

# MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, OCTOBER 10, 1900.

Number 890

**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.

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

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Books arranged with trade classification of names. Collections made everywhere. Write for particulars.

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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

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**Grand Rapids FIRE INS. CO.**

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## 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.

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### A LESSON IN GERMAN.

The "beef critter" had been slaughtered and cut up by a man who did not know how. It had been brought to the market bloody and dirty. The hide, hair side out, was thrown over it, making it all in all as sickening a sight as a beef eater would care to look at. Negligence was everywhere conspicuous and the vegetables, which made up the rest of the load were rendered repulsive by the meat mangled and stained with clotted blood.

Last week a visit to a butcher's shop, where more of the same experience might have been expected, was a pleasure, if not a delight. The whole list of meats were ready for the customer. Beef and mutton and fowl and fish in every form were exposed for sale and every one of them was a pleasant object to look at. Neatness, in the first place, had taken the establishment in hand and, aside from the flowers that had just come in from the garden, the shop was as sweet as the air outside. This was not all. The butcher had had an eye to the arrangement of his meats—artists call it composition—and more than one subject of still life could have been taken for the canvas had the artist copied it exactly as the trained hand of the butcher had left it. The whole was, indeed, a lesson in German, which many a butcher, American born and bred—if it can be called that—could have studied to advantage and would have profited by if the lesson had been well learned.

It is much to be feared that in the matter of learning a trade the Old Country trained man is far ahead of his American competitor. The American fondly believes that he knows intuitively all that there is to be known. The German claims to know nothing. The American pretends to "start in on the ground floor and work his way up." The German insists on beginning in the basement. In six months if Young America does not find himself the proprietor of a stall he believes himself abused. "Somebody is down on him" or working against him. Six months

finds the German boy getting used to his surroundings. He is still in the basement, more than ever convinced that there is more in the business than he supposed, and patiently plods on towards the foot of the stairs, that one of these days will take him to the first story of his business. There is no thought in his mind of "cutting a corner." He'll get there some time. There is dirty work always at first and he does it. Slowly but very surely and with a world of painstaking he works towards the end and then one day, to the great joy of everybody and especially of himself, he finds that he knows all about the business and is at last ready to "set up for himself."

Ready! When a German reaches that point, there is no need of having an examination or of going behind the returns. If he is a student he has gone over his chosen field of scholarship slowly and patiently and knows about it all there is to know. His critics may say that he is a fool outside of his doorway; but it is equally true that he makes no pretensions to anything else, and, to his credit be it said, as an expert in this day and generation when experts are wanted and when no one else will do. If he is a merchant he will be authority in all that pertains to his line. If he is a butcher he has studied the business as one of the fine arts, and lo! the pleasing picture that greets the customer who comes in to order his joint for dinner.

It hardly need be said that this lesson in German is one which Young America should oftener learn. Patience is not one of the Nation's virtues. The idea of going off half-cocked has too much home encouragement. Chance sometimes makes a hit, but only sometimes. There is too much learning the multiplication table after the boy has gone into business. He becomes a specialist before he has any general training. He thinks he knows everything, but finds that he is sure of nothing. What he wants, and certainly should have, is a good lesson in German, from the basement up, and then, no matter what be the form of development, he will be a credit to himself and to the world at large.

A British temperance journal has been publishing a prescription for "a substitute for brandy" in cases of faintness or severe pains. It consists of "equal parts of the strongest tincture of ginger, sal volatile and chloric ether." Temperance people have had the recipe printed on cards and distributed with the injunction: "Pass it on." The Lancet cruelly points out that brandy usually contains about 50 per cent. of alcohol, whereas of the temperance ingredients the tincture of ginger is essentially pure alcohol, the sal volatile contains alcohol in the proportion of six parts out of nine and one-half and the chloric ether has 95 per cent. of alcohol. The mixture, therefore, contains 83 per cent. of alcohol, compared to 50 per cent. in brandy, and, as the Lancet has no doubt, is extremely efficacious.

### GENERAL TRADE REVIEW.

After several months of dulness with a remarkably steady maintenance of values there is at last a change to a condition of healthy movement and a slow advance in the average of quotations. For two weeks the advance in railway securities was a substantial one of \$1.99 per share and industrial stocks fared even better, rising \$2.12. Five principal traction and gas companies scored a rise of \$3.35 per share. Following the general theory that speculative values must suffer during a presidential election, few were predicting any material change before next month. The fact of the change, with so many apparently adverse influences still in operation, shows that the general business strength, since prices of materials have again reached their normal basis, is such as to override the ordinary hindrances. Railway earnings still continue to show a monthly gain over last year, as last year showed over 1898.

Orders for iron and steel products are coming out more freely, and it is apparent that purchases are less retarded by the political situation. Many contracts were placed during the last week that had been expected to be postponed for a month longer, but an enormous tonnage is still held over the market. Furnaces and mills are making preparation for the activity that is confidently anticipated during the two closing months of the century. The disposition to delay operations will cause an embarrassing rush when the season opens. Many fairly large domestic orders for rails, cars, bridge materials, ship plates and structural forms of all kinds were reported at unchanged prices, and export orders continue satisfactory. In pig iron, however, concessions were secured, partly owing to the slow demand, but more because of lower freight rates at the South, which made closer competition at receiving points. More hands are now employed in this industry than at any time since the sharp fall of prices last spring and underlying conditions appear satisfactory. Lower transatlantic freight rates are expected and this will facilitate the steady development of export business in these products.

In textiles the showing is not so favorable, as the disparity between the prices of raw materials and the manufactured products still hinders production and sales. Prices of wool begin to yield, but cotton scored a small advance. A few grades of cotton goods have been advanced, but many spindles are waiting for a change in price situation. The boot and shoe trade is showing a more decided improvement, especially in the East. Stocks have been permitted to run so low that orders are urgent for immediate shipment. The change in the shoe situation is reflected in an improved leather market.

The hay fever is forgotten in the silly season when straw votes are being taken.

Helping others inspires a man to hustle and help himself.

## Village Improvement

### Shrubbery As a Means of Securing Privacy.

It may be a trait of humanity—it certainly is of Anglo-Saxon humanity—to want to be with the crowd and not of it. We like a hammock on the veranda or under a tree on the lawn, but a curtain of leaves in either case must hide us from the street to give a sense of seclusion if nothing more. We like a fence to guard us from the highway, be it only a wandering vine. It fixes a limit. We know where we are and, what is quite as important, we know where the crowd is and where it will probably remain. The same idea follows us into the street. Custom, in most instances, has decreed that that wayside is best where from fence to fence there is only a straight road bordered with fairly trimmed stretches of grass.

This idea is changing. Shade is comforting; and the tree that produces it is getting to be more and more insisted on, even by the practical, who are getting to see a money side in the shade tree beyond its price per cord. So the tree is planted by the roadside and it adds to the street comfort and beauty and a little of that idea of protection which the gate and the vine fence give. It has been noticed, whenever an old road has become neglected and the blackberry vines and the alders invade the roadside and the road, that the buggy, unless on business, follows the almost hidden path, and that at sunset the young people in pairs invariably turn toward the briar-barred, alder-darkened road that leads away from the village. The spirit of Middle Age England is unconsciously seeking the protection of the castle wall where, unseen, it can saunter and dream.

That idea is growing. It is creeping into the city. It is getting tired of that monotonous strip of grass, kempt or unkempt, between the curb and the sidewalk. It is wondering why it would not be better to listen to Nature's teachings and let the wild plants grow there which thrive so where there is no lawn mower to molest and make them afraid and no omnipresent hose to strangle them three times a day. If there is still in the heart of the American Anglo-Saxon a desire to walk at eventide behind a barricade of shrubbery, why not gratify it and plant between the sidewalk and the street the dogwood and the hazel and others of their kind and brighten the sod with the wild rose—what a place and what a chance to fill the air with the exquisite fragrance of the sweet briar!—the golden rod and the lupine? It would be fine in the city and infinitely finer in the village. Delightful by day in the sunshine, in the golden light of sunset and when "russet eve" comes on, or later still in the moonlight, it would be far lovelier, and the attractiveness of a village so adorned would better the village life in the first place and tend greatly to increase the number of its inhabitants, if that be an object worth working for.

It is a homely adage and one with much truth in it, that "every kitchen must have its sink drain." The farm, the house in the village, the city backyard have places useful, convenient and—ignominious! They are essentially spots, not necessarily foul, but good places to hide. The pig pen is not a thing of beauty; but give the shrubbery a chance at it or a wandering vine free rein and the eye will never see, nor mind think of, anything beyond the rich

green leaves and the sweet-lipped blossoms. A rock has become an eyesore and, as a part of the earth's foundation, it can not be moved; but the clematis will trail over it a network of the daintiest leaves and blooms and the virgin's bower will hide it with the darkest green until October turns it into the deepest crimson. The drain which has given life to the adage is as rank as the offense of Hamlet's uncle and, like it, smells to heaven; but, guarded by a hedge of spiraea and pokeweed, the necessary evil is robbed of its unsightliness and a charm is given to one of the earth's foul spots. There is one of these drains at a roadside farm house, readily located, where rose bushes are made to do the double duty of concealing and pleasing, and it is not unusual, when June has crowded the bushes with her best, to see the passing traveler stop to admire the beautiful sight and beg a blossom.

It is sometimes thought that a tree in the dooryard is all that is needed to make the place beautiful, and yet there is something lacking. The green does not seem to be in the right place. There are, so to speak, "bare spots," that trees and vines can not cover. Something is left out and hints very strongly of that vacuum which Nature so thoroughly abhors. In spite of the tree and its shade the outline of the house is too decided. Something is wanted to balance the picture which every home is intended to present. What is the something?

The physician with the patient in charge is the best authority, but the indications seem to call loudly for an immediate application of shrubbery. Would a cluster of lilac bushes relieve the bold outline of the house? The syringa, lifting its sweet blossoms into the sunshine, will do its part. The barberry bush, hung now with reddest of coral, will brighten the bare spot if it may, and even the red osier, common as it is and easy as it is to transplant, will make the lawn beautiful if it be applied to and time be given to let it do its work.

These are changes which only a little study will suggest to those who are interested in making the surroundings of home attractive anywhere. The idea of cost need never enter into the calculations, if a pair of willing hands be found to carry out a well-directed thought. The woods and the fields stand ready to render up their best for the coming after, and the care they need—it will be found to be but little—will soon make the desert blossom like the rose.

### Mustard as a Substitute for Electricity.

From the Rochester Union and Advertiser.

A number of people in this vicinity have been imposed on during the past week by a slick stranger, who had what he called an electric belt, which was guaranteed to cure any number of diseases by simply wearing it. Those who have done so say that they could feel a burning sensation, but that they did not get the promised relief, and finally one belt was dissected, when it was found that the "electricity" was generated from a strip of mustard plaster under a covering of thin cloth. It is not known how many were taken in by this slick individual, as people as a general thing do not like to own up to being fooled, but it is believed he did a good business.

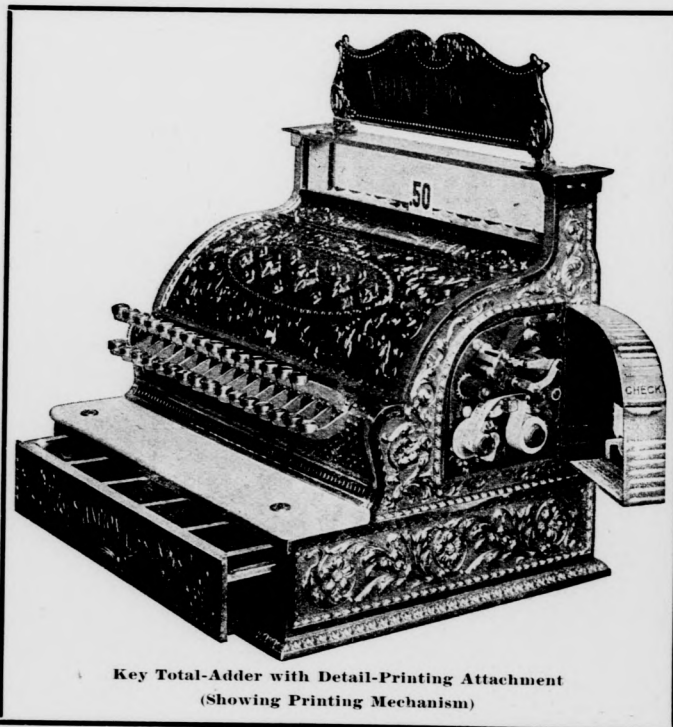
### Separable Name for Twins.

Biggs—What do you call your twins?  
Diggs—Henrietta.  
Biggs—But that's only one name.  
Diggs—Yes, but we divided it between them. We call the boy Henri and the girl Etta. See?

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Prices \$25, \$35, \$50, \$65, \$80, \$100 and up.



We make the only Total Adding, Itemized Record and Check-Printing Cash Registers in the world. They combine convenience, protection and information.

They not only give you the total of each day's business, but also the amount of each sale as it is made, thus showing the total amount of the day's sales and also a separate record of each transaction, including cash sales, credit sales, money received on account and money paid out.

All these records are made by one simple pressure of the finger on the registering key. It is impossible to open the cash drawer without making a printed record.

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Drop us a postal, or call at our Grand Rapids office, and our representative will gladly give you further information regarding these registers. This will place you under no obligation to buy.

## National Cash Register Co.,

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THE DAIRY INDUSTRY.

Wonderful Development of the Past Twenty-five Years.

Washington, Oct. 8.—During the Nineteenth Century the dairy industry in the United States has probably advanced more than any other branch of agriculture. Butter and cheese to-day constitute one of the chief exports of this country, and the great creameries in the North and West have been remarkably successful for the last quarter of a century. Dairy schools have been established for the training of young men to become skillful operators of the modern buttermaking machines, and the industry's development generally has been watched with the keenest satisfaction by agricultural experts.

Dairying was practiced in this country in Colonial times, butter and cheese being mentioned among the earliest of American exports. But in those days it was only a feature of general farming, while now it is an important industry; in fact, entire farms of many hundred acres are devoted exclusively to it. This progress has all been made during the last three-quarters of this century, for in 1825 the same crude, inconvenient implements for churning were employed that had been brought to this side of the ocean by the Pilgrims years before.

