of much business. Another week or two will show a considerable increase in the number of domestic lines of both plain and fancy fabrics that will be making their bid for business. The business taken so far has been principally on venetians and broadcloths. There is a continued demand for heavyweight plain fabrics. There is evidently a falling off in the interest shown in fancy backs. Kerseys continue to attract fair orders.

Underwear—A feature of the ribbed underwear business for the winter weights is the increase in the number of union suits wanted. Many mills are making them on special orders, but a large number are making them regularly for stock, and are very successful. The demand is increasing rapidly and the mills are improving the fit and construction so that they are entirely practical to carry in the retailer's stock. Naturally a somewhat larger assortment is needed than of two piece suits, but the prices warrant this and the demand

is such as to create confidence in the merchant.

Hosiery—The hosiery trade continues along satisfactory but uneventful lines, except as far as the advances in cotton have affected prices. Nearly all lines have been advanced to some extent. This is naturally not affected by the stocks of yarn that the manufacturers have on hand, for they wish to reap the profit accruing from their foresight. Fancies have demanded the largest share of interest and some excellent orders have been booked. It is probable that the next spring will show a larger retail trade in fancies than the last season. The styles that are shown in the early samples are handsomer and far neater than ever before, although the general styles are the same as for the last spring and for the winter. The winter fancy business, by the way, is almost as important as the summer business at the present time, and increasing every season.

Carpets—The cooler weather has encouraged the late buyers to still further increase their orders during the past two weeks, although the manufacturers are well aware that the season has advanced too far to permit of any very large orders being placed. It is now what some term the "tail end" of the season, and many manufacturers are already preparing their samples for the opening of next season. One very favorable factor at work this season has been the agreement between several of the largest manufacturers of $\frac{3}{4}$ goods to keep the prices uniform for the season, and not to permit of any reduction. This has given confidence to the largest buyers. While the larger part of the manufacturers of $\frac{3}{4}$ goods have not been pushed to their full capacity, there have been some notable exceptions where leading mills making some special lines report that they have received a very large complement of orders, which keeps their looms running full capacity to fill. The retail trade, with the cold weather as an added stimulus, shows slight signs of improvement, as the long continued hot weather delayed housecleaning, and now many housekeepers have commenced their renovating by laying new carpets where the ones taken up were not good enough to relay. Cut order stores also report increased sales for September as compared with the preceding months of July and August, the weather having affected trade with them as with the retailer.

Where Credit Is Preferred to Cash.

The laws of Argentine, South America, compel every business man to render statements of his accounts to proper officials, and if he is indebted more than he can pay, his business is at once supervised or investigated. If he willfully goes into debt with the view of wronging creditors, he receives punishment. The business standing of every merchant can at any time be ascertained, and credit in Argentina is as safe as cash. To make it plainer, the creditor is so well protected that for a manufacturer to receive cash is really a drawback, as he loses the discount. The large German houses will always prefer the credit customer to one paying cash, as the profits are larger, and it is rare for loss of any kind to occur. Business, as a rule, is done on credit, and the dealer not only expects to receive credit, but is also willing to extend it to his customers. Credit is given for from six months to a year, but at the end of the period the cash is paid, sometimes with interest added.

The man who keeps a scrapbook of important events expects to scrap with history some day.

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.

D. WHITNEY, JR., Pres.

D. M. FERRY, Vice Pres.

F. H. WHITNEY, Secretary.

M. W. O'BRIEN, Treas.

E. J. BOOTH, Asst. Sec'y.

DIRECTORS.

D. Whitney, Jr., D. M. Ferry, F. J. Hecker, M. W. O'Brien, Hoyt Post, Christian Mack, Allan Sheldon, Simon J. Murphy, Wm. L. Smith, A. H. Wilkinson, James Edgar, H. Kirke White, H. P. Baldwin, Hugo Scherer, F. A. Schulte, Wm. V. Brace, James McMillan, F. E. Driggs, Henry Hayden, Collins B. Hubbard, James D. Standish, Theodore D. Buhl, M. B. Mills, Alex. Chapoton, Jr., Geo. H. Barbour, S. G. Gaskey, Chas. Stinchfield, Francis F. Palms, Wm. C. Yawkey, David C. Whitney, Dr. J. B. Book, Eugene Harbeck, Chas. F. Peltier, Richard P. Joy, Chas. C. Jenks.

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.

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.

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.

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.

Clothing

Prevailing Styles in Fall Neckwear.

Fall neckwear has been shown by the retailers and sold in large enough quantities for them to be able to know about what the public wants. We do not mean by this that any very large quantities have been sold, but trade has been fair considering the fact that it has been so very warm almost up to the present time, and comparatively few people come back from the holidays prepared to purchase fall goods. However, there are a few facts to be gleaned that may be of interest. In the first place, referring to shapes, the four-in-hand is the one in which the most interest is shown. Of course, nobody expected that the four-in-hand would go out of existence, even although it was slightly overshadowed by its brothers, the imperial and English squares, for a while. The latter has practically gone out altogether, while the imperial remains in a modified form. The four-in-hand throughout the summer had an excellent sale, and proved to be one of the most popular scarfs shown, sharing the large sales of the bat wing and other small shapes. The second that is prominent for fall in the retail trade is the imperial, somewhat altered, to be sure, but still the imperial. The ends are turned in for the fall trade, which gives it a graduated appearance, and makes it somewhat narrower than before. It is more like an unlined graduated four-in-hand than anything else; in fact, some dealers are calling it that. The next of the large shapes to sell well is really a new form of the old square. There is plenty of silk used in it, but folded in so completely that its enormous spread is concealed when tied in a knot. This knot is very small, the scarf being unlined, and it has the advantage of being convertible into an ascot.

When we turn our attention to small shapes, we find the bat wing the most popular, and the butterfly and straight club about even in size. There is, however, a rapidly growing demand for the Windsors, and it may be that these will grow particularly popular a little later in the season. The manufacturers have made every effort to push this line, and with fair success. Enough of success, in fact, to warrant them in making up considerable stock.

There is one point that is drawing attention of manufacturers and retailers alike, and that is that ties of various styles, particularly the bat wing, are going to sell all the fall, and very likely all the winter.

In all the ties mentioned above, there are two sub-divisions, a square end and a pointed end. It is hard to say which are selling better; the square ends perhaps lead in the finer grades, the pointed ends in the medium and lower grades.

In regard to the patterns of silks, extremely large sizes have not met with favor. Medium and small designs, stripes, and certain plaids have had the call. Stripes and plaids are cut on a bias, as a rule. Small figures, such as the fleur-de-lis, clovers, etc., and various combinations of dots and circles have had good sales.

Recently it has been noticed that certain shades of green, very soft, have been wanted by the consumers, and what is known as Scotch green, which is a kind of mixture of gray and green, has been popular in high grade goods.

Retailers are looking forward to a large business a little later in the sea-

son, say after the middle of October, when the weather has become settled enough and cool enough to remind people that the fall is here. Of course, by that time a difference may be noticed in what the consumers want, and ascots which are now quiet, may become prominent again. This, however, is not expected, for the soft square shapes that are capable of being tied in the ascot, form seem much more practical.

American Gloves Win Out at Paris.

It is interesting to note that at the Paris Exposition an American glove manufacturer was awarded a gold medal for the exhibit, which in point of excellence surpassed every other line shown at the Fair. When it is taken into consideration that these gloves were in competition with many lines of foreign made gloves, it becomes a matter of national pride. The United States is creeping up toward the top of the ladder, and the glove industry is one of the last to reach that point. Others will follow it very soon, and it would seem as though not many years would elapse before America stands pre-eminent in practically all industries.

The New York glove market is in full swing now, and in the vicinity of Gloversville a great many buyers are to be found. The orders are numerous, and many of them of large size. Perhaps the most noticeable feature of this season is the large sales that are being made of dogskin gloves, Sadler stitched. All men's gloves, even to wear with evening dress, show a large percentage of the heavy stitched and raw edges. It looks now as though the final end of the season would show all the factories in first-class condition.

Improved Condition in the Hat Trade.

The conditions which exist to-day among the manufacturers of hats show a very decided change over those of a month ago. Apparently the stocks of stiff hats which were a menace to the market in the retailers' hands are now in such a condition as to encourage the retailer in purchasing fairly good quantities, and the manufacturers believe now that the fall season will at least be as good as that of last spring. Of course, it is understood that the spring business is seldom as good as the fall business ought to be for stiff felts, so the above statement means that the manufacturers do not expect as good a season as that of a year ago. The stiff hat that has sold best is one that is moderate in all dimensions. Black leads by far for color. The soft felt has had an exceptionally good season and a large number of the broad brimmed or so-called Rough Rider hats are seen on every side. This style of hat in cheap lines is selling for political usage in all parts of the country, it having been adopted by many as the emblem of the Republican party.

Fall Business in Hosiery.

Furnishing goods dealers are beginning to have an excellent business in fall hosiery, and every confidence is expressed in regard to the season. There are innumerable 25c lines that show excellent values, but the 50c grades are "fine beyond compare," as one merchant expressed it. Then when you get up to the 75c and \$1 lines, a regular retailer carries but a small stock of them, but the exclusive haberdasher has many, many styles to select from. There are several exhibits of hosiery at the Paris Exposition and that of the American Hosiery Co. has been awarded a prize.

The domestic half hose has been doing some business for spring at the manufacturers' ends, while the jobber is filled up with his fall business.

Importers of fancy hosiery say that they have their hands full now, and have no fear for the whole season.

The Difference.

"Yes," said his wife, "I gave the poor fellow that old black coat of yours. You have had it five or six years, and it's all out of style. You never would have worn it again. What difference will it make to you fifty years from now?"

Mr. Smith took a sheet of paper and figured rapidly upon it for the next fifteen or twenty minutes.

"The difference," he said, at last, "reckoned at compound interest for fifty years, on what I could have got for that coat at a second-hand clothing store, is \$197.24 plus! Woman, I believe you want to bankrupt me!"

YUSEA MANTLES.

We are the distributing agents for this part of the State for the Mantle that is making such a stir in the world.

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.

GRAND RAPIDS GAS LIGHT CO.,
Grand Rapids, Mich.



Praise for the President

You hear it everywhere among the dealers! It's the best selling suspender ever put on the market. There's no trouble in making sales. The demand is made by the extensive advertising now being done for them. All you need do is to supply the demand.

President Suspenders (Improved)

are the best suspender ever made. They are better now than ever. This year, new features have been added. Speak to your jobber about them, or write to us direct.

C. A. EDGARTON MFG. CO.,
Shirley, Mass.



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.

Hardware

Difficulties of Selling Hardware at a Profit.

I am spending hours, after working hours, on the subject of general hardware and its branches, experimenting and studying out the clearest and most profitable points of starting and conducting a hardware business. There are but very few tinnery and clerks that have learned the details of the business from start to finish. If they have any ambition why not earnestly look into the subject? The ambition to become a merchant and proprietor is worthy of words of praise. If a young man has a fortune left to him it is a very easy matter for him to start on the path of life; but take, on the other hand, the average man, who has the experience and is lacking the capital, and it is not so easy a matter to get up into the world; and another thing, after he has piled up his hard earned savings the thought comes before him whether he should risk a business venture and perhaps lose the hard earned savings laid away, or keep on working at the same old place, and see no other prospect ahead than a good job for the time being.

In case a young man, or even older one, goes into business, the different ways of entering into business and correspondence should be considered. When a man begins a business correspondence with a house he should be sure that all the details of his letter shall truly represent his business standing. A jobber who receives a letter either ordering goods or looking to the opening of a credit connection, allows the appearance of the first letter to influence him greatly. If the letter bears no heading he at once says, "Well, that fellow is not a very smart business man, and if I sell him at all, I will put on a good price to cover any risk I may run." The man who is careless in his stationery is likely to have trouble in establishing a business connection and may have to pay a much higher price for his goods. Every merchant who can should have carefully printed stationery, and, by all means, a rubber alphabet by which he can print any sign or notice.

Next we must take into consideration the getting of customers, and my way of obtaining new customers is to avoid methods that have a tendency to drive trade away. We have all of us made purchases at stores that did not give us satisfaction. The goods might be all right, while the service might be such that on leaving the store one would make a vow that he would never trade there again unless actually compelled to. Every one appreciates good service. Study your own feelings and see how much you appreciate the services and good offices of the traveling man or jobber who treats you as his equal and serves you to the best of his ability. When you visit your jobber you do not feel just right if he does not know you when you call on him. If he should let any of his trials or bad temper appear in his treatment of you how quickly you would resent it. You not only expect but you demand of him courteous treatment and quick service.