The following twenty-five years, however, marked a period of much improvement in the dairy business, and many of the old fashioned churns were abolished, to be supplanted by the modern inventions. The demand for dairy products had materially increased, the small towns and cities had to be supplied with milk, and there was an extensive market for butter and cheese. Farmers awakened to the fact that there was much profit in the dairy industry, if conducted properly, and went to work to study the best methods of curing the cream and utilizing skim milk in various forms. Better care was taken of their cattle. Cattle were imported into this country from all over the globe, and were scientifically bred and developed into excellent milch cows. Condensed milk had been perfected, creameries were established and there began to grow a large export trade. Dairy organizations were incorporated for the mutual benefit of the farmer and the manufacturer, so that when the war broke out this business had made so much headway that skillful dairymen were able to meet the demands of the time, and accordingly became very wealthy on the profits of a comparatively new industry in the United States.

Since 1875 developments have been marvelous, owing chiefly to the invention of machines such as the centrifugal cream separator and the Babcock tester. These appliances may be operated by any person of average intelligence more economically and with less waste than could the old-fashioned churning machines. The Babcock tester has facilitated the analyzing of milk in a quick and easy manner without employing any chemicals. Numbers of other apparatus of less importance have been placed on the market, all of which have had a tendency to simplify dairying.

There is only one feature of the business which has not as yet been changed, and that is the method of milking. Although numerous attempts have been made and patent after patent has been granted no mechanical contrivance has been a practical success as a substitute for the human hand.

Cheese and buttermaking for the market has been bodily transferred from the realm of domestic arts to that of manufactures. There is practically no cheese made in this country by the farmers and the towns and cities are supplied with butter by the creameries. But the farmers have a good market for their milk, being enabled by the present railroad systems to deliver it without inconvenience in so short a time that it is in good condition when it reaches a destination. In certain portions of the country farmers constitute the majority of stockholders in the neighboring creameries and are compensated for their milk by the earnings of the butter

factory. This, however, is not so much the case now as it was twenty years ago. One advantage the farmer had when he was interested in a creamery where he delivered his milk was that the by-products of dairying were always disposed of, and of course he received a proportionate share of the net proceeds. Especially within recent years there has been great development in the commercial uses of the by-products of dairying. Until within the last two decades enormous quantities of skim milk and buttermilk from the creameries and whey from the cheese factories were absolutely wasted. Farmers could make use of these by-products by feeding them to cattle. But the factories had no desirable method for their utilization or disposition. To-day the albumen of the skim milk is extracted and used in various ways. It is prepared as a baking supply and a substitute for eggs, as the basis of an enamel paint, as a substitute for glue in paper sizing, and it is also solidified so as to make buttons, combs, brush backs, handles, electrical insulators and similar articles.

It is also interesting to note, according to a publication of the Agricultural Department, that it has required from twenty-three to twenty-seven cows to every hundred of the population to keep the country supplied with milk, butter and cheese, and to provide for the export of dairy products. The export trade has fluctuated much, but has never exceeded the produce of five hundred thousand cows. With the closing years of the century it is estimated that there is one milch cow for every four persons. This makes the total number of cows about seventeen million five hundred thousand, a million and a half of which are in the State of New York. It requires an army of three hundred thousand men working continuously for ten or twelve hours a day to milk the cows kept in the United States.

They Bet and Both Won.

He was a bashful youth, and when he tried to frame a proposal to the girl of his heart his tongue glued itself to the roof of his mouth and refused to be loosened.

One day they talked of politics. And then of political bets. His eye suddenly brightened.

"Wh-what do you say," he stammered desperately, "to making a little bet with me?"

"I've no objection," she sweetly answered.

"Then," he went on, "let's go ahead and make a bet. If McKinley is elected you w-will argee to m-m-marry me!" He could get no further.

But she nobly came to his rescue. "I'll make a bet, too," she softly murmured. "If Bryan is elected you will agree to marry me."

There was a brief silence. Then a queer smile struggled across the face of the agitated youth. Another smile lighted the countenance of the happy maid.

"Why wait for the election returns?" he chuckled.

"Why, indeed?" she echoed.

And they were married the next week.

Serious Drawback.

"Why that serious, anxious look upon your face?" banteringly asked the short-haired woman.

"I can't remember where I stuck my gum," replied the man in the pink shirt-waist.

You ought to sell

**LILY WHITE**

"The flour the best cooks use"

**VALLEY CITY MILLING CO.,**  
GRAND RAPIDS, MICH.

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Old Reliable

**Grand Rapids Business University**

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A. S. Parish, Grand Rapids, Mich.

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.

Double  
the  
Stock

of Robes and Blankets are here for you to choose from as we had last season and we thought we had a pretty good stock then. Especial, good things in blankets. If you have not a price list we will send you one. It is a good time to place your order if that important thing has not already been done.

**BROWN & SEHLER**

Grand Rapids, Mich.

**OLD RELIABLE B.L. CIGAR**  
ALWAYS BEST.

GAS AND GASOLINE MANTLES

We are the only Manufacturers, Importers and Jobbers in this line in Michigan, and carry every make, brand or priced good Burners, Chimneys, Shades, Mantles, etc. We guarantee our prices the lowest. Send for sample order. Our goods and prices will please you.

Glover's Unbreakable and Gem Mantles are the best.

**GLOVER'S WHOLESALE MERCHANDISE CO.,**  
GRAND RAPIDS, MICH.

**BOUR'S**  
**COFFEES**  
**MAKE BUSINESS**

GOLD MEDAL, PARIS, 1900

**Walter Baker & Co. Ltd.**

PURE, HIGH-GRADE

COCOAS AND CHOCOLATES



Their preparations are put up in conformity to the Pure-Food Laws of all the States.

Under the decisions of the U. S. Courts no other chocolate or cocoa is entitled to be labelled or sold as "Baker's Chocolate" or "Baker's Cocoa."

Grocers will find them in the long run the most profitable to handle, as they are absolutely pure and of uniform quality.

In writing your order specify Walter Baker & Co.'s goods. If other goods are substituted please let us know.

**WALTER BAKER & CO. Limited,**  
DORCHESTER, MASS.

Established 1780.

AN EASY SELLER



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



## Around the State

### Movements of Merchants.

Corunna—O. L. Nichols has opened a feed store at this place.

Clare—J. W. Price, of Evart, has opened a harness store here.

Negaunee—A. C. Weed has opened a confectionery store in the Neely block.

Ann Arbor—Wagner Bros. succeed John M. Wagner in the meat business.

Olivet—A. D. Morford has purchased the hardware stock of John E. Wiechers.

Adrian—A. Craft has engaged in the meat business at 21 North Main street.

Detroit—Wm. Wuesthoff is succeeded by the Schehr Co. in the grocery business.

North Lansing—John S. Redhead, meat dealer, has sold out to Frank Creuse.

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

Pittsford—John McNair has removed his general merchandise stock to Prattville.

Charlotte—Emery Bros. have sold their drug stock to Mathew Murphy, of Lawton.

Detroit—Adam Olenski has sold his grocery stock and meat market to Wm. J. Johnson.

Albion—Church & Bross is the style of a new grocery firm recently formed at this place.

Waterford—Geo. Roberts, who was engaged in the grocery business at this place, is dead.

Adrian—D. C. Buck has purchased a meat market at Hudson and has removed to that place.

Fennville—M. F. Leach, of Grand Rapids, has embarked in the cigar and bakery business here.

Lansing—John Eichle & Co. have opened a Capitol Tea and Coffee store at 229 Washington avenue.

Mulberry—Geo. A. Pifer has taken a partner in his mercantile business, the style now being Fatchett & Pifer.

Plainwell—Charles Spencer has sold his meat market to Daniel Fisher and will resume the management of his bakery.

Caro—C. E. Mudge has sold his implement stock and building to Abraham Jones and will retire from active business.

Port Huron—O'Brien Bros. is the style of the new firm which succeeds John J. O'Brien in the grocery business.

Quincy—F. T. Lent, of Coldwater, has leased a store building and will open up a line of novelty and fancy goods.

Centerville—H. C. Glasner has engaged in the grocery and confectionery business, having succeeded Chas. Clowes.

Benton Harbor—H. H. Lawrence has sold his flour and feed store to Worrell & Davis, who are located in the adjoining building.

Gaylord—Geo. A. Walker has purchased the grocery, crockery and tinware stock and feed business of McFayden & Stambrough.

Marshall—Geo. Seymour has purchased at mortgage sale of the Jackson Grocery Co. the stock of groceries formerly owned by Adam Esch.

Eaton Rapids—Smith Bros. of Boston, who have been engaged in the wholesale egg business here for several years, have purchased the creamery plant and will operate same in connection with their commission business.

Tekonsha—A. W. Morris, with J. W. Randall for several months past, severed his connection as clerk in the store to engage in the dry goods business in Sherwood.

Lansing—Clyde H. Christopher, formerly manager of the R. B. Shank & Co.'s business, has engaged in the grocery business on his own account at 16 Washington street.

Kalamazoo—DeLano Allen has resigned as manager of the Co-operative grocery, the resignation to take effect in thirty days. Mr. Allen still retains his stock in the establishment.

Sault Ste. Marie—C. W. Houghton, of Bay City, has leased the new store building of Jas. Strachan for a period of two years and will engage in the produce and commission business.

Allegan—A. C. Davis, pharmacist in Tripp's drug store the past few months, has moved his family to Grand Ledge, where he will engage in the drug business in partnership with his brother.

Lacota—Murl Lull, who has been employed in the drug and grocery store of Chas. S. Hill, at South Haven, for several years, will shortly engage in the drug and grocery business at this place.

Albion—Rogers & Houck, dealers in implements and harnesses, have dissolved partnership. A new partnership has been formed to continue the business under the style of Rogers & Kennebrook.

Detroit—Lee & Cady have purchased an interest in the Telfer Coffee Co. and Glibert W. Lee has been elected President of the corporation, Edward Telfer retaining the offices of Secretary, Treasurer and General Manager.

Olivet—A. D. Morford and Mr. Pickle, of Banfield, have purchased the stock of J. E. Wiechers and will conduct a hardware and general implement business. For the present the business will be conducted in the same store, but after Pinch & Co. take up their new quarters in the Barrus block, Morford & Co. will occupy the building left vacant by them.

Sullivan—George Spoon has purchased the general merchandise stock and store building of M. D. Bunker and will continue the business at the old stand. Mr. Bunker has formed a partnership with Wm. H. Smith and Nelson P. Nelson and engaged in the wood and charcoal business at Slocum under the style of the Smith, Nelson & Bunker Wood & Charcoal Co.

### Manufacturing Matters.

Unionville—The Unionville elevator has been leased by John C. Liken & Co. H. C. Hulgrave, manager of the business for the past two years, has been retained by the new firm.

Ingalls—The creamery at this place presents to its patrons an excellent showing for the month of September. The total number of pounds of milk received during the month was 67,000.

Onaway—The Huron Handle & Lumber Co. is erecting the foundation for its mill, which will be removed from Alpena to this place. It will employ from 100 to 150 men, besides the men who work in the woods.

Unionville—Wm. Goldie, of West Bay City, will shortly establish a plug factory at this place. He has purchased 3½ acres of land adjoining the railroad and will at once erect a factory building thereon. He expects to employ about twenty men.

Escanaba—The Escanaba Woodenware Co. has installed in its factory machinery for the manufacture of tooth-

picks. The output of this department will be about twenty-five carloads per year. The patents on the machinery used are owned exclusively by the company.

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

Butchers' Advocate: The eighteenth anniversary edition of the Michigan Tradesman, issued September 12, is the best number Editor Stowe has yet gotten out. It has 100 pages of well-written articles and many excellent half-tone illustrations.

St. Paul Trade Journal: The Michigan Tradesman, published at Grand Rapids, has issued its eighteenth anniversary number, a handsome publication of 100 pages. The feature of the contents is a series of special articles from well-known business men of Michigan upon timely trade subjects, with half-tone pictures of the contributors. As a trade paper, the Michigan Tradesman is one of the ablest and best in the country.

Saranac Advertiser: The Michigan Tradesman celebrated the close of its seventeenth year by sending out a 100 page paper. The Tradesman is the best trade paper published in these parts, the editor is a hustler and he gives his patrons all the news dished up in the very best form. The Tradesman has been a great factor in advancing the interests of the merchants of Michigan. May it continue to enjoy the success it so well deserves.

Muskegon News: The Michigan Tradesman has just begun its eighteenth year and has issued an anniversary number which is a great credit to the editor, E. A. Stowe, and the publishers, the Tradesman Company. It is replete with interesting reading matter and fine engravings, and there is an able article on "The Developments in Railway Traffic During the Past Seventeen Years," by A. M. Nichols, of this city, General Traffic Manager of the Barry line.

Hardware: The Michigan Tradesman, published at Grand Rapids, celebrated the eighteenth anniversary of its birthday by presenting a 100 page paper. It formed certainly a very attractive and interesting trade journal, being filled with special articles prepared by writers of great prominence and wide experience in their respective lines, and in whose interest they wield their facile pens. The addition of the portrait of the writer of each article adds to the interest of its perusal. The articles are all of them excellent, and reflect great credit, not alone on the authors, but also on the persuasive diction of the editor who called them forth. We can not help but think it was worthy of a special cover.

### Disbursed Seventeen Cents on the Dollar.

Kalamazoo, Oct. 8—I have succeeded in disposing of the drug stock mortgaged to me as trustee by Springer & Co., of this city, to Louis G. Clapp, of Grand Rapids. The best I could do was to get 50 per cent. of the cost of the stock. The amount received from sales at retail and upon closing out the stock was \$977. After deducting for my services \$180, exemptions of \$250, legal expenses \$67.25, \$74 for preferred labor claims, \$80 for rent and a small sum for miscellaneous expenses, I have \$270.93 for disbursement to the general creditors, which amount enables me to pay 17 per cent. to them. Geo. W. M. Hunt.

The largest part of the world's supply of platinum comes from the Ural Mountains, perhaps as much as 95 per cent. of the platinum used in the arts being found in the Russian and Siberian mines or placer deposits of that range. The metal is found in grains and nuggets in the sands of river and creek deposits and in the moraines of glaciers, and is either quite pure or in the form of an alloy with iridium or some of the allied metals of the platinum group.

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

### The Boys Behind the Counter.

Benton Harbor—George Barnard has taken a position in Fabry's drug store. Wallace Palmer, prescription clerk, has been appointed chemist at the sugar factory and will divide his time between the two places.

Adrian—On account of ill health Charles Mudge has resigned his position as clerk in H. W. Behringer's grocery store. Charles Stanley has taken his place.

Eaton Rapids—Hans Bahr, an experienced dry goods clerk of Big Rapids, and Miss Libbie Whitaker, of this city, are new clerks at the Amdursky store.