Remember in dealing with your own customers how much you appreciate little courtesies from those whom you patronize—do not let the thought get away from you for one minute—according to your own trade all of the numerous little courtesies you yourself so much ap-

preciate. Do not look upon the consumer as your lawful prey. While it is an assured fact that he must buy the necessities of life, yet it is equally certain that no one particular firm has a mortgage on his patronage. I candidly believe that more failures can be directly traced to boorishness than to any other one abuse. A man is not in position, through lack of qualification, to serve the public in any capacity until he recognizes and studies the service that is due them.

It is not enough to exchange your goods for their money even although you deal in high grade goods and give honest weights. The people must have confidence in you, and this can only be cultivated by cultivating the acquaintance of your patrons.

Taking into consideration another point, I think no business man can hope or expect to gain new customers unless he takes an interest in the general advancement of his business. He must look after necessities and requirements of his trade and must meet them promptly. Everyone who visits his store should be treated courteously, but care should be taken that the welcome given does not become burdensome to the visitor.

In handling trade there is such a thing as being too independent and customers are given the impression that it is a special favor the proprietor is conferring on them when he gives them what they ask for. This is one feature that should be guarded against, and the merchant or clerk who has unconsciously adopted this manner should exert every effort to overcome the same without delay. As a trade killer I think this one of the most efficient known. On the other hand there is such a thing as being too servile and the public will soon look upon this person with mingled pity and contempt.

The merchant must not forget that he is in business for what money there is in it, and inasmuch as his fortune is not made from one large deal, but rather from a succession of small ones, he must so govern his actions that the small purchaser of to-day will be satisfied and will again return to satisfy his needs.

The public, notwithstanding the common impression to the contrary, appreciates courteous treatment, and will generally return to a place where this is accorded them. My experience has taught me that these are very essential features in the profitable and successful running of any business, one of the most essential of which is that a man who owns a business should be qualified to fill the duties involved in a satisfactory manner. If he is not thus qualified he should get some one that is to run his business. A man seldom returns to a store where he has not obtained value received for the money he has expended. A hardware man who knowingly misrepresents the value or condition of an article is treading on exceedingly dangerous grounds. The evil deeds of a man travel much faster than the good ones, and have a much more lasting effect on the mind of the casual hearer.

A reputation or a business can never be established in a day. Either of them requires time and special attention to all of the small details which go to make the whole. The man who hopes to increase his business must first pay due attention to the smaller details of it and he will soon find it is making a steady, healthy growth. And in order to make

it keep this steady growth it is necessary to advertise, and throw out circulars, and when these will interest the people they have performed their entire mission and the success of the future depends entirely upon the ability of the proprietor and his clerks to interest the visitors and sell the goods.

There has always been a great deal of talk about natural ability as a salesman. This is a wrong idea in my way of thinking. Anyone who is interested in the goods he is selling and is sufficiently posted in their use and good qualities can and will sell goods. My experience teaches me that the ability of the salesman is one of the most important factors in the growth of a business. The clerk that loses interest either in the customer or the goods he is selling can not expect to make a success of the business. As manager of a business I make it a rule to keep the clerks busy. We have no hours set aside for loafing and killing time. When customers do not require the services of all the help, those not engaged with customers are busy arranging the stock on the shelves.

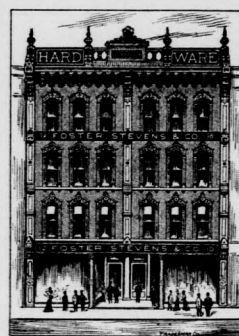
Everything must be kept neat and well displayed. The boxes of new goods are kept in one end of the store. When it is necessary to get to the contents of any box it is opened and unpacked and the goods are placed in proper place on the shelves and the unpacking is cleaned up. Unnecessary delays and careless treatment have a tendency to drive customers away from a store rather than to attract new ones. I think it proper for clerks to take off their hats and not smoke when waiting on customers, and also to be polite and civil under all circumstances. In case they do not understand about some arti-

cle, they should ask questions about it and the business. They ought to know all about the goods they sell so they can intelligently answer any question that may be asked them. And in case the merchant can not answer some of these questions he should just jot them down on the order book, and ask the same question of the traveling salesman who handles the particular article under discussion. By so doing he will be posted on the goods he carries in stock, which is one of the most necessary things of any business.

Never turn away a 10 cent customer when you see a larger sale ahead. We prize most highly that which looks biggest at the moment. One \$10 customer is ten times as big in our eyes as one \$1 customer, and a 10 cent customer is not so good as a \$1 one. Every clerk is on the outlook for the periodical good customer. He looks with jealous eye if some more fortunate fellow-clerk snaps the chance and the clerk who does not get the lucky opportunity is all eyes, all ears and all hands to help the good thing along.

It is all right to be considerate of customers who buy a good bill occasionally, but it is all wrong in my opinion to discriminate between them and the regulars. The 10 cent customers are the mighty factors in a store trade. It is these 10 cent sales that support business. If you doubt this draw a line between your sales at a dollar or over and those for less amounts, and you will be convinced that you depend for subsistence on the more insignificant amounts.

Another thing about faulty clerks, and this is because of their inability, whether natural or affected, to always realize their opportunities in the selling



Sporting Goods, Ammunition, Stoves,
Window Glass, Bar Iron, Shelf Hard-
ware, etc., etc.

Foster, Stevens & Co.,

31, 33, 35, 37, 39 Louis St.

10 & 12 Monroe St.

Grand Rapids, Mich.

The Grand Rapids Paper Box Co.

Manufacture

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

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

of goods. In the majority of cases the merchant has failed to instruct them as he should and give them directions in regard to the selling of goods which it is deemed advisable to sell before others.

It is granted that all clerks are not capable of being taught, nor would they desire to benefit by the instruction. There are numskulls everywhere. But before the merchant commences to rail at them for their shortcomings he should first ask himself whether he has given them due information which will assist them in carrying out his wishes and instructions. Urge upon them the necessity and importance of being quickwitted, expeditious, zealous and yet conscientious. Give the clerks some inducement to encourage their zeal at the same time. They will be desirous to please and to develop their executive ability to the highest possible pitch if they have a tangible object in view.

Another thing to be seriously looked into is the advertising of goods. I must state that a great many have a wrong idea about advertising. When they place an advertisement many of them feel that they are martyrs in a good cause. They get enough words to fill a given amount of space. There is no attention paid to logical deductions or trade winning arguments. The fact that a stipulated sum is paid for a certain amount of space is as far as many advertisers get. They then expect the advertisement to get to work and sell goods. Many such merchants act surprised when the fact dawns upon them that the advertisement does not get out into the street and draw customers into the store by means of strength. The reason why so many are fully convinced that advertising is an expense is because they do not spend enough time in getting their advertisements ready. By this I mean that they do not give the subject enough study and thought. Get right down to business and determine what you are going to offer. Study most of its good qualities and tell your readers about them. Offer goods that you know have excellence. Tell them something about each article you advertise. Never attempt to list your entire stock in a four inch advertisement. Other opportunities will be presented.

The man who advertises should always fulfill his promises to the public to the letter. If one advertisement is misleading, everyone who answers or calls regarding the advertisement, and is disappointed, will look with suspicion and mistrust on all future productions. For an example. If a merchant's advertisement reads: Call at our store and examine new line of gasoline stoves, probably stating — stoves, and when party calling can not see them, or sees another make to take their place, the party certainly imagines something out of the business way and will bear this in mind for the next time.

It is impossible to lay down any fixed rule that can be successfully followed in any line of goods, and especially so in the hardware business. Trade requirements are of necessity more or less of a local character. To obtain satisfactory results from newspaper advertising, the hardware man must study local conditions. Never affect classic or heavy styles of literature in preparing your copy. Get right down to every-day plain talk facts, and tell the people why they should deal with you and what you have as a special inducement for their patronage. Try to have a different argument each week, and try to keep a

record of sales known to be made through the advertisement and you will find at the end of the year that live advertising is a paying investment.

One more important aid to the retail hardware man is the manufacturer. He will gladly help to advertise his business as long as the merchant will purchase his goods. Successful manufacturers acknowledge the necessity for constantly keeping the name of their goods before the public, and they not only furnish cuts to be used in illustrating advertisements, but they will also furnish suggestions and ideas for pushing trade in their line of goods. In advertising a stove line there is no denying that advertisements create a demand for the article advertised. A very wide-awake merchant or clerk is in demand everywhere. The clerk and the man who writes the advertisements for a small business should endeavor to work together for the advancement of the business. The trimmer should consult with the advertiser and should keep him fully posted when he is working out a design for a new window. In small towns the local papers are always glad to make a news item of an interesting window display, and especially so if reference is made to the attraction in the advertising pages of the publication.

There are three questions about advertising, in my opinion, that the hardware-man must or should remember, and these are when, where and how. In deciding when to advertise, the business man must be governed largely by the experience of successful men of his acquaintance. You will find but very few successful business men whose names are not constantly kept before the eyes of the reading public. The advantages of advertising for securing trade are admitted by all classes and conditions. The fertility of the field forms the base of operations for unreliable men to unload their abundance of worthless goods on the reading public at a price entirely out of proportion to their intrinsic value. This state of affairs I mention as the abuses of the power are more firmly established in the general mind than are its virtues. The advertiser who is out for all there is in it is not working for future benefits, consequently the necessity for absolute truthfulness is not an essential feature to him. Where the dealer's reputation is everything, it should be his constant aim to word his advertisements in such a manner that the idea he wishes to convey will permit of but one interpretation.

I have one way of advertising which when properly conducted can be classed among the leading ones. It consists in the hardware merchants of the town getting together and deciding to pay a weekly prize of \$5 to the farmer who comes the greatest distance to do his trading in that town. The local paper advertises the fact to the surrounding country and the competition awakened has done considerable. In one instance a farmer came with his family a distance of forty-five miles to obtain the weekly prize, and he doubtless secured it. In this competition no tramps or bums are considered. The prize is open only to the farmer who comes in to sell a cow, calf or hog, or something else raised on his farm, and who then becomes a customer of the butcher, baker, shoe dealer, hardware man, etc. He must prove the distance he came and he must be known by some one in the town as a bona fide farmer or farm owner.

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		
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.....	7 c.	5-16 in.	3/4 in.
BB.....	8 1/4	7/8	5 c.
BBB.....	8 3/4	7/8	6 1/4
Crowbars			
Cast Steel, per lb.....	6		
Caps			
Ely's 1-10, per m.....	65		
Hick's C. F., per m.....	55		
G. D., per m.....	45		
Musket, per m.....	75		
Chisels			
Socket Firmer.....	65		
Socket Framing.....	65		
Socket Corner.....	65		
Socket Slicks.....	65		
Elbows			
Com. 4 piece, 6 in., per doz.....	net 65		
Corrugated, per doz.....	1 25		
Adjustable.....	40&10		
Expansive Bits			
Clark's small, \$18; large, \$26.....	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.....	dis 80&20		
Double Strength, by box.....	dis 85&10		
By the Light.....	dis 80&10		
Hammers			
Maydole & Co.'s, new list.....	dis 33 1/4		
Yerkes & Plumb's.....	dis 40&10		
Mason's Solid Cast Steel.....	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3.....	dis 60&10		
Hollow Ware			
Pots.....	50&10		
Kettles.....	50&10		
Spiders.....	50&10		
Horse Nails			
Au Sable.....	dis 40&10		
Putnam.....	dis 5		
House Furnishing Goods			
Stamped Tinware, new list.....	70		
Japanned Tinware.....	20&10		
Iron			
Bar Iron.....	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.....	dis 70		
Mattocks			
Adze Eye.....	\$17 00 dis 70-10		
Metals—Zinc			
600 pound casks.....	7 1/4		
Per pound.....	8		
Miscellaneous			
Bird Cages.....	40		
Pumps, Clatern.....	75		
Screws, New List.....	80		
Casters, Bed and Plate.....	50&10&10		
Dampers, American.....	50		
Molasses Gates			
Stebbins' Pattern.....	60&10		
Enterprise, self-measuring.....	30		
Pans			
Fry, Acme.....	60&10&10		
Common, polished.....	70&5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27.....	10 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		
Sciota Bench.....	60		
Sandusky Tool Co.'s, fancy.....	50		
Bench, first quality.....	50		

Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base.....	2 55
Wire nails, base.....	2 15
20 to 30 advance.....	Base 5
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 1/2 advance.....	85
Rivets	
Iron and Tinned.....	50
Copper Rivets and Burs.....	45
Roofing Plates	
14x20 IC, Charcoal, Dean.....	6 50
14x20 IX, Charcoal, Dean.....	7 50
20x28 IC, Charcoal, Dean.....	13 00
14x20 IC, Charcoal, Allaway Grade.....	5 50
14x20 IX, Charcoal, Allaway Grade.....	6 50
20x28 IC, Charcoal, Allaway Grade.....	11 00
20x28 IX, Charcoal, Allaway 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. 33 20
Nos. 15 to 17.....	3 20
Nos. 18 to 21.....	3 30
Nos. 22 to 24.....	3 40
Nos. 25 to 26.....	3 70
No. 27.....	3 80
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—Allaway Grade	
10x14 IC, Charcoal.....	7 00
14x20 IC, Charcoal.....	7 00
10x14 IX, Charcoal.....	8 50
14x20 IX, Charcoal.....	8 50
Each additional X on this grade, \$1.50.	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers.....	per pound.. 10
14x56 IX, for No. 9 Boilers.....	
Traps	
Steel, Game.....	75
Onaida Community, Newhouse's.....	40&10
Onaida Community, Hawley & Norton's.....	65&16
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, Nickleled.....	30
Coe's Genuine.....	30
Coe's Patent Agricultural, Wrought, 70&10.....	

Aluminum Money

Will Increase Your Business.



Cheap and Effective.

Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

Always keep a weather eye out for good things in the market in order to interest your customers. The ambitious merchant makes it a point to diligently search around for these things at the proper season, and in this way manages to secure some particularly attractive and desirable leaders. It is not advisable to stock up too heavily with new lines of goods, although it is well known that the enterprising merchant can sell what he pleases if he booms it properly, that is, if he displays it properly and gets a few people to buy, as the rest nearly always follow the leader.

But very few hardware men realize that they are always carrying in stock a certain amount of unsalable or unseasonable goods, and that this enforced idleness of the money invested is a constant loss. The quickest way to get the dead stock into action is to sell it, even if it is necessary to lose money on it. The money derived may be used profitably in discounting bills and thus help to recoup the loss. The hardware man should never lose sight of the fact that his money is in his stock and should be drawing a fair rate of interest. Capital tied up in unsalable goods instead of drawing interest is constantly being charged interest by the deterioration of values from general wear and tear. I recommend that hardware dealers keep a close watch on their stock and see that a special effort is made to dispose of goods that will soon be out of season.

It is a pleasure to see a man take hold of his work and push it instead of letting it push him. There is a mental grip of things that is as easily felt and seen as a physical grip of the hand. Who has not marked the difference between the boy who puts thought into his work and one who dawdles and shuffles and slides aimlessly through a day's work! The boy is father of the man. The one will be the successful and aggressive merchant while the other will be the hard-luck-story man of a few years hence. Concentration of thought and effort upon the business in hand is absolutely essential to success, even more essential than in years past, for things move more swiftly to-day, and the competition is keener.

It is an undoubted fact that the man who is careful to meet all of his obligations according to the terms agreed upon secures the confidence of those from whom he buys and is given whatever advantage is possible in the way of extra discounts and close bargains. This is perfectly natural since the prompt businesslike and thoroughly reliable man is the one to whom everyone is anxious to sell. Under the subject of retail credits I make the following suggestions: I think it would be well to have it understood thoroughly when goods are charged that the account is open not for the purpose of allowing it to be paid at any time, just so it is finally paid, but with the understanding that there is to come a distinct day when the account should and must be settled or some acceptable excuse given for not settling it.

If this be your rule and you apply it in all cases and your customers understand it, none of those whose trade is really valuable are going to take exceptions to it. Collections are much easier made at the proper time than if allowed to run beyond reasonable limits. People who get into the habit of putting off and putting off a settlement are apt to be harder and harder to collect from the more you allow them to delay.

To change a business from a credit to

a cash basis is a very knotty problem to solve. The only suggestion I can offer would be to change the name of the firm and the location; have two stores, one credit and the other cash, and in the meantime work the trade toward the cash basis and run out the credit business. I think in working along in this way all credit stores could be placed on a cash basis. The matter of living profit on the sale of hardware is of importance to the retailer. In speaking of the mutual dependence existing between the manufacturer, the jobber and the retailer, I must say that question still puzzles the average hardware man and he wonders what will be the outcome of all this discussion. The more this matter is discussed the more complicated it becomes, and it is safe to say that what at first appeared to be a comparatively simple matter has become more and more difficult of solution until no one feels competent to even suggest a basis upon which all can meet with their differences practically adjusted. There is trouble all over wherever you go.

Practically every city of considerable size is manifesting the same indications of unrest and dissatisfaction among the different branches of the hardware trade. Not in all cities is the effect the same. In some, retailers and manufacturers are seeking the virtual destruction of the jobber. In others the jobbers and manufacturers are seeking a closer alliance, while in still others there is a tendency toward the combining of all three, which, if it can be successfully and equitably accomplished, is unquestionably the most reasonable and effective solution of all the troublesome problems now confronting the hardware business. It isn't easy to do it because there are numerous petty jealousies and the fear generally more or less openly expressed that a competitor will secure an undue advantage.

Only an iron clad contract, mutually binding upon all three divisions of the trade, will secure to all the measure of protection they demand, but there are those who declare that such a contract is impossible because there will always be those who will not sign, and that unless all sign it is useless for any to affix their signatures. There is much truth in this proposition, because the odd man has always played the mischief with any proposed combination to prevent price cutting. The law does not reach such cases because a man has a perfect right to dispose of his property as he chooses without regard to the wishes of others with respect to the price he shall charge for it. Much has been done in the past fifteen years, but so much more remains to be done that the workers frequently stand aghast at the tremendous responsibility which rests upon them, and not infrequently do they wonder whether they will ever live to see the longed for change in present business methods.—A. A. Fenn in American Artisan.

"Beastly drunk" acquires a new significance from the antics of some cows belonging to a Connecticut farmer, who got into an apple orchard the other day and had their fill of apples. In two hours the neighbors thought bedlam had broken loose. The cows had become so inebriated that they ran about, moored, staggered and fought. Not for two days were the cows sober enough to stand and be milked, and in fact the cider stopped the milk secretion. At the end of three days the cows came to their senses and acted like the staid old cattle they were before their bacchanalian feast.

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

Electric	
No. 2 Lime (70 doz.)	4 00
No. 2 Flint (80 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 75
3 gal. galv. iron with spout, per doz.	4 85
5 gal. galv. iron with spout, per doz.	4 25
3 gal. galv. iron with faucet, per doz.	4 95
5 gal. galv. iron with faucet, per doz.	7 25
5 gal. Tilting cans.	9 00
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 28
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

Only 17 of the 100 Left

All Will Go this Week.

100-Piece Nicely Decorated Dinner Sets at

\$4.75



We offer to the trade as long as they last Seventeen 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, sauceboat
- 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.

DE YOUNG & SCHAAFSMA,

Crockery, Glassware, Lamps, China,

112 Monroe St., Grand Rapids, Mich.

Look Out for This Space Next Week.

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 MONEY MAKER



For sale by Olney & Judson Grocer Co., Ball-Barnhart-Putnam Co., Worden Grocer Co., Musselman Grocer Co., Lemon & Wheeler Co., Clark-Jewell-Wells Co., Daniel Lynch, Jennings Extract Co., M., B. & W. Paper Co.

Hundreds of Hallwood Cash Registers at Half Price



This picture is from a photograph of only a few of the hundreds of Hallwood Cash Registers which we have accepted in part payment for Nationals. We want to sell these Hallwood machines.

Some of them have been in use only a few days, some two or three months, and some longer. We do not warrant their mechanical accuracy, but we do guarantee to send them out in as good condition as when they left the Hallwood factory.

We will sell them at half their original prices, and on small monthly payments. We are receiving Hallwoods daily in exchange for Nationals, and can probably furnish you just the machine you want.

PLEASE SEND US YOUR ORDER.

NATIONAL CASH REGISTER CO., DAYTON, OHIO

3 good reasons why you should not pay more than half price for any Hallwood machine

Below are extracts from the Hallwood Company's own printed circulars. If the Hallwood Company will do as they say, then there are three good reasons why you should not pay more than half price for any kind of a Hallwood register.

They promise:

1. If it is not just the kind you want, they will change it for you.

[Extract from a Hallwood circular.]

"While the National people will try to get out of the sale by claiming that amongst the hundreds that they have there is not one of the kind you desire, do not let them out on this. Get as near it as possible, and if it does not suit, we will alter or exchange it for you."—Hallwood Cash Register Co.

They promise:

2. It will cost you nothing for repairs.

[Extract from a Hallwood circular.]

"If, however, you purchase a Hallwood from the National Company at half price, and it is not in too bad fix, we will put it in perfect working order for you free of all cost and give you the same guarantee as if you purchased a new Hallwood from us, provided you agree to use the register in your business."—Hallwood Cash Register Co.

They promise:

3. They will even pay you to use it.

[Extract from a Hallwood circular.]

"See if you can get it; if you do, a \$130 register will cost you only \$65; then we will refund you (provided you will agree to use the register in your business) one-half of this amount. This will leave the cost of the register to you \$32.50; then we will put it in perfect working order for you FREE OF ALL COST, and give you the same guarantee as if you purchased a new register from us."

I. FREEMAN, Agent for Hallwood Cash Registers.

We promise to sell you the Hallwood machine at half price and send it to you in as good working order as when it left their factory. Under such conditions would it not be foolish to pay more than half price for any Hallwood?

And wouldn't it pay you to buy it of us?

If you buy a Hallwood from us, and after trial it does not suit you and you want a NATIONAL, then we will exchange and allow you 80 per cent. of the amount you paid us for the Hallwood machine, in part payment for the National.

The National Cash Register Co., Dayton, Ohio

Grand Rapids Office, 180 E. Fulton Street. Citizens Phone 1772.

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
WILL 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. SEELY, Detroit.
Treasurer--W. K. SCHMIDT, Grand Rapids.

Practical Suggestions Regarding the Care of Stock.

Stock bottles should be labeled plainly and explicitly. This suggestion applies with especial pertinence to auxiliary containers for stock and to bottles the contents of which are in demand but seldom. Label writing exacts careful penmanship. Labels must be clear to read and unequivocal. The legibility and import of a label should not be dependent upon a key held by the memory. Abbreviations that may confuse or mislead at some future date should be religiously avoided. In label writing one is often tempted to the use of symbols and contractions by that treacherous thought, "Oh, I'll know what that means." And very often the strokes of the pen have no scientific fitness to commend them. A symbolic inscription that can not be deciphered by conventional systems is destined to become in time an enigma, either to the writer or to a coworker. None will champion the ambiguous label. It is a stock room incubus that imposes a burdensome and unnecessary task upon the mind—an ill-advised and illogical method of labeling that through a difficulty or inability to decipher clearly sometimes creates confusion, doubt, and delay, and causes loss of stock. Abbreviations on stock labels sometimes seem to claim for the memory of the writer a phenomenal infallibility.

The impropriety of the use of obscure characters and abbreviations has on many occasions been forcibly illustrated to the writer. To relate briefly one incident of recent happening will sufficiently typify this class of occurrences to point a moral. While effecting some improvements, an inventory was taken of the goods on a stock shelf in the laboratory of a druggist addicted to the abbreviation habit. A question arose as to the nature of the contents of a twelve-ounce bottle. The identity of the fluid within was supposedly indicated by the characters "U. W. S." But the label had been devised and affixed many months previously, and now beyond knowing that the odor of the preparation was familiar—suggestive of sarsaparilla—no information could be given that would enable one to say with certainty, "It is this, or it is that." The product was emptied into the sink.

A lead pencil is a poor agent with which to put upon stock an instrument of identity. Characters written in common lead are anything but indelible. Soft lead makes a mark that will smear under slight friction of a damp cloth or a finger; any lead is more perishable than a good ink, and no lead will allow a bottle bearing the label to be frequently and properly cleaned. The lead-pencil label is not serviceable; it is only adapted to the labeling of a "short-time" product or process where it will be removed or remodeled in a few

days. When permanent labels are fashioned, use good paper and good ink and write carefully and clearly, without abridging or symbolizing words in a style of ambiguity that may be conducive to a future doubt or dispute.