Trufant—Clarence Church, of Howard City, has taken a position as clerk for Dr. J. Black in his drug store.

Bloomington—M. Wiggins has been engaged by Trim & Hodgman to assist them in their store.

Owosso—L. Topping has resigned his position with the Foster Furniture Co. and Seymour Hoyt has assumed the duties of that position.

Traverse City—E. A. Rogers, of Paw Paw, has taken charge of the dress goods department of the Boston store.

Eaton Rapids—Orion J. Whyte, who has been head clerk in the dry goods department for H. Kositchek & Bros. for the past three years, has taken a position in the dress goods and silk department of N. & M. Friedman & Co., in Grand Rapids.

Eaton Rapids—Chas. J. Slover, who has been head clerk in the Milbourn drug store for the past two years, has gone to Three Rivers to take a similar position in the drug store of A. W. Snyder, succeeding Charles I. Jewell, who has returned to Pontiac.

Hopkins Station—W. H. Dendel has a new clerk in his general store in the person of J. Randall, of Grand Rapids.

### Ingenious Advertising.

A German firm of publishers a little while ago hit upon a novel and ingenious method of advertising, which has been attended by the happiest results. They caused to be inserted in most of the newspapers a notice to the effect that a certain nobleman of wealth and high position, desiring a wife, wanted one who resembled the heroine in the novel named. Thereupon every marriageable woman who saw the notice bought the book to see what the heroine was like, and the work had an immense sale. But it is said that the publishers had to engage the services of several additional clerks to deal with the deluge of feminine correspondence from the numberless women who claimed to be the "image" of the heroine.

### Easy to Adjust.

"Mr. Scrooge," said the book-keeper, "this past week I did the junior clerk's work as well as my own. This being pay day, I thought it only right to remind you."

"Very good," said old Scrooge. "Let me see, your salary is \$12 and the clerk's \$6."

"Yes, sir," replied the book-keeper, beaming expectantly.

"Then, working half the week for yourself is \$6, and the other half for the clerk is \$3. Your salary this week will be \$9."

### Not Wanted There.

Mother—Bobby, this is the third time I've caught you stealing jam, and I'm getting tired of it.

Bobby—Well, why don't you quit hangin' 'round the pantry, then?

D. A. Woodward has engaged in the grocery business at Bradley. The stock was furnished by the Ball-Barnhart-Putman Co.

W. F. Blake, Treasurer of the Worden Grocer Co., is spending a week with friends in Chicago.



# Grand Rapids Gossip

## The Produce Market.

Apples—Local buyers appear to be afraid to take hold of winter fruit for fear the unfortunate experience of last year will be repeated, due to the hot weather which prevailed for three days last week.

Bananas—Are practically unchanged, although there is a slightly better demand. Arrivals have been larger this week, but apparently that has had little influence on the market.

Beans—Receipts are coming in slowly, due to delay in threshing the crop. The waste frequently runs from 8 to 10 lbs. to the bu., due to the heavy storms which prevailed just before the crop was harvested.

Beets—\$1 per bbl.

Butter—Receipts are large, considering the season of the year, due to the excellent pasturage which prevails in all parts of the State. Factory creamery is weaker and lower, commanding 20 @21c. Dairy ranges from 14@16c, packing stock seldom going above 12½c.

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 very meager. All offerings are grabbed up rapidly on a basis of 15c for case count and 17c for candled. Cold storage supplies are gradually moving Eastward and will not cut much figure in influencing the local market.

Egg Plant—\$1 per doz.

Grapes—Concords command 10c and Niagaras 12c for 8 lb. basket. Delawares command 14c for 4 lb. basket. Bulk grapes for wine and jelly purposes fetch 50c per bu.

Green Peppers—50c per bu.

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—Show considerable weakness and prices have declined 12½@25c per box on the different grades. It being the last of the crop that is coming forward now, very little can be expected in the way of activity, especially as cooler weather is now coming on.

Mint—30c per doz. bunches.

Onions—Red Globe and Yellow Danvers command 40@45c, while White Globe and Silver Skins fetch 45@50c. Small white stock for pickling purposes is in fair demand at \$2@2.50 per bu. Spanish have declined to \$1.60 per crate.

Peaches—This week will about wind up the crop. Smocks and Salaways are coming in yet, fetching 75@95c per bu.

Pears—Large Duchess command \$1 @1.25 per bu. Cold storage Bartletts 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—The weather is now cool enough to justify local dealers in handling dressed poultry exclusively. For average offerings they are now paying as follows: Spring chickens, 10c. Fowls, 9c. Spring ducks, 8½@10c. Turkeys, 11@12c for young and 9@10c for old.

Sweet Potatoes—\$2.75 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.

## The Grain Market.

The wheat market has been dull and lifeless during the past week, prices having fluctuated very little. They are

the same to-day as they were a week ago, both for cash and futures. Spring wheat receipts in the Northwest have been about two-thirds what they were last year, while receipts for winter wheat in Kansas and Oklahoma have been somewhat larger than during the corresponding time last year. Our exports since July 1, 1900, have been about 47,000,000 bushels, against 55,000,000 bushels during the same time last year. Exports have been fair, so much so that the visible did not increase any while last year the increase was 2,000,000 bushels, so the visible stands 55,000,000 bushels, against 44,000,000 bushels last year. We do not look for much increase from now on, as the good merchantable spring wheat will grow less, the home mills will need it all, while the winter wheat is sought after by millers in Ohio, Indiana and Michigan. Local receipts of wheat are only fair, but the quality is better.

Corn is about ½c higher in the general markets, owing to the wet weather in the corn states, which has retarded marketing and made prices strong, especially as the Eastern demand is very strong. Shipments are larger. There was a small increase during this week, but not worth while to mention.

In oats, there is no change. Whatever offerings there are, are accepted as fast as made. Locally, there is not much of a movement at present. We expect freer movement in the near future. When that time comes, prices will go lower.

Nothing can be said in regard to rye. The movement is slow and prices are well sustained.

The flour trade, both local and domestic, is good. The mills keep well sold ahead for the present. Mill feed keeps moving about as fast as the mills make it, with no change in price.

Receipts during the week were as follows: Wheat, 62 cars; corn, 9 cars; oats, 9 cars; flour, 1 car; barley, 1 car; hay, 1 car; straw, 2 cars.

Millers are paying 75c for wheat.

The Board of Trade has appointed Dan. McEachern Grain Inspector for the city, so all wheat will have official inspection. C. G. A. Voigt.

## Hides, Pelts, Tallow and Wool.

The hide market remains firm, with good demand for all lines. A slight advance has been obtained on choice stock and asking prices are still higher. Stocks are being firmly held.

Pelts move out freely at no advance except for better quality. The supply is not large, but the inactivity of wool stops any push to the trade.

Tallow is in good demand. Quite an enquiry has sprung up during the past week. No large stocks are being offered and the supply seems ample.

Wools are draggy and likely to remain at low values until trade starts up. There are large lines of domestic fleeces waiting for this trade at higher values than can be realized now. To effect sales now large concessions would have to be made in price, which is now below the cost price paid to the grower. A heavy failure in the wool line checks any speculative feeling that might be exhibited. Small lots for immediate wants compose the whole trade. The October London sales of wool began yesterday. Wm. T. Hess.

F. J. Dettenthaler has made arrangements to fill orders for his celebrated Anchor brand of oysters promptly and satisfactorily. Lowest market prices are guaranteed.

## THE MORNING MARKET.

### The Season Gradually Dwaing To a Close.

The only item needed to complete the delusion that an iceberg was in the vicinity this morning was a fog horn. The rest was in evidence and the man or woman—childhood has given up the market for this season—who reached the Island had to tunnel to it. There was just chill enough to call for overcoats and to drive the hands into the pockets. The elder portion of the growers stood with heads drawn down into turned up coat collars, except one man with a grizzly beard who kept himself warm with a sort of double shuffle, the relic of a husking or paring bee of some forty years ago. Mature life, full-blooded and vigorous, found tonic in the crisp air and with a single exception saw no discouraging predictions in the seasonable cold.

The exception was an incident, brief and funny, and shows how one man's meat is sure to be another man's poison. For the fun of the thing—extra ozone affects men like whisky—a big, good natured Hollander pretended to carry off another big but not good-natured Hollander's basket of pears. There were volleys of oaths, half Dutch, half-English, exchanged, the one man keeping his temper and the other not losing entire control of his, but making up for it by some hearty expressions of what was expected of business men during business hours. The difficulty ended in the owner's going off with his pears and the perpetrator of the joke having his laugh out, in spite of the indignation shot at him from the angry Dutch eyes.

The boy was a bantam in comparison with the men—one his father—who were trying to talk him down. He was only fourteen, but he was all there, every inch of him, and every feather bristling. They were trying to get his load away from him at a reduction, the father—it was one of those instances where the "old man" was the term wholly in keeping—being evidently anxious to start for home. The would-be buyer, a big, strapping dealer who should have been ashamed of himself, was going through the stereotyped reasons for a quick sale and an early home start.

"You won't have 'em at that price. I'll peddle 'em first." Then the sparring began—maturity on one side, two to one—and the flaxen-haired lad—he was his mother's own boy—on the other. From the fact that the dealer was found later trying to make sales in other parts of the market, it is easy to infer that the young trade bantam indulged in a bit of private crowing without, it is to be hoped, being compelled to do any peddling. It is easy to infer that the load would have gone at half-price had the father been alone; and it is very suggestive that the boy had been posted before leaving home in the hours of the early morning. Thus does determined woman make her presence felt even in the marts of business!

Darwin may not be correct in all he claims in that remarkable argument of his; but it was conclusively proven this morning that, while the tone of voice may or may not have an influence in the selection of the partner of one's joys and sorrows, it is expected to do a great deal for a man with a load of fruit that he wants to get rid of. There was no Dutch about him. From hat to boots the man was a Yankee or the descendant of one without a missing link. Thin as the rail his grandfather was, he

had the keen eye and the lank look and the other unmistakable characteristics of his race and the nasal twang completed the idea of the full developed New Englander of yesterday. "Have some grapes this morning?" "Here's some likely grapes for you to look at." "I'd like to sell you some the best fruit you ever touched your tongue to," were some of the forms of utterance, expressing the same idea, but with a tone, coaxing, flattering, get-down-and-roll-over ring, not often heard even in Yankee land; and there is joy in the thought that the man did not find an early buyer. There is something hearty in the honest, old-fashioned, contented Dutch face and person and character seen on the market, that goes straight to one's heart. There is one middle aged woman, always at the end of her wagon, whose cheery face is a benediction. She is wholesome to look at and the cabbages she sells are good clear through, as she is; and, after listening to the wheedling voice of the Yankee, it is a comfort to hear her way-down, hearty "ya," that means all she says and one or two cabbages more to make the matter a certainty!

There is a phase of young manism which the morning market is almost sure to show and which it is always a delight to encounter. Sometimes it smokes and often it doesn't, but never a pipe. It was a cigar this morning and as the twenty-four year old blew the cloud away from his good-looking face and stood ready to dispose of his load or part of it, or to exchange a friendly greeting even with the stranger, there was something in the cut of his coat—a good one but not his best—in the strong, healthy, yesterday-shaven face which said as plainly as human make up can, "Here's one of Nature's good fellows. You don't often meet with his like. Make the most of him." Then there followed a pleasing picture of the genuine home life some dozen miles away, an amusing description of the stars at one or two o'clock in the morning—the study of astronomy under difficulties!—rough roads and muddy ones and the hearty expressions a fellow gets rid of when his wheels chuck down into a mud hole with an exasperating thud! Under such conditions one hates to have the time come when the morning market will be over.

At present appearances the end is not far off. The peaches still linger; the pears and the grapes are fairly holding their own and the vegetables have the same cordial, "Here we are!" about them which has been theirs all along. The market place itself, however, has the appearance of the ebbing tide, more of the empty space being seen as the weeks go by. The murmur of the trading sea is taking the sound of distance to itself and November may find the market with not a wagon in sight.

Oscar F. Conklin, who has done a large amount of building in his day, informs the Tradesman that it is the height of wastefulness for builders to use either steel cut or steel wire nails in putting on shingle roofs, because shingles thus put on seldom last over six or seven years, whereas a shingle roof put on with old-fashioned No. 4 iron cut nails ought to last from fifteen to thirty years. The reason for this is that the steel nails appear to rust out much quicker, and so thoroughly is this understood by the farmers of Central and Southern Illinois, where Mr. Conklin has spent his summer, that they refuse to use anything but the old-fashioned iron cut nail in putting on shingle roofs.



## The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Market stronger on all the best offerings. Fancy pea and marrow are scarce and readily command 10c advance on last week's prices. Straight mediums in light supply. No white kidney or yellow or red in market. Fancy marrows are selling at 2.30@2.35; fair to good, \$2.10@2.20; mediums, \$2.10@2.25; pea, \$2.10@2.30 per bu.

Butter—There was no change in the tone of the market the past week. Creamery fresh extras were unsettled, with some considerable desire to work business at anything around 22½c, and it is claimed 22c brought out the best in fair size lots. Junes offered freely at 20@21½c, and quite a trade developed for fancy at 20½@21c. Low grades of fresh creamery are decidedly scarce and anything brings 18c. No receipts of dairy; good enquiry. Fancy would bring 21c; good to choice, 18@20c. Imitations are selling quite readily when fancy at 10c; fair to choice, 16@18c per lb. Market looks lower to-day on top grades.

Cheese—There is quite an active demand for all grades of cheese and the market is firmer. State fancy full cream small is selling at 11½@12c; Western, 11c; fair to good, 9½@10c; common to fair grades or "lunch" cheese is wanted around 8 or 9c.

Eggs—Strictly fresh are getting scarcer daily and 20c was reached for several lots of State, but 10c is considered the market on regular strictlies. Good to choice, 18c; seconds, 9@10c. Storage are selling at 16½@17c for fancy, and 16@16½c for choice.

Dressed Poultry—The heavy supply of live disposed of in this market the past ten days had no effect on the demand for dressed offerings and prices continued strong, closing firm Saturday with everything cleaned up. Fancy chickens brought 11c; fair to good, 10@10½c; fowl fancy, 10c; fair to good, 9@9½c; old cocks, 6@7c; cold storage turkey is being shoved out as fast as possible, and there is no enquiry for fresh. Ducks dull.

Live Poultry—The prevailing prices seem to strike buyers about right and although receipts are heavy, all sell readily; in fact, there was hardly sufficient really fancy lots of bright chickens on hand to supply the demand. That class brought 10c, and regular lots went at 9½c; small and mixed, 8@9c. Fowl, fancy, 9c; fair to good, 8@8½c. Ducks active and strong at 9@10c per lb, or 60@80c per pair. Geese, 60@70c each. Pigeons, 15@20c per pair.