Do not leave a product that has deteriorated in company with good goods. The former may be taken up as an oversight, or by one to whom the circumstances are unknown. The proper place for spoiled or impaired stock is assuredly not on the same shelf nor yet in the same case with stock which is in a perfect condition. Through inadvertence or some misdirected impulse an imperfect product is sometimes permitted to rest in company with salable stock. Be one as careful and systematic as he may in the dispensation of stock, when something is wanted there is ever present the likelihood of an error or an oversight in selection, causing some discrepancy; then can there be any justification for elaborating the catalogue of chances in the manner we criticize? Separate imperfect or deteriorated stock from good goods.

Not infrequently a prescription is received for a proprietary preparation which is of recent introduction, or which has only found favor with the medical few. Reluctantly the product is ordered from the jobber or manufacturer. Possibly but a few fluidounces are consumed by the prescription, the remainder being "shelved" for a repetition of demand. Often if, this anticipation is not realized before the lapse of a certain interval of time which the impulses of the druggist may dictate, then the product is dubbed "dead stock"—which means much. This epithet does no injury to the medicinal merits of the article, but it usually has a tendency to make the attaches of the pharmacy look upon it with a degree of disdain that renders them lax in their attention to the most suitable means for its preservation. Possibly it is put away among other "remnants" of stock, in a too warm or otherwise unpropitious locality where an organic transition takes place—where it spoils for lack of proper care. Then it is "dead stock" in sober earnest. It is unsalable, unexchangeable, worthless.

In many instances there is no occasion at all for permitting such a deterioration of proprietary goods, and such a monetary loss. Usually there are at least three alternatives: compensation from the manufacturer, exchange with a brother pharmacist for an equal volume of a salable product, or, through the solicitation of the druggist, its use by the physician whose prescription was the cause of its purchase. The latter is often the most simple means out of a difficulty, especially if the pharmacist and prescriber be on friendly terms, as of course they should be. Very often the physician does not drop a product through a dearth of therapeutic results, but rather because the article passes out of his mind through the pressure of competing products. To the interest of his exchequer it is well for the pharmacist to keep the physician reminded of those preparations which he alone has prescribed, once or in a desultory way, until the supply on hand is exhausted. When this plan is feasible it will obviate the accumulation of dead stock proprietaries.

Some one of our readers may look upon these three alternatives, individually and collectively, as too much trouble to execute; he may say that he would rather "let a preparation go"

than be put to so much bother. Well, Mr. Lazy, let it go. There are pharmacists without number who will accede to the practicability of at least one if not all of the suggestions. Let the unbeliever doubt, but don't let him condemn a proprietary preparation as a therapeutic agent and a personal monetary investment, and relegate it to the forsaken region of dead stock, until he is sure there will be no repetition of demand from the prescriber who caused its order, or from some other source. Let him keep it properly for a reasonable time where it will not deteriorate or be forgotten if the hoped-for prescription comes.

The old-bottle cork has its uses; it likewise has its abuses. As a stopper for a container carrying a certain kind of stock it is all that can be desired, but there are times when its adaptability is misjudged. The old-bottle cork is sometimes used when its employment is false economy. On such occasions it would be wiser to use a new, perfect cork than to call into usefulness one that had once seen service. It is often difficult to cleanse perfectly an old-bottle cork by a simple application of water. The cork may be clean to all outward appearances, but in the cracks and interstices near the surface there may linger some extraneous matter, possibly traces of the ingredients of some preparation it once sealed in a vessel, that will conduce to a discoloration or deterioration of the product it is later called upon to confine. The old cork may not be a thorough stopper, affording an ingress for air to the detri-

ment of the contents of the vessel. The cork may be one from which particles are easily detached, necessitating either colation or filtration of the liquid to expel them; this consumes time, and time is money.

We think it might be questioned whether or not the old-bottle cork has any merited province beyond the "crude" departments of the laboratory and stock rooms. New corks are too cheap to make it advisable to use old ones liberally, especially when there are substantial objections to such liberality. We have known a very poor impression to be made upon a customer by an old-bottle cork being used as a stopper for a bottle brought to receive a medicament. There are times when the services of the old-bottle cork are not only appropriate, but, from a view-point of economy, advisable; there are as well occasions when its employment should not for a moment be considered. For almost all purposes for which a stopper is required, the old-bottle cork should be a good old cork. Corks found in the "economical drawer" which break or chip in the fingers, or which release particles into a liquid, and corks that are pervious to air or that discolor a fluid, each and all form evidence that, while "in economy there is wealth," one can readily be "penny wise and pound foolish."—Joseph Hosteley in Bulletin of Pharmacy.

Ginseng Wanted

Highest price paid. Address

Peck Bros.,
Grand Rapids, Mich.

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

WORLD'S BEST

S.C.W.

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

SMOKE
STAR GREEN CIGAR
BETTER THAN EVER.



WHOLESALE DRUG PRICE CURRENT

Advanced—Balsam Fir, Buchu Leaves, Quinine S. P. & W.
Declined—Linseed Oil, Opium.