Game—Weather has been too hot for shipping and nothing received here within a week. Partridge quotable at \$1.50; woodcock, \$1; squirrels, 20@40c; rabbits, 40@60c per pair.

Apples—While we have all the cooking apples the market can stand at even prevailing low prices, there is a great scarcity of good table fruit, especially high colored and soft. Windfall and other stuff are selling too low to quote. Fancy strawberry, St. Lawrence, Gravenstein, Twenty Ounce and Kings sold at \$2.25@2.50; Detroit, Red, \$1.75@2; Fall and Repstone Pippins, \$1.50@1.75; Greenings, \$1.50@1.75 per bbl. This fruit had to be fancy to bring prices quoted.

Quinces—The best lots offered sold at \$2 per bbl. but were not fancy. Fair to good sold at \$1@1.50 per bbl.

Crabapples—Supply was liberal and demand limited. Fancy sold at \$1.25@1.50 per bbl.

Pears—Receipts are heavy, mostly undesirable in quality or variety. Sheldon Buffin, Bon, Duchess and Kieffer, when fancy, sold at \$2; Seckle, \$2.50@2.75 per bbl.; fair to good, \$1@1.50 per bbl. Bartlett's out of storage green, brought \$3.50@5, but ripe were not wanted and most lots would not bring the price of the empty barrel.

Peaches—Only fancy large table fruit brings anything like a price. Canners are about done and small to good fruit of that class is a drug at 10@25c per ½ bushel basket. Selected large, however,

easily brings 75c, and a few lots exceeded that figure. Choice to fancy, 50@65c per ½ bu. basket.

Grapes—Farmers and nearby growers are still supplying the market at from 4@5c per pony basket for black and white, and 7½@8½c for 9 lb. baskets. Large growers are refusing to pack grapes in baskets at present prices, and are shipping in trays. This will make grapes cheap for wine purposes and it is believed the crop will be cleaned up in short order. Black grapes are offered here by the ton at \$12@15, and white at \$20. This is about \$5 cheaper than last season at the same date.

Plums—Only a few offered; demand seems to be over. Eight pound baskets are selling at 12@15c.

Prunes—Quiet but firm at 22@30c for small to fancy large in 8 lb. baskets.

Cranberries—Demand slow; quality small and not desirable. Best in barrels offered at \$5@5.50; bu. crates, \$1.75@2.

Potatoes—This market is 1@1½c lower, as was predicted, it would be in last week's Tradesman, but still lower prices are expected, and the general opinion is that 25c will be reached when the first rush of the crop is at its height. Commission men here are forced to follow prices down, but not being burdened with supplies are getting a little above the regular farmer's market. Carloads of No. 1 white on track are quoted at 35@36c; red, 34@35c; No. 2, all kinds, 30@32c per bu.

Sweet Potatoes—Receipts are light and the market is stronger. Fancy Jersey in bbls. selling at \$2.35@2.40; bulk lots, \$1.85@2 per bbl.

Celery—Receipts heavy, and although the demand is active prices are lower. This was expected as soon as local growers commenced to market. Fancy large is bringing 35c; good to choice, 25@30c; common to fair, 10@20c per doz.

Onions—Market strong under light receipts and continued good demand. Best yellow are bringing 45@48c; fair to good, 40@42c per bu.

Cabbage—Demand is starting in active. Offerings liberal at \$2.75@3 for fancy, and \$1.50@2.50 for small and medium per 100.

Cauliflower—Everything cleaned up at strong prices. Fancy white, \$1.40@1.50; fair to good, \$1@1.25 per doz.

Tomatoes—Active and higher and offerings are light. Fancy, 45@50c; fair to good, 35@40c per bu.

Squash—Hubbard is in liberal supply at \$14@15, and marrow at \$10@12 per ton. Demand fair.

Pumpkins—Limited demand at \$4@8 per 100.

Horseradish—Active at \$5@5.25 per cwt.

Chestnuts—Market dropped from \$8 to \$5 last week, and to-day \$4.50 per bu. of 50 lbs. is about the price.

Popcorn—Dull. Best offered at 1¼@2c; shelled, 3½@3¾c per lb.

Honey—Fancy white honey very scarce; would bring 18c; No. 1 selling at 17c; dark, 14@16c per lb.

Straw—Light receipts; good enquiry at \$8.25@8.50 for wheat and oat, and \$9.50@10 per ton for rye track Buffalo.

Hay—Good demand for all kinds and offerings light. Timothy loose baled prime, \$15.50@16; tight baled, \$15@15.50; No. 1, \$14.50@14.75; No. 2, \$13.50@14 per ton.

Blest are those whose blood and judgment are so well commingled that they are not a pipe for Fortune's finger to sound what stop she pleases.—Shakespeare.

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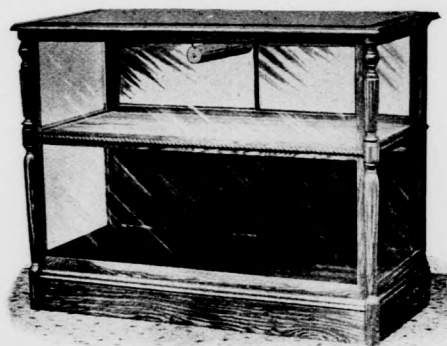
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Store and Office  
Fixtures

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.

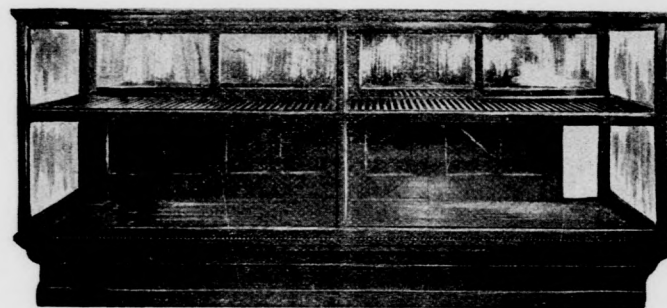
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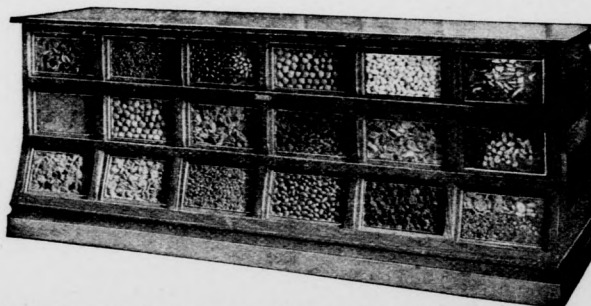


The above cut represents our Bakery Goods Floor Case No. 1. These cases are built of quarter sawed white oak handsomely finished and fitted with bevel plate glass top. These cases have several new and interesting features. We guarantee every case sent out by us to be first class. Write for prices. With parties contemplating remodeling their stores we solicit correspondence, as we will make special prices for complete outfits of store fixtures.

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Protects, stores and displays goods perfectly. A solid substantial counter, in all lengths, which employs the space underneath to store and display goods.



Adds orderliness, saves time, space and steps. For particulars and mighty interesting prices address the patentees and sole manufacturers,

SHERER BROS., 33 and 35 River Street, Chicago, Ill.



## The Meat Market

**Tell the Truth and Tell It With Effect.**

One of the questions received by me last week was a "staggerer." It was just these few words: "What is advertising?" I looked through several dictionaries and found this:

Century—The act of bringing one's wants or one's business into public notice.

Murray—Calling the attention of another; informing him.

Webster—The act of making known, or informing.

Funk & Wagnalls—The act of commending to the public; of making known by public notice

## The Queen City Market,

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Full assortment of Fresh and Cured Meats always on hand. Fish and Cysters in season.

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**JOHN SEVERANCE, Prop.,**  
Hutchison, Kansas.

There are many ways, then, of advertising. The man who begs upon the street, by telling the passerby his wants, advertises the fact that he is a beggar. Advertising by word of mouth is the best method he can employ, because his statements will not bear investigation, usually. If they were printed in a paper, with his name, some one might investigate the story told in his advertisement, and if it were not true, the beggar would not only fail in his object, but would perhaps bring trouble upon his head. A merchant—a butcher, say—can employ the same method of advertising as the beggar, but as he has nothing to conceal, as he only tells the truth, it is to his advantage to tell it to as many people as possible. This he can not do by accosting strangers in the street. They would probably take him for some sort of fakir if he did, and wouldn't listen to what he had to say. If the butcher who advertises does not tell the truth in his advertisements he might just as well cease advertising, or adopt the plan of the beggar. Tell the truth always, and tell it to all the people in your town, and tell it with effect. Say just exactly what you mean, without any beating around the bush. A good writer says that good advertising consists in telling people the plain, honest, simple facts about the goods you want to sell them. Pretty pictures and handsome displays are not advertising—they are nothing but aids to your advertising. Anything you can do to please the eye or attract the attention of people in a pleasing way is of course a good aid to advertising. Simply attracting people's attention is not necessarily advertising. Making people read what you print is not necessarily advertising. And getting people to talk about you and to congratulate you on your awfully smart advertisements is not necessarily good advertising. Results are the only test. The advertisement that doesn't sell goods is a failure, no matter how pretty or how smart it may be. A modest, unassuming advertisement, well written, neatly displayed and properly placed, full of strong argument and solid truth,

may be the means of convincing hundreds of people that the path of wisdom and economy leads straight to your door. If it does this, it is good advertising. The garish, pretentious, boastful advertisement that dazzles the eye with its brilliance and makes the mind swim with its big words may fail to convince or help convince a single person of the truth of the claims it makes. If so, it is poor advertising—it couldn't be worse.

Here are printed two butcher advertisements, one from Kansas and the other from Pennsylvania. Of the two, I think the one from Pennsylvania is the better, but it would be better if a picture (which I have omitted) that heads it were left off, and the space thus gained given to display the reading matter, which is crowded into nonpareil type,

## "ARE YOU SURE?"

That you are getting the Best, Tenderest and Juiciest Meats for your money? No? Well, there's one way to be absolutely certain—patronize Young & Young. Doesn't make any difference whether you know the difference between a Rib Roast and a Pork Chop, you'll get the same honest treatment as if you "knew it all."

**YOUNG & YOUNG,**

224 Franklin St., Johnstown, Pa.

that one with impaired sight can not possibly read without the aid of glasses. The picture is not good either, despite the fact that it is copyrighted. It shows a butcher—probably one of the firm of Young & Young—behind a block, holding up for inspection a piece of beef. A gentleman attired in a Prince Albert coat and a high silk hat is smiling at the meat through a Tony Pastor moustache, with one finger raised as if he thought the meat were a kitten, and he was about to take the risk of tickling it. By his side is a lady with corkscrew curls and a pair of glasses, awaiting the result. Two and one-half inches of space are required to show all this, while the reading matter is crowded into about half that space. I think that if the proportions were reversed Young & Young would get better results. If the cut were taken out, the results would be doubled. There is nothing brilliant about the text either, but at the same time its very simplicity should appeal to meat buyers who do not know much about quality and cuts. The advertisement of the Queen City Market is an advertisement, because it brings Mr. Severance's business to public notice, and that, according to the dictionaries, constitutes an advertisement. But it doesn't do much else. Mr. Severance could greatly improve on the two inches of space he uses.—Jonathan Price in Butchers' Advocate.

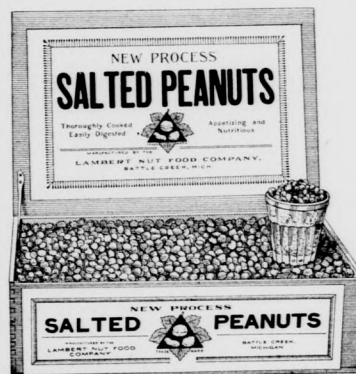
## Crushed Cereal Coffee Cake.

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.

## Lambert's Salted Peanuts

New Process

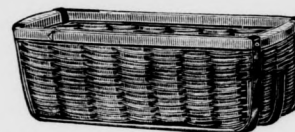


Makes the nut delicious, healthful and palatable. Easy to digest. Made from choice, hand-picked Spanish peanuts. They do not get rancid. Keep fresh. We guarantee them to keep in a salable condition. Peanuts are put up in attractive ten-pound boxes, a measuring glass in each box. A fine package to sell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

**The Lambert Nut Food Co.,**

Battle Creek, Mich.

## Balloo 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, Split 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.

**BALLOO BASKET WORKS, Belding, Mich.**

## 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.**

## American Jewelry Co.,

Manufacturers and Jobbers of

Jewelry and Novelties

45 and 46 Tower Block,  
Grand Rapids, Mich.

# RUB-NO-MORE

Handled by all Jobbers  
Sold by all Retailers.

**SUMMIT CITY SOAP WORKS, Fort Wayne, Ind.**



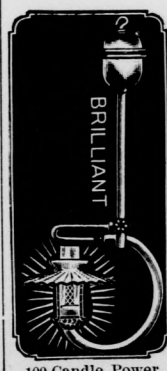
## Fibre Butter Packages

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

## Brilliant Self-Making Gas Lamp



Are not expensive. Everybody can use them. Never out of order. Always ready, always right. Brighter than electricity. Cheaper than gas or kerosene. More in use than all other gasoline lamps combined. Every town wants an agent.

**BRILLIANT GAS LAMP CO.**

George Bohner, Agent.

42 State St., CHICAGO.

100 Candle Power





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 10, 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 Oct. 3, 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 sixth day of October, 1900.

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

#### PENNY WISE.

The man was simply worried to death—or near enough to it to catch the color of the King of Terrors. There was not on his face a single line or feature that did not proclaim the sufferer. The swing of the door vexed him; the moving of a chair hurt him, and the caller who came because he had to felt that his coming was as inopportune as it was undesirable.

The "Just a minute, sir," gave the caller an opportunity to study his man, and he found it a not unpleasing study. Nature had made him for a noble purpose and had not made the botch of it that she sometimes does. There was the strong face and the handsome one. The forehead had thought behind it. The features showed training and enough of it. The manner was what culture unconsciously assumes and, aside from the dark frown which comes from things that plague, the man at the desk was what blood and breeding are sure to turn out irrespective of what the purpose in life is to be.

The interview was short and to the point. The object, stated, took the man completely from his business environment for an instant and, brief as it was, showed him to be at heart anything but the old bear that business had made of him. The lines left the forehead, the scowl took to itself wings, the quick speech dropped its aggressive tone, the lips relaxed and hinted strongly of a smile and the final "Good morning" had in it a something which made the caller think that he would not hesitate, if the matter in hand was pressing, to call again.

That man's home is in Grand Rapids. There are too many in the same city in the same condition and, when the country at large is taken into account, there is a numerous army of them. They get up in the morning tired. At

the breakfast table they prop up the morning paper in front of them, safely barricading themselves against any remarks their family might like to make to them, and they swallow—not chew—what little breakfast they have to without knowing they are eating. They get down to their place of business without seeing anybody or anything and never know how they get there. They get down into the same old seat, at the same old desk, by the same old window, often by the same old electric light—when a man is so busy he doesn't care for his surroundings—and the daily grind begins. This thing goes wrong and that thing goes wrong. Every mistake involves Shylock's "loss upon loss." The well-laid plan fails to materialize. Lunch comes and goes and they don't know it, or, if they do, they are too busy to heed it. The morning troubles step on the heels of those of the afternoon and when the business of the day is over they pack them into their mental gripsacks and away home with them they go. Dinner is a repetition of breakfast so far as any relaxation from business is concerned. There is an attempt to solve the day's puzzles which ends in failure and the firelight, if there be one, is only a background for the everlasting thinking that insists upon going to bed with them and keeping them awake for most of the night.

That, for a time, may do—let it become a habit and there is mischief to pay; and that is exactly what is the matter with too many of the business men the country over.

This is the place for the usual warning to come in. It will not come. It might not be out of keeping, but it would be little less than an impertinence. A man with a load that he alone can carry needs no telling to put it down. He is not carrying it for the fun of the thing, nor for his health; and not a minute longer than is absolutely necessary, he says, will he bend under it. He will overdo—he is doing that now—he will keep it up just as long as he can and then insist on showing how foolish a wise man can be when he makes up his mind to it. In the meantime the habit of overdoing is formed, and it grows stronger every day, and just about the time the man is convinced the business can't live without him—it has been an acknowledged fact from the first—he up and dies; and that's the last of him and his business! If he had not got into that habit, or if he had broken it after it had been formed, the business would still go on, he would still be the comfort to the world that Heaven intended him to be and the monument that finally is placed above him would not tell the pitiful story which it will tell by and by.

If anyone would know what must be done to save the country from immediate destruction, he should ask the stage manager of a national candidate.

The latest shirt waists for men must have net yokes. The silly man will get there decollete with both feet, after a while.

It is easy to see the finish of a young man who starts out to do everybody and everything the best he can.

Things change when a man marries his typewriter. After that she does the dictating.

Stabbing a friend with unkind words is a cruel way of cutting an acquaintance.

#### THE MARROW OF IT.

The element that democracy prides itself upon is what at heart it detests. "Of the people, for the people, by the people" is true up to a certain line; but, the instant that line is passed, the common puts on the robes of authority and the masses make fun of it. Commercially it is only another word for cheap and, that point reached, the leading idea seems to be, get rid of it, no matter what of real worth it may contain. By and by the virtue that is in it is found out and the common, or what was so considered, takes its place among the good things of the earth. The marrow of it has been reached and, recognized at last, becomes the blessing it was intended to be.

That is the substance of what the man with the cleaver said as he deftly trimmed a soup bone. There is a notion that porterhouse steak is the only part of the animal that an American ought to eat or think of eating. He is very much afraid of getting outside of something in the meat line that is common. The best is none too good for him. His wife is just as good as anybody's wife and his children are going to eat just as good meat as the nabob's up there on the hill. The round and the neck may go to the class of people that have to eat that sort of meat or don't know any better than to buy it. "Put me up a couple of pounds of porterhouse." Porterhouse it is. The bigger the bone and so the more to throw away the better; and it often happens that the bone having the most marrow in it, because it is considered common and not easy to get at, is thrown out for the dog or into the garbage can. It is getting to be known, however, that the nourishment the meat eater is after is not confined to porterhouse steak. The housekeeper is learning, after some undesirable experience, that good meat is found in other parts of the animal at less price and that, while it may incur more careful preparation, more of the marrow of it is made available and that, too, at a commendable saving. The common has been found to contain the best and stomach and pocketbook have a common cause for rejoicing.

If this getting down to the marrow of it were confined to the butcher's stall and the soup bone it might be looked upon as a single source of waste; but it isn't. For meat put almost anything else and there is the same result. There is hardly an article in the whole round of domestic economy which is not affected more or less by ideal values. This piece of goods is not in favor now—then Mrs. Jones, in the alley, because, by virtue of the Declaration of Independence, she is as good as Mrs. Lofty, is offended with the clerk who has presumed to show her cloth not up to date. That it is worth more to her in quality and wear is nothing to the purpose, it is not a question of worth. The marrow has nothing to do with it. She would put on cheese cloth if Mrs. Lofty did, although it should take her last cent and she knew that the fashion would change to-morrow. Jones, although he swears when he pays the dry goods bill, is as bad as his wife. His hat, new last winter and as chance would have it, but little worn, is left on the high closet shelf and he comes home with a new one. His wife can see no difference between the new and the old even when her attention is called to it. It is just as good, it is often shaped on the same block; but the old one, like the bone with the marrow in it, is thrown into the

ash barrel and another needless five dollars is wasted for unneeded headgear.

Something over five years ago, when the panic hit business a blow that fairly doubled it up, one of the trades that prospered was the cobbler's. Necessity, beginning at the bottom of things, found that the old shoe, thrown away as worthless, at little expense was made almost as good as it ever was. The hint was taken advantage of and the tailor, instead of having an order for a new suit, took the old ones in hand and, by the deftness of his art—there is no real business without that—made his customer presentable for the entire season. Gloves were looked over and cleaned; stockings with darns were found to wear well; neckties were examined and the good ones, pressed, answered every purpose. Indeed, the time had come for extravagance to be summarily dismissed from back door and front. Living came down to hardpan; use became a pretty fair word for beauty; the real insisted upon having all that belonged to it and, to come back to the butcher and his merchandise, the marrow of life asserted itself and the world, brought to its marrow bones at last, began in a sensible way to live and move and have its being.

It may be going a good ways for a fact and then missing it, but the business set-back that convulses the world at every decade seems to be the only means of correcting a constantly increasing evil. The marrow bone needs to be kept in the public eye. It is the basis of national wealth and importance and when so regarded will keep common everyday sense where it was intended to be—in the parlor, in the kitchen, in the workshop and in every gain-getting calling that has to do with prosperity, be it public or private.

Rumor has it that no man who ever lived amassed millions so rapidly as Mr. Alfred Beit, who is reputed to be the wealthiest man in the world, with a fortune of \$1,000,000,000, and an income sufficient to make ten new millionaires every year. The whole of this colossal fortune has been made within a quarter of a century. Mr. Beit, who owes his millions to Kimberley and Johannesburg, is a man of 46.

The proposed medallion of John Ruskin in Westminster Abbey will have this inscription: "He taught us to hold in loving reverence poor men and their work, great men and their work, God and his work." The epitaph was suggested by J. R. Anderson, who won a prize offered by the London Academy for the best inscription.

The most hopeless case in politics is "a man of destiny." He can do nothing for himself, and friends are unable to change destiny. If he is to be damned, as he ought to be, he will be.

Confucius stood on the doctrine of non-resistance. The bar-rooms of today are filled with disciples of Confucius, who have not the heart to refuse a drink.

As soon as the election is over, all disasters like riots, strikes, floods and cyclones will be attributed to natural causes, and not to party mismanagement.

Men can get rich minding their own business, and as a rule they find but little profit in attending to the affairs of others.



**NOTHING LIKE COMMERCE.**

Sir Walter Besant, an English writer on sociology, is much concerned because Americans traveling in the British Isles, and making brief visits to various localities, are unable to gain any thorough information as to British manners, customs, politics and social morality and return home with prejudiced and unfavorable impressions, which are all the more to be deprecated because they are based upon complete ignorance of the matters upon which the prejudiced opinions are formed.

It is believed that if American tourists were admitted to social relations with the people there they would be able to acquire more correct information and would be more favorably impressed with things which otherwise are regarded by strangers with disfavor. As an illustration of the need for such friendly influence upon American tourists, Sir Walter cites expressions in books and other publications where such travelers have signified their dislike to the people and the conditions which they meet abroad, and he has engaged with some other public-spirited and kind-hearted Englishmen in an effort to provide more favorable conditions for Americans who may visit Old England and may not happen to have any social acquaintances there.

The method proposed for bringing the Americans and British people into more intimate social relations is the forming of an organization known as the Atlantic Union. The entire scheme is set forth in the October Forum in the following terms:

It has long been a matter for concern with those who desire not only to maintain friendly relations with Colonials and Americans, but also to cultivate personal friendships with them; that so many visitors from the United States and the Colonies come over every year, stay for a time in London, travel about the country, and go away without having made the acquaintance of a single English family, and without having entered a single English home. Some of them bring letters of introduction which open certain houses to them, some are of such distinction that all doors are open to them; the greater number, however, carry no such letters, and are not known on this side of the Atlantic. They stay at hotels; they go to places of public amusement; they drive through streets and squares where every door is closed to them; they go away without any knowledge of English life except that which can be gained from the outside.

The Atlantic Union will be an attempt to meet and to overcome this reproach. It will be the object of the union to attract, if possible, those who occupy, either in the United States or the Colonies, positions of trust and responsibility, those to whom their own people look for leading and for guidance. The union desires to make the English members acquainted with those who help to form public opinion in the Colonies and the States. In order that this object may be carried out, it is essential that the English members shall themselves belong to the class of those who make and lead public opinion in this country. Membership in the union will, therefore, be offered only to such persons as can satisfy more or less this condition. It will include, therefore, statesmen, clergymen, men of science, art and literature, journalists, artists, actors, architects, professors, lecturers, teachers, and, in a word, all professional men, together with leaders in the world of finance and commerce.

Membership in the league is to be secured much as entrance into a club is obtained—that is, by being satisfactorily recommended and the payment of a fee, say one guinea on entrance. In every principal city of Great Britain

there will be a committee composed of prominent representatives of the church, the law and other learned professions, members of Parliament, scientists, authors, artists, bankers and commercial men, with a liberal sprinkling of titled personages. These committees are charged with the duty of drawing up a programme of entertainment, which will include dinners, evening parties, lectures, concerts, the personal conduct of parties to places of interest and the introduction of visitors to members.

Such an organized effort to promote upon an intelligent basis friendly social relations between the better classes of the British people and the better sort of American tourists is entirely praiseworthy and is calculated to do much good in the direction desired; but it must not be forgotten that local and national prejudices are the most difficult to overcome, and they cling to the most intelligent individuals as strongly as they do to those of an inferior class. Captain Maryatt, Charles Dickens and many other distinguished Englishmen wrote and spoke most severely in criticism of the American people, notwithstanding that the critics had been the recipients of unstinted hospitality at the hands of the persons against whom their satires were directed.

Without doubt there is much in the manners and methods of Americans which is offensive, or at least unpleasant, to foreign visitors, and it is but natural that Americans should be unfavorably impressed with much they see abroad. Membership in the "Atlantic Union" may disarm some criticism, but those fellows who may try to get into its fold, and may fail, will have their prejudices more than ever aroused, and their criticisms made more bitter and venomous. Nothing brings people together like commerce. The English-speaking nations are each the other's best customers. This commercial interdependence will constantly increase, and in that way their peoples will come to know each other better and their differences will be better harmonized. Nevertheless the "Atlantic Union" is a good thing, and it is hoped it will prosper.

Tree-planting in the streets is to be encouraged in Baltimore. The municipal board of estimates has determined to abandon the absurd charge of 25 cents for the privilege of planting trees along public streets and to encourage the improvement by growing the trees, presenting them free of cost to those desiring a tree before their home, planting them, and keeping them trimmed and in order. This plan has worked successfully in Boston. In detail, as worked out in Baltimore, it contemplates the growing by the park board in the several parks on land not needed for other purposes of trees for replanting along city streets. Upon application to the board of estimate for the privilege of planting a tree the various park and square superintendents would be notified and a report submitted by them as to the desirability of a tree at the location suggested. Without charge the tree could then be secured from one of the park nurseries and planted under the supervision of the superintendent of the park or square nearest to the location of the tree. This same superintendent will then be charged with the duty of caring for the tree and trimming it.

A man who knows more than he tells is more reliable than one who tells more than he knows.

**BATTLE NEARLY WON.**

A year or two ago when it was decided that ordinary eyesight is not and never can be equal to the X ray, and so can not be expected to see through feathers and hat and skull and brains, if there are any, when they shut off the view, the management of the playhouse, with a determination worthy the righteous cause, concluded that the hat and its adornment should cease to be the irritation they had been since plays had been played and hats had been worn. The trouble, what little there was, began in a state of the Middle West—was it Ohio?—and with more or less earnestness the commotion radiated in circles from that common center until every theater in the United States was inclosed by them. The custom of the uncovered head had been in vogue for years in Europe, but when the inception was made in America, the protest was so strong that it was doubtful for a time whether the milliner or theater manager would come out ahead. Common sense and common courtesy, with a great deal of determination, carried the day, and now when the hat is not removed on the rising of the curtain, it is a matter of forgetfulness which a polite request from the usher promptly rectifies. The business man has come to the front and asserted himself and even his critics praise him.

Last Sunday a large number of people who went to a certain Grand Rapids church were seated behind an October dream of a milliner. In some instances the dream verged closely up on nightmare. In almost every instance pulpit and minister were hidden from view and, after one or two useless efforts, the hearer hopelessly settled down to a half hour of torture and indulged in silent but vigorous profanity. To the woman portion of the congregation who delight in flowers and feathers and ribbons and in hating with heart and soul and strength the proud owner of what they can not possess, there may have been a pleasure in thinking things unutterable, behind that impenetrable barricade, but to the men who wanted to see and hear there was a constant wonder why the church management, taking a hint from the playhouse, could not as effectively remove one of the serious objections to church going as the business man in the theater who wants to make money out of the play has done.

It has been urged with more or less earnestness that any innovation like that in a congregation would tell in the bills of the milliner; that the church is one of the best places for advertising that that branch of skillful industry can have; that a law, written or unwritten, of that character, enforced as it is now in the theater, would make a great difference at the end of the season to the trade; that attempts have been made time and again to stop the display of fine headgear in the church with no avail; that when a woman "will she will, you may depend on't; and when she won't she won't, and there's the end on't!" Ministers may preach against it and husbands may grind their teeth at the bills; but wear costly hats, and big ones at that—the bigger the better—to church she will; and if she hides the pulpit and the minister from anybody behind her, so much the worse for the body behind her. She will wear the hat anyhow!