Acidium		Conium Mac.		Scilla Co.		Nux Vomica		Soda, Boras		Red Venetian		
Aceticum	\$ 60 8	Copaiba	1 15 25	Tolutan	50 50	Nux Vomica	15 10	Soda, Boras	90 11	Red Venetian	13 2 8	
Benzoeicum, German.	70 75	Cubebae	1 20 1 25	Prunus virg.	50 50	Os Sepia	35 37	Soda, Boras	90 11	Ochre, yellow Mars.	13 2 6 4	
Boracic	17 17	Exochthitis	1 20 1 10			Pepsin Saac, H. & P.	1 00	Soda et Potass Tart.	23 25	Ochre, yellow Ber.	13 2 6 3	
Carbolicum	30 42	Erigeron	1 00 1 10	Tinctures		Pils Liq. N.N. 1/2 gal.	2 00	Soda, Carb.	13 2 5	Putty, commercial	2 1/2 2 1/2 3	
Citricum	45 48	Gaultheria	2 00 2 10	Aconitum Napellis R	60 60	doz	2 00	Soda, Ash.	3 1/2 4	Putty, strictly pure	2 1/2 2 1/2 3	
Hydrochlor.	30 5	Geranium, ounce.	6 75	Aconitum Napellis F	50 50	Pils Liq., qts.	1 00	Soda, Sulphas.	2 2	Vermilion, Prime	13 15	
Nitrosum	80 10	Gossypii, Sem. gal.	50 60	Aloes	60 60	Pils Liq., pints	85 50	Spts. Cologne.	2 60	American	70 75	
Oxaleum	12 14	Hedeoma	1 60 1 65	Aloes and Myrrh	60 60	Pil Hydrarg. po. 80	50 50	Spts. Ether Co.	50 55	Vermilion, English	14 18	
Phosphorium, dil.	15 15	Junipera	1 50 2 00	Assafoetida	50 50	Pilper Nigra po. 22	18 30	Spts. Myrcia Dom.	2 00	Green, Paris	13 16	
Sallieum	55 60	Lavandula	90 2 00	Atropa Belladonna	50 50	Pilper Alba po. 35	30 30	Spts. Vini Rect. bbl.	60 60	Green, Peninsular	14 16	
Sulphuricum	13 1/2 1 20	Limonis	1 40 1 50	Aurantii Cortex	50 50	Pil Burgun	7 7	Spts. Vini Rect. 1/2 bbl.	60 60	Lead, red	6 6 1/2	
Tannicum	1 10 1 20	Mentha Pip.	2 50 2 00	Benzoin Co.	50 50	Plumbi Acet.	10 12	Spts. Vini Rect. 10 gal	60 60	Lead, white	6 6 1/2	
Tartaricum	38 40	Mentha Verid	1 50 1 60	Benzoin Co.	50 50	Pulvis Ipecac et Opil	30 1 50	Spts. Vini Rect. 5 gal	60 60	Whiting, white Span	6 85	
Ammonia		Morruha, gal.	1 20 1 25	Barosma	50 50	Pyrethrum, boxes H.	50 50	Strychnia, Crystal	1 05 1 25	Whiting, gliders	6 85	
Aqua, 16 deg.	40 6	Myrcia	4 00 4 50	Cantharides	75 75	& P. D. Co., doz.	25 30	Sulphur, Subl.	2 1/2 3 1/2	White, Paris, Amer.	6 1 25	
Aqua, 20 deg.	60 8	Olive	75 3 00	Cardamon	75 75	Pyrethrum, pv.	80 10	Sulphur, Roll	2 1/2 3 1/2	Whiting, Paris, Eng.	6 1 40	
Carbonas	13 15	Pisces Liquida	10 12	Cardamon Co.	75 75	Quassia, S. P. & W.	40 50	Tamarindus	80 10	Universal Prepared	1 10 1 20	
Chloridum	12 14	Ricina	1 00 1 08	Castor	1 00 1 00	Quinia, S. German	30 49	Terebenth Venice	28 30	Varnishes		
Aniline		Rosmarini	1 00 1 00	Catechu	50 50	Quinia, N. Y.	39 49	Theobroma	60 65	No. 1 Turp. Coach	1 10 1 20	
Black	2 00 2 25	Rose, ounce	6 00 6 50	Cinchona	50 50	Rubia Tincturum	12 14	Vanilla	9 00 16 00	Extra Turp.	2 75 3 00	
Brown	80 1 00	Succina	40 45	Cinchona Co.	50 50	Saccharum Lactis pv	1 00 1 00	Zinci Sulph.	70 8	No. 1 Turp. Furn.	1 00 1 10	
Red	45 50	Sabina	90 1 00	Cinchona	50 50	Salacln	4 50 4 75	Oils			Extra Turk Damar.	1 50 1 60
Yellow	2 50 3 00	Santal	2 75 7 00	Columba	50 50	Sanguis Draconis	40 50	Whale, winter	70 70	Jap. Dryer, No. 1 Turp	70 75	
Baccae		Sassafras	50 55	Cubebae	50 50	Sapo M.	12 14	Lard, extra	60 70			
Cubebae	22 24	Sinapis, ess., ounce.	6 65	Cassia Acutifol.	50 50	Sapo W.	10 12	Lard, No. 1	45 50			
Juniperus	6 8	Thyme	1 50 1 60	Cassia Acutifol. Co.	50 50	Sapo G	10 12					
Xanthoxylum	75 80	Thyme, opt.	40 50	Digitalis	50 50							
Balsamum		Theobromas	15 20	Ergot	50 50							
Copaiba	50 55	Potassium			Ferri Chloridum	35 35						
Peru	1 85 1 85	Bi-Carb.	15 18	Gentian	50 50							
Terabin, Canada	45 50	Bichromate	13 15	Gentian Co.	60 60							
Tolutan	40 45	Bromide	52 57	Guaiaca	50 50							
Cortex		Carb	12 15	Guaiaca ammon.	50 50							
Abies, Canadian	18 18	Chlorate, po. 17 @ 19	16 18	Hyoscyamus	50 50							
Cassia	18 18	Cyanide	35 40	Iodine	75 75							
Cinchona Flava	18 18	Iodide	2 60 2 65	Kino	50 50							
Euonymus atropurp.	30 30	Potassa, Bitart. pure	28 30	Lobelia	50 50							
Myrica Cerifera, po.	20 20	Potassa, Bitart. com.	15 15	Myrrh	50 50							
Prunus Virgin.	12 12	Potass Nitras, opt.	7 10	Nux Vomica	50 50							
Quillaja, gr'd	12 12	Potass Nitras	6 8	Opil.	75 75							
Sassafras, po. 15	12 12	Prussiate	23 26	Opil, comphorated	1 50 1 50							
Ulmus, po. 15, gr'd	15 15	Sulphate po.	15 18	Opil, deodorized	50 50							
Extractum		Radix			Quassia	50 50						
Glycyrrhiza Glabra	24 25	Aconitum	20 25	Rhatany	50 50							
Glycyrrhiza, po.	28 30	Althae	22 25	Rhei	50 50							
Hematox, 15 lb. box	11 12	Anchusa	10 12	Serpentaria	50 50							
Hematox, 1s.	13 14	Arum po.	10 12	Stromonium	60 60							
Hematox, 1/2s.	14 15	Calamus	20 40	Tolutan	50 50							
Hematox, 1/4s.	16 17	Gentiana, po. 15	12 15	Valeriana	60 60							
Ferru		Glycyrrhiza, pv. 15	16 18	Veratrum Veride.	50 50							
Carbonate Precip.	15 15	Hydrastis Canaden.	6 80	Zingiber	20 20							
Citrate and Quina.	2 25 2 25	Hydrastis Can.	12 15	Miscellaneous								
Citrate Soluble	75 75	Hellebore, Alba, po.	12 15	Ether, Spts. Nit. 2 F	30 35							
Ferrocyanide Sol.	40 40	Inula, po.	15 20	Ether, Spts. Nit. 4 F	34 38							
Solut. Chloride	15 15	Ipeacac, po.	4 25 4 35	Alumen	24 3							
Sulphate, com'l.	2 2	Iris plox, po. 35 @ 38	35 40	Alumen, gro'd, po. 7	30 4							
Sulphate, com'l, by	80 80	Jalapra, pr.	25 30	Annatto	40 50							
Sulphate, pure	7 7	Maranta, 1/2s.	22 25	Antimoni, po.	40 5							
Flora		Podophyllum, po.	22 25	Antimoni et Potass T	40 50							
Arnica	15 18	Rhei	75 1 00	Antipyrin	20 25							
Anthemis	22 25	Rhei, cut	1 25 1 25	Antifebrin	20 20							
Matricaria	30 35	Rhei, pv	75 1 35	Argenti Nitras, oz.	60 60							
Folia		Spigelia	35 38	Arsenicum	10 12							
Barosma	30 36	Sanguinaria, po. 15	40 45	Balm Gilead Buds	38 40							
Cassia Acutifol, Tin-	20 25	Serpentaria	60 65	Bismuth S. N.	1 90 2 00							
nevelly	20 25	Senega	60 65	Calcium Chlor., 1s.	9 9							
Cassia, Acutifol, Alix.	25 30	Smilax, officinalis H.	10 12	Calcium Chlor., 1/2s.	10 10							
Salvia officinalis, 1/2s	12 20	Smilax, M.	10 12	Calcium Chlor., 1/4s.	12 12							
and 1/4s	12 20	Scilla, po. 35	10 12	Cantharides, Rus. po.	75 75							
Uva Ursi	8 10	Symplocarpus, Foetid-	6 25	Capsici Fructus, af.	15 15							
Gummi		us, po.	6 25	Capsici Fructus B, po.	15 15							
Acacia, 1st picked	6 65	Valeriana, Eng. po. 30	15 20	Caryophyllus, po. 15	12 14							
Acacia, 2d picked	6 45	Zingiber a.	12 16	Carmin, No. 40	3 3 00							
Acacia, 3d picked	6 35	Zingiber j.	25 27	Cera Alba	50 55							
Acacia, sifted sorts.	6 28	Semen			Cera Flava	40 42						
Acacia, po.	45 65	Anisum, po. 15	13 15	Coccus	40 40							
Aloe, Barb. po. 18 @ 20	12 14	Apium (graveolens)	4 6	Cassia Fructus	35 35							
Aloe, Cape, po. 15	12 12	Bird, 1s.	4 6	Centraria	60 60							
Aloe, Socotri, po. 40	6 30	Cardamom, po. 18	12 13	Cetaceum	45 45							
Ammoniac	55 60	Cardamon	1 25 1 75	Chloroform	55 60							
Assafoetida, po. 30	28 30	Coriandrum	8 10	Chloroform, squibbs	1 10 1 10							
Benzoinum	50 55	Cannabis Sativa	4 5	Chloral Hyd Crst.	1 65 1 90							
Catechu, 1s.	6 13	Cydonium	75 1 00	Chondrus	20 25							
Catechu, 1/2s.	6 14	Chenopodium	10 12	Cinchonidine, P. & W	38 48							
Catechu, 1/4s.	6 16	Dipteris Odorata	1 00 1 10	Cinchonidine, Germ.	38 48							
Camphora	63 73	Foeniculum	7 9	Cocaine	6 55 6 75							
Euphorbium, po. 35	40 40	Foenugreek, po.	3 1/2 4 1/2	Corks, list, dis. pr. ct.	70 70							
Galbanum	1 00 1 00	Lini	3 1/2 4 1/2	Creosotum	35 35							
Gamboge	65 70	Lini, gr'd	4 4 1/2	Creta	2 2							
Guaiacum, po. 25	30 30	Lobelia	35 40	Creta, prep.	9 11							
Kino, po. 80.75	60 60	Pharlaris Canarian.	4 1/2 5	Creta, precp.	8 8							
Mastic	60 60	Rapa	4 1/2 5	Creta, Kubra	8 8							
Myrrh, po. 45	40 40	Sinapis Alba	9 10	Crocus	15 18							
Opil, po. 4.80 @ 5.0 3	40 3 50	Sinapis Nigra	11 12	Cupri Sulph.	6 1/2 8							
Shellac	25 35	Spiritus			Dextrine	7 10						
Shellac, bleached.	40 45	Fruentli, W. D. Co.	2 00 2 50	Ether Sulph.	75 90							
Tragacanth	50 80	Fruentli, D. F. R.	2 00 2 25	Emery, no numbe.s.	8 8							
Herba		Fruentli, 1 25 1 50		Emery, po.	6 6							
Absinthium, oz. pkg	25 25	Juniperis Co. O. T.	1 65 2 00	Ergota, po. 90	85 90							
Eupatorium, oz. pkg	20 20	Juniperis Co.	1 75 3 50	Flake White	12 15							
Lobelia, oz. pkg	25 25	Saacharum N. F.	1 90 2 10	Galla	23 23							
Majorum, oz. pkg	28 28	Spt. Vini Galli.	1 75 6 50	Gambler	8 9							
Mentha Pip. oz. pkg	23 23	Vini Oporto	1 25 2 00	Gelatin, Coop.	60 60							
Mentha Vir. oz. pkg	29 29	Vini Alba	1 25 2 00	Gelatin, French.	35 60							
Querc, oz. pkg	32 32	Sponges			Glassware, flint, box	75 5						
Tanacetum V oz. pkg	39 39	Florida sheeps' wool	2 50 2 75	Less than box	70 70							
Thymus, V. oz. pkg	25 25	carriage	2 50 2 75	Glue, brown.	11 13							
Magnesia		Nassau sheeps' wool	2 50 2 75	Glue, white	15 25							
Calcined, Pat.	55 60	carriage	2 50 2 75	Glycerina	17 1/2 25							
Carbonate, Pat.	18 20	Velvet extra sheeps'	2 50 2 75	Grana Paradisi.	25 25							
Carbonate, K. & M.	18 20	wool, carriage	1 150	Humulus	25 25							
'arbonate, Jennings	18 20	wool, carriage	1 150	Hydrarg Chlor Mite	85 85							
Oleum		Grass sheeps' wool,	1 100	Hydrarg Chlor Cor.	85 85							
Absinthium	5 75 6 00	carriage	1 75	Hydrarg Ox Rub'm.	1 05 1 17							
Amygdala, Dulc.	38 65	Hard, for slate use.	1 40	Hydrarg Ammoniat	50 60							
Amygdala, Amare.	8 00 8 25	Yellow Reef, for	1 40	Hydrarg Unguentum	85 85							
Anisi	2 10 2 20	slate use.	1 40	Hydrargyrum	70 70							
Aurant Cortex	2 25 2 30	Syrups			Indigo	75 1 00						
Bergamli	2 75 2 85	Acacia	50 50	Iodoform.	3 85 4 00							
Calipulpi	80 85	Aurant Cortex	50 50	Lupulin.	50 50							
Caryophylli	75 75	Zingiber	50 50	Lycopodium	70 75							
Cedari	50 70	Ipecac	50 50	Macle	65 75							
Chenopodium	2 75 2 75	Liquor	50 50</									

GROCERY PRICE CURRENT

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

ADVANCED

Pearl Top Chimneys
Rolled Oats
Cleaned Currents

DECLINED

Corn Syrup
Flour

ALABASTINE	
White in drums.....	9
Colors in drums.....	10
White in packages.....	10
Colors in packages.....	11
Less 40 per cent discount.	
AXLE GREASE	
Aurora.....	55 6 00
Castor Oil.....	60 7 00
Diamond.....	50 4 25
Frazer's.....	75 9 00
IXL Golden, tin boxes 75	9 00



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

AMMONIA	
Aretic 12 oz. ovals.....	85
Aretic pints, round.....	1 20

BAKING POWDER	
Acme.....	45
1 lb. cans 3 doz.....	75
1 lb. cans 1 doz.....	1 00
Bulk.....	10

Aretic	
6 oz. Eng. Tumblers.....	90
1 lb. cans, 4 doz. case.....	3 75
1 lb. cans, 2 doz. case.....	3 75
1 lb. cans, 1 doz. case.....	3 75
5 lb. cans, 1/2 doz. case.....	8 00

The "400"	
5 lb. cans, 1/2 doz. in case.....	8 00
1 lb. cans, 4 doz. in case.....	2 00
9 oz. cans, 4 doz. in case.....	1 25
6 oz. cans, 6 doz. in case.....	75

El Purity	
1 lb. cans per doz.....	75
1 lb. cans per doz.....	1 20
1 lb. cans per doz.....	2 00

Home	
1 lb. cans, 4 doz. case.....	35
1 lb. cans, 4 doz. case.....	55
1 lb. cans, 2 doz. case.....	90

Queen Flake	
3 oz., 6 doz. case.....	2 70
6 oz., 4 doz. case.....	3 20
9 oz., 4 doz. case.....	4 80
1 lb., 2 doz. case.....	4 00
5 lb., 1 doz. case.....	9 00

Royal	
10c size.....	86
1/4 lb. cans 1 30	
6 oz. cans 1 80	
1/2 lb. cans 2 40	
3/4 lb. cans 3 60	
1 lb. cans 4 65	
3 lb. cans 12 75	
5 lb. cans 21 00	

BATH BRICK	
American.....	70
English.....	80

BLUING	
Small 3 doz.....	40
Large, 2 doz.....	75
Aretic, 4 oz. per gross.....	4 00
Aretic, 8 oz. per gross.....	6 00
Aretic, pints, per gross.....	9 00

BROOMS	
No. 1 Carpet.....	2 75
No. 2 Carpet.....	2 50
No. 3 Carpet.....	2 25
No. 4 Carpet.....	1 80
Parlor Gem.....	2 50
Common Whisk.....	95
Fancy Whisk.....	1 25
Warehouse.....	3 50

CONDENSED PEARL BLUING	
Small 3 doz.....	40
Large, 2 doz.....	75
Aretic, 4 oz. per gross.....	4 00
Aretic, 8 oz. per gross.....	6 00
Aretic, pints, per gross.....	9 00

BROOMS	
No. 1 Carpet.....	2 75
No. 2 Carpet.....	2 50
No. 3 Carpet.....	2 25
No. 4 Carpet.....	1 80
Parlor Gem.....	2 50
Common Whisk.....	95
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Small 3 doz.....	40
Large, 2 doz.....	75
Aretic, 4 oz. per gross.....	4 00
Aretic, 8 oz. per gross.....	6 00
Aretic, pints, per gross.....	9 00