It is respectfully submitted that the minister and the business man confer. It is not true that business would be affected by any conclusion the two can

come to. The millinery world is like the atmosphere—a disturbance of equilibrium in one locality is followed by its counterpart in another. If the joy of living and of going to church consists in extravagant hats and bonnets, be it so; but let some scheme be devised which will remove the monstrosity during sermon time. If the glory of woman is her hair, what prevents the revealing of that glory in the most sanctified spot on earth. And while it is hardly probable that a bonnet, big or little, will ever keep an earnest man or woman out of the kingdom of heaven, so long as it does obscure ever so slightly the journey thither, it is suggested that the minister assert, if he must and dare, the authority that is vested in him and insist that there shall be an unobstructed line of vision between the pew and the pulpit. It is a question which the playhouse has satisfactorily settled. It remains to be seen if the meeting house can do as well.

Various national centers in addition to that of population will be shown by the census. The center of wealth, at last accounts, reckoning a total of \$84,000,000,000, was at Cleveland, Ohio, and the center of debt was not far off at Tiffin, Ohio. The national centers of pauperism and prisoners held for crime were also in Ohio, at Chillicothe and Columbus, respectively. The national manufacturing center was at Erie, Pa.; that of agriculture at Ottumwa, Iowa, and that of railroads at La Salle, Ill. Ohio is the national center of education, and the center of illiteracy is at Jackson, Tenn.

The indigo production in Java is rapidly falling off. Many of the planters are growing tobacco instead. The artificial product is steadily displacing it. A new process is being used, however, which permits of obtaining a higher percentage of coloring matter from the leaf and also produces a purer indigo.

Our nation uses more tobacco than any other, consuming 200,000,000 pounds a year; but the per capita consumption falls far below that of Belgium, which leads the world with 110 ounces to each person (to our forty-three). We stand fifth in per capita use of tobacco.

The Netherlanders stand in the foremost rank as coffee drinkers, using 370 ounces a year to each inhabitant. We are but fourth on the coffee-drinking list, using 725,000,000 pounds a year, or 155 ounces apiece. Russia, however, allows but 3 ounces to each person.

The honest workingman, with his full dinner pail, is a god compared to the loafer who manages political affairs and lives on candidates and saloon free lunches.

The silly shirt-waist man who follows the dude's lead is now up against the corsets which the dude wears under his shirt waist to make him look real nice.

There are people who attend auctions as religiously as they attend all the funerals, notwithstanding the auctioneer has a for-bidding appearance.

Of course, a poor relation, with expectations, will take what he can get; but it is a chump of a lawyer who takes the will for the deed.

It takes all sort of fools to make up the infinite variety of a world's population.



## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—During the past week the staple end of the business has been comparatively quiet, although within a few days bleached cottons have shown a large demand. Sellers, however, are reserved in their attitude, and show no desire to consummate transactions of any size. Prices are decidedly against buyers, although there is little to be seen in the way of higher quotations openly. Future business is done on the "at value" basis in almost every case. Wide sheetings are very strong, and even at the recent advanced prices orders are reported as turned down on some tickets. Sellers are also reserved in regard to heavy brown sheetings, and practically nothing is being accomplished except to cover the wants of the moment. Fine brown sheetings have been quiet, and the market is firm. Coarse colored cottons are in good request, but the transactions are limited by the sellers. Spot goods are in small supply, and the prices at which goods are held for future delivery are not tempting to buyers, and they prefer to wait before committing themselves.

**Prints and Gingham**—Stocks of printed cottons are being very much reduced and a number of prominent lines have been withdrawn from the market and orders taken "at value" only. This condition has been further aggravated by the strikes in progress in two important mills, and this has proved a serious factor in the case. Staple prints are firm in all directions, although open price changes have not at present been made, although they are expected from day to day. Fancy calicoes show no particular change. Percales are in moderate demand and strong. Staple gingham are very firm, with a tendency towards higher prices. The supply is not adequate for the present demand. Dress styles of gingham are in good condition in all departments, with prices firm.

**Dress Goods**—The spring season in the dress goods market is progressing, but it can not be said to be fairly under way. The spring lines are steadily coming out, although those already in the field do not represent the majority. Another week will show a considerable accession to the number of lines showing. A great many of the mills are getting very close to the end of their orders on fall goods. They begin to feel a need of business, and as there is little reason to expect much further fall business, they are compelled to bring out their spring lines. The average dress goods agent handling woolen and worsted goods looks only for a fair season, the reaction from the speculative buying entered into in the early months of the year, and the stocks that exist in consequence, being the reasons adduced. The buyer, it is believed, will pursue his buying operations in a very conservative manner. It is difficult to convey any correct impression of prices on the new goods. In the first place, there are many representative lines which at this writing have not yet come out. Then again there have been so many changes made in the construction of the woolen and worsted fabrics that it is next to impossible to make any satisfactory comparisons. On the lines that have been brought out, prices are fully 10 per cent. lower than on fall goods, and in some instances they are 2½@15 per cent. below the level of the

heavyweight season. In the fabrics showing, there is a very fair representation of soft wool fancies and fancy worsteds. There are a good many lines of plain goods out, but there are still a good many important lines of sackings, venetians, and broadcloths which have yet to make their bow.

**Hosiery**—Importers of hosiery are having an excellent season, which promises to be fully up to the standard set by the fall. Prices are firm in all staple and fancy lines. Fancies are selling particularly well, and there is no possible doubt that the season will be an exceptionally fine one. In addition to this good amount of business, prices are such as to allow a substantial profit on both imported and domestic lines. There is one branch of the hosiery business that is showing a decided shortage, and that is imported goods to retail at 25c. Very small quantities of these goods are on hands, and yet there is a continued demand for them. Agents here say that the mills they represent can not help them out, for they are now overloaded with orders, and can not accept anything for delivery until the first, and possibly by the middle of January, so it looks as though many who wanted goods to sell at that price must look to the domestic manufacturers.

**Carpets**—The situation in carpets is still very unsatisfactory, particularly in the retail trade, where no activity at all is shown. The wholesale trade does not begin to be up to what it should be at this time of the year, and it is evident that the coming election has a tendency to hold off buyers of carpets as in other lines. There is practically nothing doing in ingrain. Not 10 per cent. of the looms on this class of carpets are running to-day, as this season, being a very short one, is now practically over. The few mills doing anything at all are working on samples for next season or finishing a few small duplicate orders. Many of the manufacturers have already completed samples, but their representatives will not go out among the trade until about the middle of November. The manufacturers are looking forward with much interest to the coming presidential election, and should the present administration remain unchanged, they feel confident of improvement in their line of business, as well as a general improvement in all branches of business, and will be more willing to anticipate future requirements. The manufacturers of three-quarter goods continue to show in some instances a fair amount of business uncompleted, although in general all carpet manufacturers have complained of slow trade for some weeks past. The extremely depressed condition of the ingrain trade, which has prevailed for some time past, has, within two weeks, caused one ingrain manufacturer in Philadelphia to make an assignment. A large Eastern mill has also closed down its ingrain department for two weeks, so as not to accumulate a stock of these goods, they having completed this season's goods, and will commence work for next season when it resumes operations.

### Has No Theory of Child Training.

"Have you noticed," enquired a lady, at a gathering of women, "that the little woman in the corner is the only one who has suggested no beautiful theory of child training?"  
"Oh, she hasn't any," replied her companion.  
"How does that happen?" asked the first lady.  
"She's married and has children herself."

### One of the Pioneers.

"You say," said the judge, taking a hand in the examination himself, "you knew the defendant fifty years ago?"  
"I did, your honor," answered the witness. "I was in business in the same village where he lived."  
"What business were you following?"  
"I was running a department store."  
"A department store 50 years ago? Do you expect the court to believe that?"  
"That's what it was, your honor. I sold dry goods, groceries, hats and caps, boots and shoes, clothing, confectionery, drugs and medicines, books, jewelry, stationery, wall paper, furniture, coffins, agricultural implements, hardware, crockery, glassware, tobacco, lumber, fresh meat and whisky, and had the postoffice in one corner of the building. There isn't anything new about department stores nowadays, your honor, except the elevators and the floor walkers with side-whiskers."

### 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

# SIMPSON'S WASH GOODS

**SIMPSON'S PRINTS**

Dainty Printed Cotton  
DRESS FABRICS  
Success of the Season

Almost like Silk in Beauty and Design

Fast Colors and Highest Standard of Quality



**BRANDENBURG ¼ CLOTH**  
VIOLET A LAWNS  
Choice patterns. Fine quality and finish  
Wear long and look well  
ASK DEALERS FOR THEM

are the very best. We carry a full line of these goods in

**Percales  
Linings  
Drapery  
Pillow Tops  
Satines  
Eddysilks**

and the most complete line of Prints in the State or elsewhere. Royal Blue and Purple in large assortments. You will save money by placing your order now, as prices are almost certain to advance.

**P. STEKETEE & SONS**

WHOLESALE DRY GOODS,

GRAND RAPIDS, MICH.

## Just Bear in Mind



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

**Voigt, Herpolsheimer & Co.,**

Wholesale Dry Goods,

Grand Rapids, Mich.



## Clothing

### Window Displays Appropriate to the Present Season.

A good idea for a display of children's clothing at this season of the year is suggested by the advertisement of an Eastern clothing dealer. In the background of the window is placed a small country schoolhouse standing in front of a small grove of trees. Toward it from each side children are seen approaching clad in appropriate clothing. In the foreground a little to each side of the center of the window, with their backs toward each other, stand a couple of little lads each represented as ringing a large brass school bell. A painted drop might be employed for the background, or the schoolhouse could be easily constructed from light wood. By the use of a number of dummies different styles of clothing could be displayed with very pleasing effect. Particular care should be given to securing a symmetrical composition of the scene, the schoolhouse being placed in the exact center of the background, the number of figures at each side of it being the same, and placed so as to properly balance each other. Then if they are arranged in natural attitudes, the composition will be a success. In any effect of the nature of a picture, particular attention always should be paid to the composition of the scene, for without a proportionate balance of the elements of the picture the composition can not be satisfactory. \* \* \*

A novel display of bat or butterfly ties can be made in the following manner: One or more trees are made of wire and placed in the window, and to the wires forming their boughs the made-up ties are attached, so that they resemble a cloud of butterflies that have lit upon the branches. The trees can be made on the model of some dwarf tree with irregular branches, very stiff wire being used for the trunk, and smaller and more pliable wire being used for the branches. The larger branches can be united to the trunk by tight twisting, the smaller branches to the larger branches in the same manner. Or the larger branches can be united to the trunk by binding them firmly with small wire. The smaller branches can be made of more pliable wire and built on the larger branches in the same manner. By closely observing the natural curves and irregularities of some picturesque tree and copying them with exactness on a large or small scale as may be desired, a stand can be made that, when it is covered either by metal paint or other material, will be very useful in the window in a variety of ways. \* \* \*

Another way of displaying neckwear is as follows: Pieces of stiff wire are bent about the sides of the window in either circular lines or lines following closely the lines of the wall. From these as supports project other slender wires, which are either curved or straight, with plain or bent curved ends. On the end of each of these projecting wires ties are displayed which are made up in such units of display as may be desired. By the use of wires in this way it is possible to get away from set or stiff lines and to produce a greater variety of curves and angles in the display of goods than would be possible with the ordinary window fixtures. \* \* \*

A very simple trim of hosiery can be arranged as follows: Three or more

shelves are arranged step fashion in the window with a moderate interval between them. The shelves are covered with some dark, rich-colored material and on them are arranged hosiery and fancy handkerchiefs in alternation with each other. A pair of hose is placed with the foot overhanging the edge of the shelf, while the upper part of the leg is gathered in a slight fold and slightly bent to one side. Next to it is placed a fancy handkerchief, spread out flat or slightly puffed. Jewelry can be displayed between the two units of the display. Such a trim as this will depend altogether for its success, not on its oddity or its novelty, but on the quality and character of the goods displayed. If they are of fine material, of rich and harmonious colors, and attractive in themselves, as well as gracefully grouped with other goods harmonious with them in color, a very handsome and beautiful display can be produced.

### The Job Just Suited Him.

Senator Pomeroy used to tell of a local preacher in Kansas who had forced himself upon the stump after Lincoln's nomination, and who demanded recognition of the party for his services during the campaign. He said he would like to be sent as minister plenipotentiary to England or France, and when told it was impossible, insisted upon being appointed consul to Liverpool.

Finding that the "powers that be" considered that equally preposterous, he was quite offended at what he considered a lack of appreciation of his services in a State that nothing could have turned against the Republicans. Finally Senator Pomeroy said to him: "I'm going to Washington in about two weeks' time. Think the matter over, and if you should light on something in reason, I'll aid you in getting it." In ten days he called on the Senator again, his head still away up in the clouds, and being assured of the impossibility of getting what he thought was about his due, said:

"Senator, you can't think of some place that would suit me?"

"Yes," said Pomeroy, "I've thought of a place that would suit you, and that you would suit, and there is a possibility of getting it for you. It's an Indian agency."

"An Indian agency? What's that?" cried the preacher.

"Well, you are to look after the welfare of our red brothers and see that their supplies are properly and honestly delivered to them."

"What is that worth?"

"One thousand five hundred dollars and perquisites," returned the Senator.

"Perquisites—what perquisites?"

"Well, you see, my friend, the Government contracts for so many head of beef cattle averaging so many hundred pounds. Now in delivering these cattle they are counted while being driven into the enclosure, and if a yearling should happen to slip in now and then you are not to make too much fuss about it, and there you will find your perquisites. Think it over."

"I'll take it," said the reverend gentleman. "I've already thought it over; and do you know, Senator, I think veal is a blamed sight better than beef for Indians, anyway."

### Qualifications of the Perfect Typewriter Girl.

From Success.

It is possible for a typewriter to win business confidence from her employer, and to become almost indispensable to the house she works for, and she ought to aim at this. Accuracy and common sense in her work must be supplemented by another quality, however, or she will never succeed. The other quality is absolute silence about what she knows as a confidential employee. The gossip about business matters is inexcusable—in fact, a breach of trust. Too many girls forget this fact.

## 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.



### 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.

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And Dealer in

Cigars and Tobaccos,

157 E. Fulton St. GRAND RAPIDS, MICH.

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M. Brilles & Co., Allegheny City, Pa.  
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E. R. Wiersma, Grand Rapids, Mich.  
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#### OUR LEADERS

Doc Andrus, Plaindealer.  
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Three Sisters, Old Pards, Etc.



### 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.

# 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.

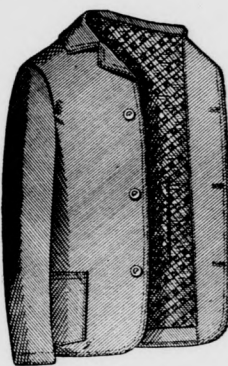
## Voorhees Mfg. Co.

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.



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.



## Shoes and Leather

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

In 1889, April 8, I launched out in the shoe business in the capacity of bundle carrier and general storeboy. I remember the first sale I made—a woman's Imperial rubber for 35 cents. I was 15 years old then. It soon dawned upon me that to become a successful shoe man required a whole lot of hard work, constant attention to business, and with this determination in mind I went forward. Now, as I look back over the eleven years of experience, I can see points and lessons that experience has taught me which I shall never forget. Now these points and lessons I propose to give you in order as they come to me.

In the first place, shoe salesmen are born, not made. This, I believe. A good dry goods man may not be able to sell shoes, and a shoe man may not be able to sell dry goods. The following, I believe, are requisites of a first-class shoe man—a strong determination to work hard, to be patient, for it takes patience, and that of Job sometimes—patience that will not let go, the kind that holds tight to a hard and tedious customer. It has been my experience, where the hardest to please have become my easiest customers to wait on. You often have to fit the head as well as the foot. Study your customers' ideas and wants, let them have their own way, make it your business to suit them; they are spending their money, not yours. Once suited, you have gained their confidence. Cultivate a close attention to small details. Never seem impatient in the presence of a customer.

He should possess honesty to his employer and to the trade. Never misrepresent anything; it does not pay. The one pair of shoes is not all a person will buy. You need the trade all the time, so only straightforward business principles will hold good and build trade. You are obliged to make a profit. Tell the people so. That's legitimate. It is just as easy to sell goods at a living profit as at no profit. Sell that which is good, in style, seasonable, bright, 100 cents' worth for \$1. Next to patience comes politeness. How many clerks need to be reminded of the little things that go to make customers like to deal with one. Meet them pleasantly, never rush up to them, invite them to have a seat, open the door, hand the lady a fan, give the children a glass of water, a picture card, etc. Wrap the package quickly, give correct change, and if a person hands you a \$5 bill to take out \$2.75, say, "I owe you \$2.25," to avoid her thinking she gave you a \$10 bill.

Never seem too tired to show goods. I have seen people bring down one pair of shoes for inspection. If they did not suit they were put back and another pair brought down. Show the styles, be liberal about it. Size up your man by appearance, manner, etc. That can be done. Ascertain the size he has been wearing. Fit as quickly as you can. People are restless these days.

Explain this season's style in a firm convincing way that will impress upon his mind that you know your business. Never drag out, "This is a nice shoe, I hope you will like it." The man wants the latest, the best. He likes to know that you are trying to give it to him, too. It depends upon the clerk to impress at once that he has the latest style, good quality, and at as low price as anywhere. Ask him if he has seen the lat-

est style this spring. If he answers "no," then your customer is interested. Arrange the shoes for inspection in the best position on counter or ledge; don't drop them down upside down. Keep them laced or buttoned up all the time. Be careful in putting back the shoes. Let them look fresh when opened up. Fit all shoes with good length. The French size is a good thing, you can often give a better fit than before.

The salesman should cultivate his trade to use the better class of goods and the latest style. I was struck some time ago with a remark of a hat man. A gentleman asked, "Is this the latest?" "Yes, sir," was the answer, "we never sell anything but the latest block. This is the Knox hat I am showing you and it is proper." The answer was firm and convincing. Let people know they can depend on you to give them the latest thing. Politeness to boys and girls should be cultivated; they will soon be grown. They wear out a lot of shoes. You need their trade. You can build your future trade from the boys and girls of to-day to a large proportion. It is pleasing to the mother to see you take pains in fitting up the small children. Fit them long, for the child is growing. Explain to her in a kind way, and by and by she will trust you to fit all the children. This is my experience, and I can count the small and large children as some of my best friends. They will always stick to you. I know of some children who would not wear a shoe from anybody else but our store, but another reason why they should have your closest attention is because it is right and just that you should treat them the best of all. Work in a shoe store? Yes, hard work. Keep your windows in shape. It pays—it pays big. Arrange your windows in the best way. I believe as you dress your windows so will your trade be. If you fill it up with \$1.07, \$1.23 and 97 cent shoes you will have that class of trade. Put your best shoes in the window. Some will say you ruin so many shoes. No, you don't. Put in pairs. If they are tans, change often. We hardly ever have a faded shoe. Work for the best trade and you will get it. Be ready to do anything like putting on rubber heels, taking a lift off a heel, nailing back a sole, putting in goring, sewing on a strap. Be handy. Do not expect to wear a high collar and never soil your hands. Try to enjoy the confidence of your employer. If you can not be trusted to handle the trade satisfactorily you will never succeed there, so you must do all in your power to please the trade and the man you work for. You ought to know your stock as well as a typewriter does her keyboard. When you have a call for a No. 3 C welted oxford, go to it—get it at once. Never keep people waiting. If the store is crowded, as you pass by tell them you will be ready soon. Hold them if you can. Meet those you know with a handshake. Interest yourself in them. Get to know as many people as you can. I believe in button-hole work. Never deceive them. Hold their confidence and a lot of people will leave the selection to you. Do the very best in fit and in quality you can for such.

As to stock arrangement, our store is 24x85. One side for men, boys and youths, one side for ladies, misses and children. There are drawers on both sides for rubbers, and trunks are displayed in center. Our stock is arranged according to price; for instance, on the men's side we start with J and M \$6

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

Rindge, Kalmbach, Logie & Co.,

Manufacturers and  
Jobbers of

Boots and Shoes

Grand Rapids, - Michigan.

Agents Boston Rubber Shoe Co.



and \$5 shoes, then \$4, \$3.50, \$3, \$2.50, \$2, \$1.50, \$1.25, then men's slippers, then brogans and boots. On the ladies' side same arrangement according to price. In winter we use top shelves for oxfords.

We have two rolling ladders on each side. The shelving runs full length on ladies' side, the back part being used for children's, misses' and infants'.

I believe the man who waits on the trade hears the likes and dislikes of the people, and often he can assist in buying the right goods. This thing of buying a stock of shoes is, to my mind, a serious matter. Of course you can not suit all. You will be broken up in size, and it is then that salesmanship comes in, that is, to sell a person something they do not want. Anybody can hand out a dish of ice cream. Do not think from 6:30 to 7, all the time you have got to work. If you really enjoy your business you are at work all the time, in season, out of season.

I have had suggestions come to me about window dressing in the middle of the night. Wherever you go you can be laying the foundation for business. We use a stand and table for broken sizes. We fight them as we would fire, for the stock should be kept clean, so you can have the latest every season. Do not crowd the stock. To do so is to induce temporary paralysis. Never let a dissatisfied person leave the store if it can be helped. Never give a person a halfway fit. Then, aside from patience, work, politeness and enjoyment in your business, there must be a willingness. A willing mind will undertake, will accomplish.

There is one class of customer I wish to speak of. All salesmen know him. He comes in, has little or nothing to say. You have hard work to get him to try on a shoe. You show him all the styles, but he does not like any of them. You explain the good points. He takes it in and still says nothing. He then complains of this and of that. He will say he is sorry you have nothing to suit, yet you know you have the latest style and the best quality. What, then? Can you suit? He says he is easy to fit and to please. Now, you must deal gently with that man. Nothing you can do or say will help you. The only thing in my experience to do, is to be as kind, as accommodating as possible. Do not force upon him your views. Give him credit of being a sensible man. He knows what he wants. It is his money. Give him all the rope you have and if he does not sell himself you will never do it. Let him see you are anxious to please him, not yourself. He will soon see that, and if he does tell you very politely, he is sorry he has given you so much trouble for nothing, do not look sour, but be cheerful and tell him you are sorry, too, and you hope he will come again. He will thank you, and, nine times out of ten, will come back. He has found out you are really anxious to please him. He has also found out that you have given him the credit of having some knowledge about what he wants. Do not say he is a crank. Do not say, nobody can sell him. Yes, they will. That man wants a pair of shoes. He will get them. By and by, he will come back, and when you have suited him one time, he is your customer. Hold your temper when you meet people full of wind. They do not believe a word you say, but imagine you are bent on cheating them. Let them have their say, and then when they find out you do not care about what they say, you can

sell them. This has also been my experience. Be no respecter of persons. Wait on the poor man as you would the rich. His money comes hard. He will appreciate your kindness more than anybody else. Let people know they can depend on you. Send the package when you promise it.

Never run down your competitors. If you are asked about them, say you do not know anything about their business as you have as much as you can do to run your own. Yet try and be aware of the changes taking place around you. Be kindly disposed, when exchanges are to be made. If you can not suit cheerfully refund the money. They will see that you are not trying to force upon them something that does not suit. Do not grumble and never let your complaints be aired in the presence of people in the store. You should learn something new every day. Make up your mind there is something wrong if you can not keep your finger on the pulse of changes in style, in regard to the new leathers. Read the trade papers. See what is going on somewhere else. Watch all the time, how to improve the looks of the store. The salesman who does his duty will be tired when night comes. The biggest day's work I ever did was sixty-nine sales. Some of these were two or three pairs. I have never seen the customer too hard for me to try to suit. Try to know your styles and their peculiar points. Know the wide, one, the high instep one, know the runs short, the extra long fitting one and so on. I love to sell the best quality rubbers, would never sell a cheap one if I could help it. Be careful to put buttons on right. See that you carry out the small details every day in regard to having the rugs and settees clean. Make the store as cheerful as possible. Nowadays a person will want an extra pair of shoe strings, heel plate, shoe horn, sometimes soapstone between soles to prevent squeaking. It takes time to do all this. Be quick. We have a rule that one man shall mark all cartons. He does it well. As far as possible we have white cartons. The salesman is worth what he makes himself worth to his employer. I believe salary is regulated by the salesman and not by the employer. If he works hard and pleases the trade and his employer you can rest assured he will be paid for it.—S. A. Eddnis in Boot and Shoe Recorder.

From the Standpoint of an Australian.

"The thing that has impressed me most," says an Australian critic of American affairs, "is your democratic simplicity in some things and your royal profligacy in others. It is most curious to a stranger. For instance, the President a political party spends millions of dollars to elect is paid but \$50,000 a year, or \$200,000 for the entire term to which he is elected. I understand popular sentiment against needless expenditure of money will not permit that he should have an increase in salary. Your simplicity and notions of economy again step in and compel your President to live in a very modest sort of a house, entirely inadequate to his needs, while the expenditures in one presidential election are great enough to build him a magnificent palace. Many of your private citizens have far finer houses in which to live than has the ruler of 70,000,000 of people and the richest nation in the world. Your Government expenditures in many other branches, notably in the pensioning of soldiers, are lavish; your business enterprises are vast and the comforts and even luxuries of life that your workingmen have are without an equal elsewhere in the world. Most things, in fact, are on a large scale. It is only in expenditures for those things by which the greatness of a nation is usually judged that parsimony is displayed."

## 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**

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.

## FAMOUS ATLAS SCHOOL SHOES



Made in Boys', Youths', Little Men's, Misses' and Children's from the very best selections of Kung Calf, Cuba Calf, Vici Kid and Chocolate Vici.

Write for sample dozens.

**BRADLEY & METCALF CO., Milwaukee, Wis.**



## Clerks' Corner.

The Clerk Learns a Needed Lesson on Clothes.

Written for the Tradesman.

An incident, however slight, never leaves us the same as it finds us. It is always the beginning, the turning point or the end of a far-reaching something; and oftener than otherwise we pass from one condition to another wholly unconscious of the weal or woe which the change is sure to bring.

To the clerk in the Springborough store the episode of the vanilla was a thing of the past, dead and buried beyond resurrection and all thoughts of it; but Old Man Means, with a chuckle tucked away in some handy place back there, saw the beginning, in that look which young Carl gave to the departing maiden after the first treat of soda water, of something that amused him immensely, the development of which he watched with the keenest interest.

Up to that day the boy had been presentable enough. His clothes were well taken care of, his hands were clean and his hair was carefully enough brushed; but the next day disclosed a change—the superlative had come in with the thirsty "Vanilla" and with her did not depart. A pocket mirror was added to the young man's treasures and a hair brush passed from the show case to the small box hanging under the little looking glass in the back store. The boy's prudence showed itself in selecting a brush from the cheapest, and the proprietor, taking occasion to go into the back store and concluding to make his first point then and there, stopped in front of the looking glass and called Carl.

"If you wanted a hairbrush why didn't you take one—not that thing? Can't you see that you're only throwing money away in trying to get along with that kind of goods? A week from now, with the work you're going to get out of it"—was the man drawing a little on experience?—"you will want another, and so on to the end of the chapter. Put that back where you got it from and get the best brush there is in the show case—it isn't any too good for either of us, and I want you to remember, Carl, that the best is always the cheapest. It will always last longer and be a good one while it lasts; and, just as soon as the Lord will let you, I want you to make up your mind that the 'good enough for me,' which you hear so often, applies to you only when you get the best. Clothes indicate character as surely as faces do and the man that buys the cheap for any reason except because he has to is as sure to be shoddy as the hand-me-downs he is sure to buy. A dollar shirt is a better investment than two 50-cent ones and a good shoe will demand a good—not unreasonable—price, which in the majority of cases you'd better pay. I have a theory which goes further than that: I fancy there is something in the old maxim, 'Like seeks like,' and the good fellow that is always born in every man, if he be true to himself and insists on being what heaven intended him to be, buys the best on that principle so long as his circumstances allow him to do so, and when he begins to be willing to put up with what is second class, unless he has to, it is because he himself is beginning to be second class. You'd better come to me when you want anything out of the stock, because sometimes I may not want you to take

it and quite as often I may have something I want to say about it, as I have now. There! that's a hairbrush that means business from the word 'go,' and it's all right because it corresponds to the kind of fellows that are going to use it."