CANNED GOODS	
Apples	
3 lb. Standards.....	80
Gallons, standards.....	2 30
Blackberries	
standards.....	75
Beans	
Baked.....	1 00@1 30
Red Kidney.....	75@85
String.....	80
Wax.....	85
Blueberries	
Standard.....	85
Clams	
Little Neck, 1 lb.....	1 00
Little Neck, 2 lb.....	1 50
Cherries	
Red Standards.....	85
White.....	1 15
Corn	
Fair.....	75
Good.....	85
Fancy.....	90
Gooseberries	
Standard.....	90
Hominy	
Standard.....	85
Lobster	
Star, 1/4 lb.....	1 85
Star, 1 lb.....	3 40
Piepie Tails.....	2 35
Mackerel	
Mustard, 1 lb.....	1 75
Mustard, 2 lb.....	2 80
Soused, 1 lb.....	1 75
Soused, 2 lb.....	2 80
Tomato, 1 lb.....	1 75
Tomato, 2 lb.....	2 80
Mushrooms	
Hotels.....	18@20
Buttons.....	22@25
Oysters	
Cove, 1 lb.....	1 80
Cove, 2 lb.....	1 00
Peaches	
Pie.....	1 65@1 85
Yellow.....	1 65@1 85
Pears	
Standard.....	70
Fancy.....	80
Peas	
Marrowfat.....	1 00
Early June.....	1 00
Early June Sifted.....	1 60
Pineapple	
Grated.....	1 25@2 75
Sliced.....	1 35@2 55
Pumpkin	
Fair.....	70
Good.....	75
Fancy.....	85
Raspberries	
Standard.....	90
Salmon	
Columbia River.....	2 00@2 15
Red Alaska.....	1 40
Pink Alaska.....	1 10
Shrimps	
Standard.....	1 50
Sardines	
Domestic, 1/4s.....	4
Domestic, 1/2s.....	8
Domestic, Mustard.....	17
California, 1/4s.....	22
French, 1/4s.....	28
French, 1/2s.....	28
Strawberries	
Standard.....	85
Fancy.....	1 25
Succotash	
Fair.....	90
Good.....	1 00
Fancy.....	1 20
Tomatoes	
Fair.....	90
Good.....	95
Fancy.....	1 15
Gallons.....	2 45
CATSUP	
Columbia, pints.....	2 00
Columbia, 1/2 pints.....	1 25
CHEESE	
Acme.....	@11 1/2
Amboy.....	@11 1/2
Carson City.....	@11
Elsie.....	@12
Emblem.....	@11 1/2
Gem.....	@12 1/2
Gold Medal.....	@11 1/2
Ideal.....	@11
Jersey.....	@11 1/2
Riverside.....	@12
Brick.....	11@12
Edam.....	@90
Leiden.....	@17
Limburger.....	10@11
Pineapple.....	50 @75
Sap Sago.....	@18
CHOCOLATE	
German Sweet.....	23
Premium.....	35
Breakfast Cocoa.....	46
Runkel Bros.....	
Vienna Sweet.....	21
Vanilla.....	28
Premium.....	31
CHICORY	
Bulk.....	5
Red.....	7

COCOA	
Webb.....	30
Cleveland.....	41
Eppl.....	42
Van Houten, 1/4s.....	12
Van Houten, 1/2s.....	20
Van Houten, 1s.....	38
Van Houten, 1 1/2s.....	70
Colonial, 1/4s.....	35
Colonial, 1/2s.....	33
Huyler.....	45
Wilbur, 1/4s.....	41
Wilbur, 1/2s.....	42
CIGARS	
The Bradley Cigar Co.'s Brands	
Advance.....	\$38 00
Bradley.....	35 00
Clear Havana Puffs.....	22 00
"W. H. B.".....	55 00
"W. B. B.".....	55 00
Columbian Cigar Co.'s Brands	
Columbian.....	35 00
Columbian Special.....	65 00
Columbian Regalia.....	65 00
Columbian Invincible.....	90 00
H. & F. Drug Co.'s brands	
Fortune Teller.....	35 00
Our Manager.....	35 00
Quintette.....	35 00
G. J. Johnson Cigar Co.'s brand	

S. C. W.	
Lubetsky Bros.' Brands	
B. L.....	35 00
Gold Star.....	35 00
Phelps, Brace & Co.'s Brands	
Royal Tigers.....	55@80 00
Royal Tigerettes.....	35
Vincente Portuondo.....	35@70 00
Ruhe Bros. Co.....	25@70 00
Hilton Co.....	35@110 00
T. J. Dunn & Co.....	35@70 00
McCoy & Co.....	35@70 00
The Collins Cigar Co.....	10@35 00
Brown Bros.....	15@70 00
Bernard Stahl Co.....	35@90 00
Banner Cigar Co.....	10@35 00
Seidenberg & Co.....	55@125 00
Fulton Cigar Co.....	10@35 00
A. B. Ballard & Co.....	35@175 00
E. M. Schwarz & Co.....	35@110 00
San Telmo.....	35@70 00
Havana Cigar Co.....	18@35 00
C. Costello & Co.....	35@70 00
LaGora-Fee Co.....	35@70 00
S. I. Davis & Co.....	35@185 00
Hene & Co.....	35@90 00
Benedict & Co.....	75@70 00
Hemmett Cigar Co.....	35@70 00
G. J. Johnson Cigar Co.....	35@70 00
Maurice Sanborn.....	50@175 00
Boek & Co.....	65@300 00
Manuel Garcia.....	80@375 00
Neuva Mundo.....	85@175 00
Henry Clay.....	85@550 00
La Carolina.....	96@200 00
Standard T. & C. Co.....	35@70 00
H. Van Tongeren's Brand	
Star Green.....	35 00



COFFEE	
Roasted	
High Grade	
COFFEES	

COFFEE	
Roasted	
High Grade	
COFFEES	
Special Combination.....	20
French Breakfast.....	25
Lenox.....	30
Vienna.....	35
Private Estate.....	38
Supreme.....	40
Less 33 1/2 per cent.	
Rio	
Common.....	10 1/2
Fair.....	11
Choice.....	13
Fancy.....	15
Santos	
Common.....	11
Fair.....	12
Choice.....	14
Fancy.....	15
Maracaibo	
Fair.....	12
Choice.....	16
Mexican	
Choice.....	16
Fancy.....	17
Guatemala	
Choice.....	16
Java	
African.....	12 1/2
Fancy African.....	17
O. G.....	25
P. G.....	29
Mocha	
Arabian.....	21

Package New York Basis.

Arbuckle.....	13 00
Delworth.....	13 00
Jersey.....	13 00
Lion.....	12 00
McLaughlin's XXXX	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	

Extract	
Valley City 1/4 gross.....	75
Felix 1/4 gross.....	1 15
Hummel's foil 1/4 gross.....	85
Hummel's tin 1/4 gross.....	1 43
Substitutes	
Crushed Cereal Coffee Cake	
12 packages, 1/2 case.....	1 75
24 packages, 1 case.....	3 50

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

CLOTHES LINES	
Cotton, 40 ft. per doz.....	1 00
Cotton, 50 ft. per doz.....	1 20
Cotton, 60 ft. per doz.....	1 40
Cotton, 70 ft. per doz.....	1 60
Cotton, 80 ft. per doz.....	1 80
Jute, 60 ft. per doz.....	80
Jute, 72 ft. per doz.....	95

CONDENSED MILK	
4 doz in case.....	
Gall Borden Eagle.....	6 25
Crown.....	6 25
Daisy.....	5 75
Champion.....	4 50
Magnolia.....	4 25
Challenge.....	4 00
Dime.....	3 35

COUPON BOOKS	
50 books, any denom.....	1 50
100 books, any denom.....	2 50
500 books, any denom.....	11 50
1,000 books, any denom.....	20 00

Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customer receives specially printed cover without extra charge.

Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books.....	1 50
100 books.....	2 50
500 books.....	11 50
1,000 books.....	20 00

Credit Checks	
500, any one denom.....	2 00
1,000, any one denom.....	3 00
2,000, any one denom.....	5 00
Steel pass.....	75

CREAM TARTAR	
5 and 10 lb. wooden boxes.....	30
Bulk in sacks.....	29

DRIED FRUITS—Domestic	
Apples.....	@
Sundried.....	@
Evaporated, 50 lb. boxes.....	6 1/2 @ 7

California Fruits	
Apricots.....	@10
Blackberries.....	@10
Nectarines.....	@10
Peaches.....	9 @11
Pears.....	
Pitted Cherries.....	7 1/2
Prunelles.....	
Raspberries.....	

Pears.....	7½
Pitted Cherries.....	
Prunelles.....	
Raspberries.....	

SALT FISH

Cod	
Georges cured.....	@ 5
Georges genuine.....	@ 5 1/2
Georges selected.....	@ 5 3/4
Grand Bank.....	@ 6 1/4
Strips or dricks.....	6 @ 3 1/2
Pollock.....	@ 3 1/2

Halibut.

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

Herring

Holland white hoops, bbl.	11 00
Holland white hoops, bbl.	6 00
Holland white hoop, keg.	8 00
Holland white hoop mchs.	85
Norwegian.....	
Round 100 lbs.	3 60
Round 40 lbs.	1 75
Sealed.....	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.	8 75
No. 1 100 lbs.	3 80
No. 1 40 lbs.	1 02
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.	75
No. 2 8 lbs.	95

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
Cardamom, 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.....	55
Cloves, Amboyana.....	17
Cloves, Zanzibar.....	14
Mace.....	55
Nutmegs, 75-100.....	40
Nutmegs, 105-110.....	40
Nutmegs, 115-120.....	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.....	18
Ginger, Cochiti.....	15
Ginger, Jamaica.....	25
Mace.....	18
Mustard.....	9
Pepper, Singapore, black.....	15 1/2
Pepper, Singapore, white.....	23
Pepper, Cayenne.....	20
Sage.....	20

STARCH

Kingsford's Corn.....	6 1/4
40 lb. packages.....	6 1/4
20 lb. packages.....	7 1/2
1 lb. packages.....	7 1/2
Kingsford's Silver Gloss.....	7
40 lb. packages.....	7 1/2
6 lb. boxes.....	7 1/2
Common Corn.....	4 1/2
20 lb. packages.....	4 1/2
40 lb. packages.....	4 1/2
Common Gloss.....	4 1/2
1-lb. packages.....	4 1/2
3-lb. packages.....	4 1/2
6-lb. packages.....	3 1/2
40 and 50-lb. boxes.....	3 1/2
tarels.....	3 1/2

Kingsford's Corn

40 lb. packages.....	6 1/4
20 lb. packages.....	6 1/4
1 lb. packages.....	7 1/2

Kingsford's Silver Gloss

40 lb. packages.....	7
6 lb. boxes.....	7 1/2

Common Corn

20 lb. packages.....	4 1/2
40 lb. packages.....	4 1/2

Common Gloss

1-lb. packages.....	4 1/2
3-lb. packages.....	4 1/2
6-lb. packages.....	3 1/2
40 and 50-lb. boxes.....	3 1/2
tarels.....	3 1/2

STOVE POLISH

Malt White Wine, 40 grain.....	8
Pure Cider, Red Star.....	12
Pure Cider, Robinson.....	11
Pure Cider, Silver.....	11



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

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 55
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 25
2 lb. bags Fine Gran.....	6 25
5 lb. bags Fine Gran.....	6 25
Mould A.....	6 40
Diamond A.....	6 15
Confectioner's A.....	5 95
No. 1, Columbia A.....	5 80
No. 2, Windsor A.....	5 80
No. 3, Ridgewood A.....	5 80
No. 4, Phoenix A.....	5 80
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.....	19
Half bbls.....	21
1 doz. 1 gallon cans.....	3 10
1 doz. 1/2 gallon cans.....	1 75
2 doz. 1/4 gallon cans.....	90

Pure Cane

Fair.....	16
Good.....	20
Choice.....	25

TABLE SAUCES
LEA & PERRIN'S SAUCE
The Original and Genuine Worcestershire.

Lea & Perrin's, large.....	3 75
Lea & Perrin's, small.....	2 50
Half doz, large.....	3 75
Half doz, 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
Sifts.....	27
Nibtings.....	19@21
Fannings.....	20@22

Gunpowder

Moyune, medium.....	26
Moyune, choice.....	35
Moyune, fancy.....	50
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

Scotlen Tobacco Co.'s Brands.....	
Sweet Chunk plug.....	34
Cadillac fine cut.....	57
Sweet Loma fine cut.....	38

VINEGAR

Malt White Wine, 40 grain.....	8
Pure Cider, Red Star.....	12
Pure Cider, Robinson.....	11
Pure Cider, Silver.....	11

WASHING POWDER
Rub-No-More
Rub-No-More, 100 12 oz..... 3 50

WICKING	
No. 1, per gross.....	20
No. 2, per gross.....	25
No. 3, per gross.....	35
No. 4, per gross.....	55

WOODENWARE

Baskets	
Bushels.....	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

Mop Sticks	
Trojan spring.....	85
Eclipse patent spring.....	85
No. 1 common.....	75
No. 2 patent brush holder.....	1 25
12 lb. cotton mop heads.....	1 25

Tubs	
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 25
Paper, Eureka.....	2 25
Fibre.....	2 40

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

Wash Boards	
Bronze Globe.....	2 50
Dewey.....	1 75
Double Acme.....	2 75
Single Acme.....	2 25
Double Peerless.....	3 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 75
17 in. Butter.....	2 50
19 in. Butter.....	3 00
Assorted 13-19.....	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 Cream, 3 doz.....	1 00
Yeast Foam, 3 doz.....	1 00
Yeast Foam, 1 1/2 doz.....	50

Crackers	
The National Biscuit Co. quotes as follows:	
Butter.....	6
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 1/2
Saltine Oyster.....	6

Sweet Goods-Boxes	
Animals.....	10
Assorted Cake.....	10
Belle Rose.....	8
Bent's Water.....	16
Buttercups.....	12
Cinnamon Bar.....	9
Coffee Cake, Iced.....	10
Coffee Cake, Java.....	10
Cocanut 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.....	8
Graham Wafers.....	12
Grand Rapids Tea.....	16
Honey Fingers.....	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.....	8
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.....	4 50
Patents.....	4 00
Second Patent.....	4 00
Straight.....	3 80
Clear.....	3 25
Graham.....	3 50
Buckwheat.....	4 75
Rye.....	3 25
Subject to usual cash discount.....	

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

Ball-Barnhart-Putman's Brand.....	4 00
Diamond 1/2s.....	4 00
Diamond 1/4s.....	4 00
Diamond 1/8s.....	4 00

Worden Grocer Co.'s Brand	
Quaker 1/2s.....	4 00
Quaker 1/4s.....	4 00
Quaker 1/8s.....	4 00

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

Diamond 1/4s.....	4 00
Diamond 1/2s.....	4 00
Worden Grocer Co.'s Brand	

Window Dressing

Plain Rules Which the Window Dresser Must Follow.

A window dresser should study the peculiarities of his windows, noticing at what times of the day their contents are clearly visible and at what times of the day they are not, what kind of goods are the easiest to display and what kinds are the most difficult to treat properly and satisfactorily, and what are the special conditions governing the light admitted to his windows. A trimmer who studies his windows thus for the first time will be surprised to see what changes of color, light and shadow are visible to the critical eye at different times of the day. A trimmer should know at what times of the day his windows appear to the best advantage and at just what times they appear to the worst advantage. He should be prepared when possible to correct these disadvantages by little changes that will restore the true proportion of things. To the trained eye the composition of a window is as interesting a study as the composition of a picture, and more difficult, because the pigments used are inflexible masses.

Every window trimmer knows what a valuable color green is, in trims, and in how great a variety of ways it is desirable to use it. Sometimes it is desirable to introduce a touch of green into a window trim in some other form than backing or draping or goods displayed. In such a case the artificial palm is often of great use. These palms can be used in a great variety of ways and are ornamental and useful for interior trimming as well as for window pieces.

Now that the season when dark goods are displayed has come around again, the trimmer needs to be particularly careful about his displays of dark goods, which should be so massed as to make them as bright and lively as possible, and to take advantage of all the color in them. To get a bright, lively effect with dark goods is a particularly useful and valuable faculty for dark days when the grayness of the skies and the somber quality of the atmosphere make color particularly grateful.

The place for a man to study color is in the woods and the fields, where he can see all the varied combinations that nature makes of the material at her disposal. The autumn leaves are always beautiful examples of harmonious coloring, whether studied singly or collectively. The manner in which one color runs into another, and how the duldest color is made to enhance the brilliancy of the total effect, can be learned with accuracy from a study of Nature herself. Color charts are valuable as guides, but color charts can never give those daring, original, startling and vigorous color combinations that nature produces with such abundance, and that wait only for the intelligent eye to fix upon them to command wonder and delight. Freshness of the color sense, constant originality and power in the production of color effects cannot be had except by the study of Nature. These are the indispensable characteristics of a successful window trimmer as of any successful artist.

A merchant ought so far as possible to put the work of trimming the windows in the hands of one man and hold

him responsible for them. Windows where everybody tries a hand are like soup made by many cooks—spoiled. The man in charge of the windows should be given an opportunity to study the work done in other stores and by other trimmers and encouraged to try effects that will be of a character different from effects already used. If the trimming of the windows is worth doing at all it is worth doing well, but nothing is done well in which there is no personal responsibility or pride felt. If a trimmer does his work well, don't be mean and take the credit to yourself or divert it to someone else, but deal fairly by him. It does not make you popular with your patrons to know that you are unjust to your employees.

The value of metal fixtures for windows can hardly be overestimated. The various effects that may be secured by the changeable fixtures enable the window trimmer to present some new feature each week. There are a number of manufacturers who put out these metal fixtures at a moderate cost. The handsomest is the circular stand which has a pyramidal shape. This stand may be reversed to form an arc or a square. The little clasps which hold the goods may be turned in any direction, allowing a wide scope of display. To the dealer who devotes much attention to his windows these fixtures are invaluable.

The use of tropical plants in interiors has become a fad, and a very pleasing one it is. Some interiors are made bowers of beauty by an array of palms, potted plants and vines. These flowers are so skillfully made of artificials that it is impossible almost to detect them from the products of nature. The handsomest palms are manufactured and have the advantage of the natural production that they require no hot house air nor careful attention. A little attention from a duster daily and a little brightening up with a damp cloth will keep them fresh for years. The prettiest vines and ivy branches may be secured from finding dealers for nominal cost. Large bunches of flowers of rare beauty are to be had from nearly any dealer in store fixtures. A few dollars expended in the purchase of flowers will be more than returned in one season by the drawing power of your interiors.

Bees as Poachers.

A very interesting case has originated at Warwick, N. Y., and if the decision is sustained on appeal, a most important precedent will be established. Bees owned by one person punctured the peaches of another while they were ripening, extracting the juice from the fruit, thus destroying it. The plaintiff placed his damages at \$250.

Local experts gave testimony in both peach growing and bee keeping. The justice gave judgment to the plaintiff to the amount of \$25 and costs. If the case is sustained, it will render the owners of the bees liable in damages for their incursion on the premises of other property holders, the same as horses, pigs, and other trespassers. A few years ago a suit was brought in Delaware county against a farmer to recover on a claim for pasturing bees. The plaintiff alleged that the bees had no right to obtain sustenance and material for making honey for the benefit of the owners from his property without compensation. The contention of the plaintiff was sustained and judgment was entered.

According to good authority the largest sturgeon ever taken was caught recently in the North Sea. He weighed over 640 pounds, measured a trifle over 11 feet and had a girth of 5½ feet.

The Only Thing.

He—Nothing could ever come between us, could it, dear?

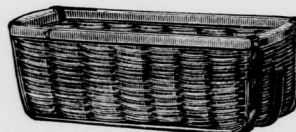
She—I can't think of a single thing, unless I should happen to become engaged to some other man.

GOOD FOR 25¢
IN MERCHANDISE
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.

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.

Ballou Baskets Are Best



Is conceded. Uncle Sam knows it and uses them by the thousand.
We make all kinds.

Market Baskets, Bushel Baskets, Bamboo Delivery Baskets, Splint Delivery Baskets, Clothes Baskets, Potato Baskets, Coal Baskets, Lunch Baskets, Display Baskets, Waste Baskets, Meat Baskets, Laundry Baskets, Baker Baskets, Truck Baskets.

Send for catalogue.

BALLOU BASKET WORKS, Belding, 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.

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.



Crushed Cereal Coffee Cake.

Better than coffee.
Cheaper than coffee.
More healthful than coffee.
Costs the consumer less.
Affords the retailer larger profit.
Send for sample case.
See quotations in price current.

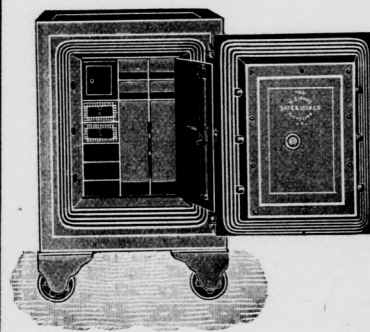
Crushed Cereal Coffee Cake Co.
Marshall, Mich.

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, write us for prices.

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

The National Safe and Lock Co.



Manufacturers of

Fire and Burglar-Proof safes, Vault doors, Safety deposit boxes, etc., etc.

Write us for cuts of our

\$35 and \$45

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.

129 Jefferson Ave., Detroit, Mich.

Decline and Disappearance of the Whale Oil Industry.

A customer with a kerosene can suggested the thought and, when he had left and the grocer had gone back to his desk, he said: "I wonder what we should do if we had to go back to the old whale oil times for lamp fuel. I haven't had any whale oil nor sold any for years and every once in a while I get to thinking about it. I wonder if the business is carried on now at all. It was all we had once except the old tallow candle and that takes me back to the old farm where part of the house-work used to be candle dipping. I've dipped 'em lots of times. Never saw 'em do it, eh?"

"Well, after the tallow was melted, it was put into a deep kettle. Then every farm house had a supply of 'candle rods,' sticks two feet long and the size of the little finger—they could be used for something else and when they were hickory, they hurt! The rods were placed across the mouth of the kettle an inch or so apart. Candlewick, twice the length of the candle was doubled and slipped upon the rod about two inches apart—as many of them as the mouth of the kettle would allow. Then, a rod at a time, the candles were dipped into the melted tallow. After one dip the rod was put by to cool, the next one taken and then the next until each rod of candles had had its turn, when the second round would be given. This was kept up until the candles were large enough and another set was made.

"After a while the candle mould was invented, which hastened the process; but, in the opinion of many, made a poorer candle. The mould was made of tin, candle-shaped, and when the wick had been adjusted, the lighting end down, melted tallow was turned into the mould and the moment the tallow was cold it was ready to be removed. I guess I've got around the house somewhere an old pewter candlestick that my grandfather used to have.

"It was a great change from the candle to the oil lamp. To give you a fair idea of that, you want to take a couple of tin tubes, two inches long, about as big as a lead pencil. These, side by side, passed through a fixture with a screw, like the common kerosene lamp. Through the tin tubes cotton wicking was drawn, the lamp was lighted and there you were. The wick was lowered or lifted by a pin through a slit made in the tubes. Not a brilliant light? You had to light one lamp to see if another one was burning! and I have seen my mother sewing by one of them and she had to hold her cloth four inches from the flame to see. It's a wonder she didn't put her eyes out. Coal oil came into use soon after that, as soon as people got over being afraid of getting blown up by it. It was the oil well that put an end to whale oil, and I haven't seen any for years."

The business is on a steady decline. From 1850 to 1875 the industry felt from 100,000 barrels of sperm oil to 42,000 and from 300,000 barrels of whale oil to 35,000. From 160 American vessels engaged, there are now 48 vessels and more than one-third of these sail from San Francisco. Sperm oil that sold for 60 cents in 1890 brings 47 now and whale oil sells for 45 cents instead of 47. In the Eastern States—once the center of the business—New Bedford being the capital of oildom—there is little market for whale oil or sperm oil, whatever interest there is having taken up its abode on the Pacific. The latest whaling voy-

age is reported from San Francisco, which resulted in the capture of thirty-two whales. A few old whalers about New Bedford still cling to the business with varying success, but its death is only a question of time. The last report of the Commissioner of Navigation at Washington gives the number of steam vessels in whaling fisheries as ten, with a total tonnage of 4,117. They were "documented" at San Francisco, and this means that the city at the Golden Gate will see the light go out which did its best, little as it was, to keep the world from darkness.

The Drug Market.

Opium—Is quiet and the market is easy.

Morphine—Is unchanged.

Codeine—Is scarce and very firm.

Quinine—On account of the advance of 5 per cent. in the price at the bark sale at Amsterdam last Thursday, one American manufacturer advanced his price 10 per ounce. Manufacturers are not pushing sales. Other foreign and domestic brands are expected to advance in the near future.

Alcohol—Has again advanced 2c per gallon.

Glycerine—Is very firm and advancing a fraction of a cent at a time. Higher prices will rule later on.

Balsam Fir—Has again advanced, on account of scarcity.

Juniper Berries—On account of poor crop, have advanced and are very firm.

Essential Oils—Lemon has advanced 10c per lb. Sassafras continues to advance, on account of small stocks. The peppermint crop is reported short and prices are tending higher. Wormseed has declined.

Asafoetida—Better grades are scarce and firm and tending higher.

Camphor—Is very firm. Japan is out of market.

Buchu Leaves—Have advanced, on account of small stocks and are tending higher.

Seneka Root—Is in short supply and higher.

Linseed Oil—Has declined, on account of competition.

An Observant Man.

"How does it come," the pretty grass widow asked, "that you never married?"

"Well," said the rich bachelor, "you see, I had five brothers."

"Yes?"

"All older than myself. In fact, my brother who is next to me in the family was ten years old when I was born."

"But I don't see what that had to do with your prejudice against matrimony."

"Wait! They got married before I could have a chance, and I've always had a habit of noticing things."

So she walked away.

Cork and poplar are the lightest woods in the world and promegranate one of the heaviest; it is more than one-third heavier than water.

Walton Cranberry Marsh For Sale

In consequence of advanced age I wish to sell my Cranberry Marsh at Walton.

New store house, filled with fine crop berries. Correspondence, or better still, personal examination solicited.

D. C. LEACH, Walton, Mich.

Geo. S. Smith

99 N. Ionia St.

Phone 1214

Grand Rapids, Mich.

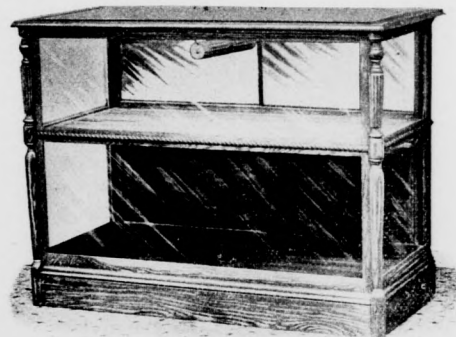
MAKER OF

Store and Office Fixtures

We make to order only. We make them right, too. Maybe you wish to know more about it; if you do, send in your plans and let me figure with you. If I furnish plans I charge a fair price for them, but they are right.

GRAND RAPIDS FIXTURES CO.

Cigar Case. One of our leaders.



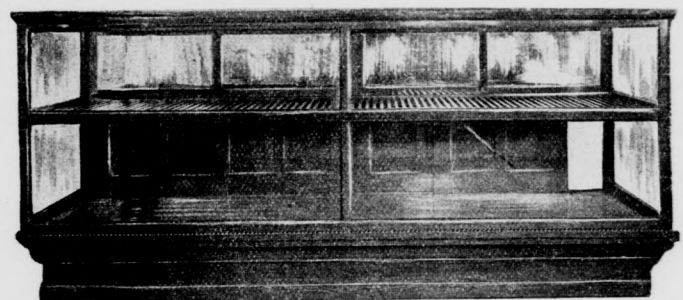
Shipped knocked down. First class freight.

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.

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

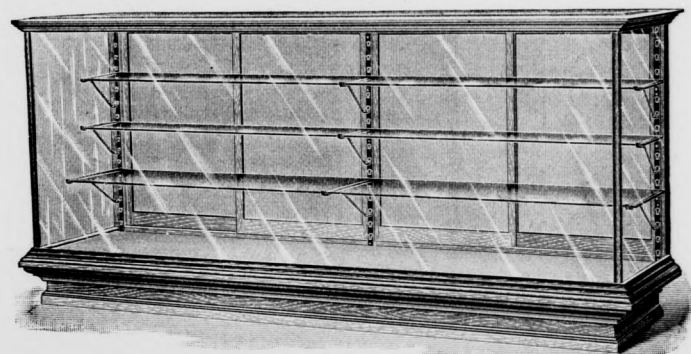


The above cut represents our Bakery Goods Floor Case No. 1.

These cases are built of quarter sawed white oak handsomely finished and fitted with bevel plate glass top. These cases have several new and interesting features. We guarantee every case sent out by us to be first class. Write for prices. With parties contemplating remodeling their stores we solicit correspondence, as we will make special prices for complete outfits of store fixtures.

McGRAFT LUMBER CO., Muskegon, Mich.

OUR BUSY SALESMAN NO. 250



We manufacture a complete line of fine up-to-date show cases. Write us for catalogue and price list.

BRYAN SHOW CASE WORKS, Bryan, Ohio

Commercial Travelers

Michigan Knights of the trip
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.

Gripsack Brigade.

A. F. Peake, formerly Michigan representative for D. B. DeLand & Co., of Fairport, N. Y., is now on the road for the Jackson Shirt & Novelty Co., of Jackson.

Sault Ste. Marie News: Thomas Lindsay has resigned his position with the Michigan Lake Superior Co. to take a position as traveling salesman for the J. B. Sperry Hardware Co., of Port Huron. His territory will be the northern part of Lower Michigan and the Upper Peninsula.

Geo. Fisk, formerly traveling salesman for the Michigan Leather Co., of Detroit, has accepted a similar position with the Cappon & Bertsch Leather Co., of Grand Rapids, visiting the same trade as before, which comprises the territory of Detroit, Saginaw and the eastern part of the State.

Cassopolis Vigilant: J. H. Farnum has received notice from the C. B. Cones & Son Manufacturing Co., of Indianapolis, that its line of spring samples would be ready for him Oct. 1. Mr. Farnum has traveled for this firm fourteen years, but is now obliged to resign his position, on account of the poor health of Mrs. Farnum and has accepted employment with the Cassopolis Manufacturing Co.

It is reported that there will be a change in the management of Sweet's hotel next spring, when the lease of Landlord Rice expires. John E. Killian and W. E. Partlow have both done some figuring with the Old National Bank, the owner of the property, but it is understood that the officers of the Bank are inclined to favor an outside applicant who has ample capital to re-furnish the hotel from cellar to garret.

At a meeting of the Grand Rapids traveling men, held at Sweet's Hotel last Saturday evening, it was decided to invite the Michigan Knights of the Grip to hold its annual convention in this city on Thursday and Friday, Dec. 27 and 28. A motion was made that the chairman appoint a committee of three members to solicit funds, of which he himself should be one, whereupon Chairman Jones named as the other members of the committee Geo. F. Owen and Leo A. Caro, who have already entered upon the work of securing the necessary funds to render the event a success.

A certain landlord in Eastern Michigan has his own farm, but even then can't furnish a pure flavored egg, "cos his hens won't do nuthin' but set." The trouble is he is afraid to go to the barn and collect them because he knows the hens are laying for him. The milk is thin, "cos the all-fired cows are forever and eternally eatin' bitter weed; never seen sech cows." Still he has the credit of raising the most pugna-

cious brand of bedbugs in the State. A traveling man who was so indiscreet as to mention the bug situation to a groceryman in the same town excited the ire of the landlord to that extent that he consulted a lawyer to ascertain if he could not sue the traveling man for bigamy or arson or defamation of character.

A certain traveling man who filed a complaint against a certain hotel recently received the following letter from the landlord: "Your complaints in regard to my house received and in reply will say all you kickers have to do is find another place to stop when in—again. Those who think they don't get their money's worth, I would be very much obliged to them if they stay away. If I ever find out who the fine gents are that have made such unjust complaints I will remedy such with the warmest reception the gents have received in a long time, and I can assure you they have never been accustomed to a good meal and, of course, don't know when they get one. I hope you will investigate a little further before making another complaint about my house."

Pleasantries of the Road.

A poet once sang, "Oh, that I had the wings of a dove." I have seen the time, when stopping at certain hotels, that the wing of a chicken would have been cheerfully accepted as a compromise.

* * *

One day a traveling man entered the dining room of a would-be fashionable hotel, sat down and asked the waiter: "What have you got for dinner?" Waiter replied: "Roastbeef, fried chicken, stewed lamb, hashbaked and fried potatoes, cottage pudding, milk and coffee." The traveling man said: "Give me the third, fourth, fifth, sixth, eighth and nineteenth syllables."

* * *

Some time ago a traveling man took dinner at a German hotel in a town near Saginaw. Sausage was on the bill of fare. Of course, all hotels present their bills which is not always fair. Two months afterward this traveling man had occasion to stop at the same hotel; they again had sausage for dinner. He remarked to the hotel man, "It occurs to me that this sausage is better than what you had two months ago." The hotel man said, "Yes; there was a man came by here the other day and he gave me a 'pointer.'"

* * *

Some months ago a traveling man stopped at a hotel, and, being shown to his room by a colored boy, looked around and saw a coil of rope by a window and a Bible on the table. He said "My boy, what is that rope for?" The boy replied: "To use in case of fire."

"And what's the Bible for?"
"Dat, boss, is to use in cases what the fire has advanced so far dat you cain't use de rope."

* * *

A traveling man was once washing his face in the toilet room of a hotel. The towel with which he was trying to dry his face was only one foot wide, one foot long and nearly a foot thick. He complained to the hotel man that the towel was too short; he could not dry his face. Whereupon the hotel man consoled him by remarking that he should use less water.

* * *

A Pullman porter, while preparing a berth for a traveling man, before placing the "pillers," asked the traveling man if he wanted to sleep head first or feet first. The traveling man replied that he would rather sleep all over first.

The Grain Market.

Wheat has been the all absorbing topic during the week and prices have been very irregular, but yielded only very little. The large visible seems for the present to deter longs from buying, while the short element are only putting out small sums for scalping. They are also afraid of doing much, as there is not much back to replace should any kind of demand spring up, as the spring wheat in the Northwest seems to be in a deplorable condition on account of the wet weather that they have experienced, and no amount of dry and seasonable weather can repair the damage. In all probability they will have to get seed from other sources than at home; at least, that is the report. Over 30 per cent. of the small amount raised is unfit for flouring purposes. The receipts have been only one-half of what they were a year ago and are growing daily less. Duluth claims they might as well close their elevators and wait for next year's crop. They have a little wheat of the 1899 crop, but not nearly enough to supply what is needed. Minneapolis is getting Kansas wheat to help out for the present, but these matters have been gone over several times, so we shall wait for further developments in regard to the spring wheat situation. Good winter wheat is also getting scarcer. Locally, there is not much wheat moving, but what does come along is getting better, as it is being better cured. As to prophesying prices, we will let the future take care of that. We might mention that the visible increased only 416,000 bushels, while at the corresponding time last year the increase was over 2,000,000 bushels. Before long there will be a decrease instead of an increase.

Corn held its own well, as I predicted. The September corner was a grand fiasco, as September closed very tame. The small increase of only 170,000 bushels had a steady effect on the market.

Oats, contrary to all expectation, showed a decrease of 234,000 bushels, which advanced the market fully 1c per bushel.

Rye was easy. Sales were made at last week's prices, but only choice can be moved.

Flour trade showed signs of improvement in demand and prices are firm and a slight advance can be recorded.

Millstuff holds up remarkably well. The foreign demand is good and sales of nearly 1,000 tons are reported for export.

Receipts of grain during the month have been: Wheat, 205 cars; corn, 19 cars; oats, 46 cars; rye, 5 cars; flour, 6 cars; beans, 1 car; hay, 5 cars; straw, 4 cars.

Receipts during the week: wheat, 69 cars; corn, 1 car; oats, 10 cars; rye, 4 cars; beans, 1 car; hay, 5 cars; straw, 4 cars.

Millers are paying 75 cents for wheat.
C. G. A. Voigt.

Missouri Honey Crop Short.

One of the largest bee raisers in Missouri estimates the honey crop of that State at half of what last year yielded. The season has seemed favorable, the flower blooms have been numerous, but there seemed to be something in the atmosphere preventing the bees from working. The crop will be \$100,000 less than it was last season.

Any man who uses a Bell telephone, when an independent line is within reach, stultifies his manhood and stamps himself as a time server.

Business Wants

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

BUSINESS CHANCES.

WANTED—3 HARDWARE AND 2 BOOTS and Shoes. Must be bargains. Clark's Business Exchange, Grand Rapids. 538

FOR SALE CHEAP—COMPLETE SHINGLE mill taken for creditors. Address W. E. Ryan, 409 Widdicombe Bldg, Grand Rapids, Mich. 536

FOR SALE—COMPLETE 22 FOOT, TWO cylinder, 4 h. p. gasoline launch; in water only two months; regular price \$650. Will sell cheap for cash. R. E. Hardy, 1333 Jefferson Ave., Detroit, Mich. 535

FOR SALE—FINE GARDEN, FRUIT AND poultry ranch, large dwelling and out buildings. Address Box 353, Constantine, Mich. 539

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 Spathe, 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—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 Gogebie county. Address J. M. Whiteside, Bessemer, Mich. 523

FOR SALE—GENERAL MERCHANDISE stock, including 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

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. Medalle, 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

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 at 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—REGISTERED DRUG CLERK at once for small town: good position for right party. State reference and wages expected. E. S. Wiseman, Remus, Mich. 537

DRY GOODS SALESMAN WANTED. Address C. J. L., Box 193, Paw Paw, Mich. 534

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

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DUPLICATES OF
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