The joke and the hairbrush the boy appreciated, laughing at the one and making the most of the other. Not only morning, noon and night was the brush brought into use, but as often as he could slip out into the back store and put in a few extra strokes between times. Then, too, the boy's sprouting beard began to trouble him and the pocket mirror would pop out of its case on the slightest provocation. In the meantime the collar and cuff epidemic struck the boy with full force and he made a careful study of quality and styles; but when the necktie craze broke out—and this was long after the soda "pitcher was broken at the fountain"—Old Man Means looked and laughed and waited for the right time to put in his oar. His action in this was somewhat hastened by a visit from Mrs. Hustleton, who came in to say that Carl was unfolding traits which she never dreamed he possessed. If he kept on as he had begun there wouldn't be a bigger dude in Christendom. He had got quite beyond her. His father had no influence over him and if Mr. Means had any, and would use it, he would confer a favor on all of them, especially upon the boy himself.

Thus appealed to, the store-keeper waited for his chance and it soon came. The boy broke out into the jewelry line until he was a sight to behold. There were bosom studs and collar buttons and cuff buttons, there was a huge ring on the left little finger, then a watch chain big and beautiful; and that brought matters to a climax.

"Got a watch, Carl?"

"N—no, sir."

"Come around here to the desk a minute.—This is a free country, my boy, and every man is expected to wear what he pleases. You have a right to wear that sort of stuff if you want to; but I don't happen to like to see it, and so I am going to exercise my freedom by having a clerk who doesn't wear pinch-beck jewelry. I am going to give you your choice: take off every bit of that make-believe and throw it right into the coal hod and promise me that you will wear no more of it; or else when you go home at noon go for keeps and I'll get another boy. Now that's all there is to it. I'll give you five minutes to make up your mind and then—"

"I don't want any five minutes—here it goes, every blamed speck, and a good riddance!" and, suiting the action to the word as fast as he could free himself from the objectionable articles, he hurled them into the hod. "I don't know what makes a fellow do it. All of 'em do. Do you s'pose it's the same as it is with the mumps, the chicken pox and the rest of them—that we have to have 'em?"

"It looks a good deal that way. You had better take a set of those pearl buttons there in the case. That's what you want to wear for a number of years yet; and, above all things, leave that stuff to the class of humanity it was made for;" and the boy did.

Richard Malcolm Strong.

California is the only State in the Union that produces raisins, and Fresno county grows more than three-fourths of the annual crop.

### Gave Him the Stony Heart.

"Madam," said the tramp to the farmer's wife, "have you any objection to my lying down in one of your fence corners and dying?"

"No objection at all," replied the lady. "Over in that corner you will find a lot of straw."

"I wouldn't dare to lie on your straw, madam," said the tramp; "I'm so hungry that I'd be sure to wake up and find myself eating it."

"We have plenty more," said the farmer's wife pleasantly as she closed the door.

### Catchy Store Signs.

A retail shoe man has the following displayed at his place of business:

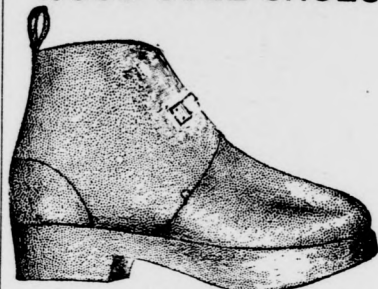
We sell shoes—not our customers.

It will be a "good buy" if you buy them here.

Sixteen to one that this shoe will outwear any other in town.

We want "just one girl" for every pair of these shoes.

## WATER PROOF WOOD SOLE SHOES



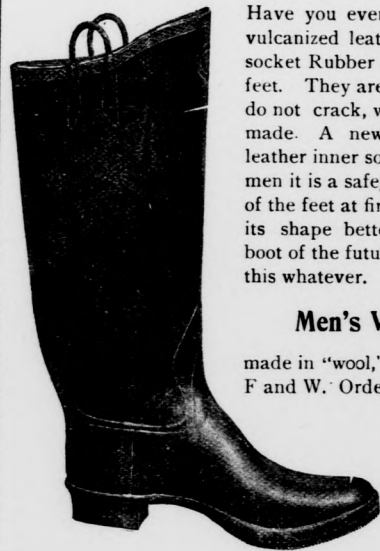
Price \$1.10 net.

With iron rails on bottom, \$1.25. Oil Grain Uppers. Sizes 6 to 12. Best shoes for Butchers, Brewers, Farmers, Miners, Creamerymen, 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.

## Vulcan Rubber Boots



Have you ever sold the "Vulcan" rubber boots with vulcanized leather inner soles, manufactured by Woonsocket Rubber Co? They do not sweat or draw the feet. They are lighter, easier to the feet, more durable, do not crack, will wear longer than any rubber boots made. A new outer sole is easily fastened to the leather inner sole after the first is worn out. For firemen it is a safeguard against nails entering the bottom of the feet at fires—is more quickly put on and holds its shape better. Mark the prediction: The rubber boot of the future is the "Vulcan." No argument about this whatever.

### Men's Vulcan dull finish Short Boot

made in "wool," "fusion" and "rubber" linings, widths F and W. Order a case and give them a trial.

A. H. KRUM & CO.,

Western Agents,

161-163 Jefferson Ave., Detroit

WORLD'S BEST

# S.C.W.

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

SMOKE  
STAR GREEN CIGAR  
BETTER THAN EVER.



USE THE CELEBRATED

# Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)



## END JUSTIFIES MEANS.

## Traveling Man Who Advocates the Jesuit Theory.

Written for the Tradesman.

Self-preservation is the first law of nature; it is also the right accorded us by both the common and statute laws of all civilized communities. When one is attacked the natural instinct leads him to defend himself and if he finds that he is in danger of being worsted and his life threatened, he will stop at nothing to rid himself of his enemy, even if he is compelled to take his life. This is rightly termed justifiable homicide. When one's property is assailed by marauding hands the law again gives us the right to defend it, even at the expense of the life of the party committing the depredation; and we say it is just, for the law is ever based on justice and, above all, on good common sense.

Our property can be assailed in two ways—directly and indirectly—and it is the indirect way I am about to take up:

Supposing you owned a stock of goods, say groceries, and you have your all invested in it and are doing a nice profitable business, keeping three or four clerks and using two wagons to make your deliveries. Your stock consists of goods which are made popular and are in demand through advertising or merit and most always your profits on this class of goods are satisfactory. Things are moving along nicely, but some morning you pick up your paper and discover that your nearest competitor is advertising these very same goods for cost or less. Now, if he would confine himself to one or two articles all would be well, but he does not. He generally has a list of from fifteen to

twenty and even more of standard staples and he has cut the very life out of them. This at once establishes a price on these goods and you are either compelled to meet this competition or lose your trade. Now, if it would only stop here it would not be so bad, but he has from five to twenty imitators who do the same thing because they think they are compelled to follow. This one man has attacked your and others' property and, as you can not exterminate such vermin, you have only one other recourse and that is to substitute other brands and push them. The best way is to have your goods put up under your own brand and be sure at all hazards to have the quality as high as those brands that are in demand and you may even push them at their expense and reputation. These people can not prevent their goods getting into the hands of what are termed "cut rate" stores, but there is one thing they can do and that is not to sell them direct at jobbers' prices, and I am forced to the conclusion that very many of them do this same thing, to the great detriment of the smaller buyers. I know of but one soap manufacturing house who will not under any circumstance sell such trade, no matter what the size of the order might be, and even the cash with the order is no inducement. They absolutely protect the retailer, and should be well thought of by him, and their goods pushed to the exclusion of all others, if you don't have your own private brand, which is much better. For the good of the community at large, people who don't get profits and won't let others have them should be summarily suppressed, but, as this is not allowed in this enlightened age, our next best step is to protect what inter-

ests we have in business, as a store will soon eat itself up if there is not a sufficient margin to cover expenses. I insist that under the above circumstances you are at perfect liberty and are entirely right in using any and all methods to keep your business going as long as you give your customers the best goods for the price asked.

Every one has a right to live, and on this point none can gainsay me, and, when we come in contact with such pirates and cutthroats on the high seas of business life, there are only two alternatives offered—either to "walk the plank" or give them a battle, which will be successful to you, and this can always be done if you do not follow in their footsteps.

The teachings of the Jesuits inculcate in all their followers the doctrine that the end always justifies the means, and this has been their watchword for centuries, and until their energies were diverted for their own selfish purposes they absolutely ruled the world. I fully agree with this doctrine, especially in the protection of our lives and the preservation of our property, and advise the merchant to go to any length to save himself from inevitable ruin, thereby losing the savings perhaps of many years, to say nothing of being compelled to deprive his wife and family of many necessary comforts.

This article is inspired from reading some statements made by "Stroller in the Grocery World" and copied into the Michigan Tradesman of recent date. The methods of the party who was the subject of the article were called in question and condemned, but I must say that I heartily endorse his policy and honor him for the courage of his convictions and wish that every retail gro-

cer would follow in his footsteps and there would be less failures in business and credits would always be at high water mark.

W. F. Denman.

## She Took Him at His Word.

It has become quite common for dealers in various wares to advertise that if the reader will cut out their "coupon" and present it, a certain allowance will be made on the amount of the purchase. It is simply giving a discount for cash, but it occasionally leads to a misunderstanding.

A certain enterprising music dealer once advertised:

"This coupon will be received in lieu of \$10 cash toward the price of any instrument over \$200 in value purchased in our store."

A few days afterward a plainly-dressed woman walked in, and after a great deal of testing and talking selected a \$250 piano and ordered it sent to her address. Then the smiling proprietor proceeded to make out the bill.

"Cash?" he said, enquiringly.

"Coupons," said she, briefly.

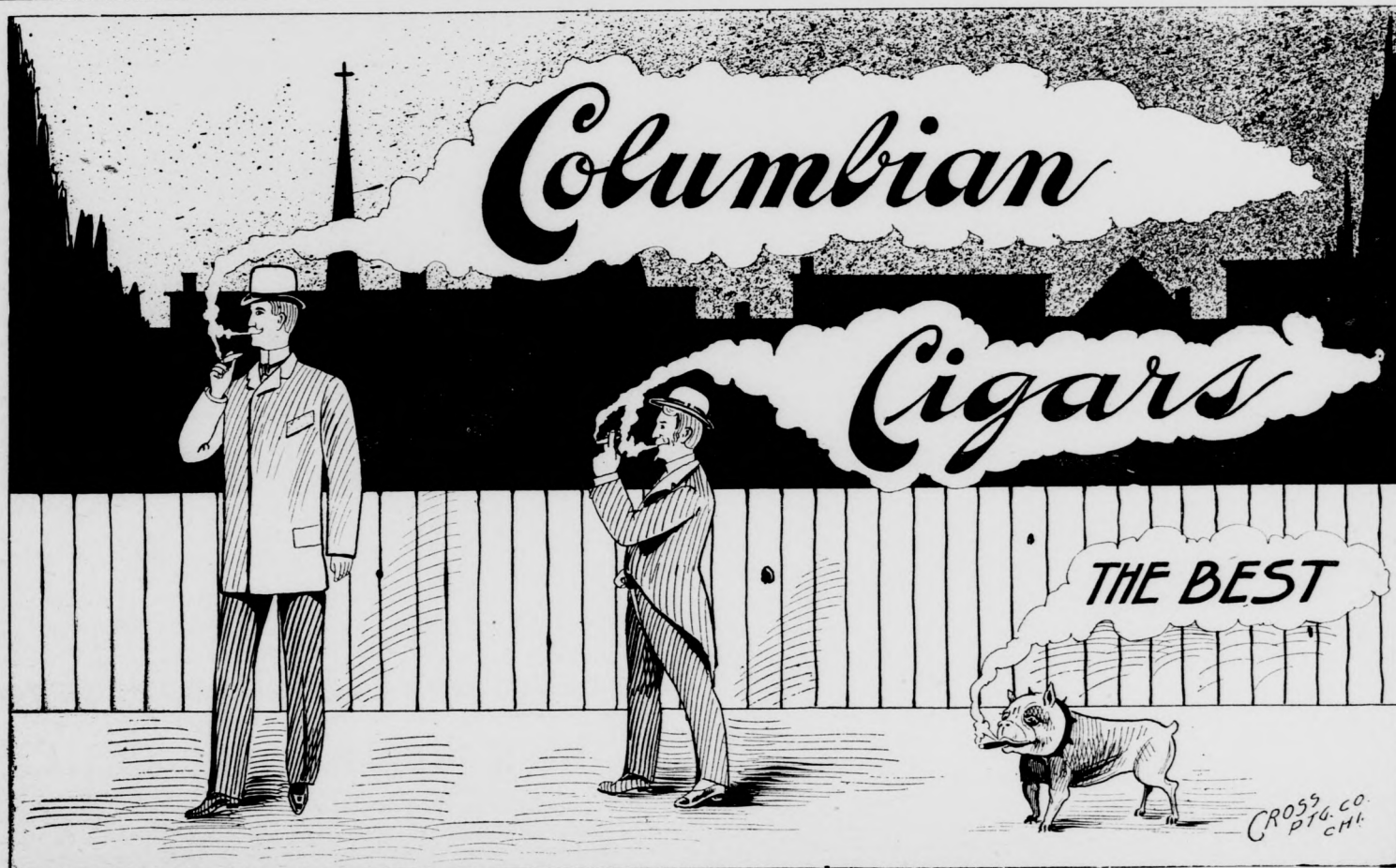
He looked up in amazement as the woman laid a bundle of "coupons" on his desk.

"There are 25," said she; "at \$10 apiece equals \$250, I believe."

"But, my dear madam," exclaimed the music dealer, aghast, "you are only entitled to a deduction of \$10 on your purchase. Only one coupon can be received from each customer."

"Does it say so in the advertisement?" demanded the customer, severely. "This coupon, you say, is good for \$10, and so is this, and this, and all the rest."

The proprietor tried to explain, and the woman argued; and the end of it was that she went away threatening to bring a suit to obtain possession of the piano. She did not do so, but the proprietor has altered the wording of the coupon since that episode.



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



## Hardware

### Difficulties of Selling Hardware at a Profit.

At some time during the past fifteen years every hardware merchant in our land, whether located in a large city or small town, has been made to feel the power of a new variety of competition.

In the large cities the department stores, and in the small towns the department stores and supply houses, by means of catalogues, have striven to dispossess the hardware merchant of his formerly undisputed position as distributor of many lines of goods.

It is not necessary to dwell on the results of the contest up to the present time; every hardware man knows that his position is not as secure with his trade as it was ten years ago, and that the profits absorbed annually from his locality by these competitors would, if they could be credited to his profit account, make his business satisfactory and safe instead of always unsatisfactory and often unsafe, as it is at present, which is evidenced by the thinning of our ranks in the cities.

On the other hand, the prodigious growth and uniform prosperity of the houses engaged in these new methods of distribution prove that their methods are right, economical and pleasing to the masses who purchase the lines of goods they handle.

Let us briefly consider the situation in the cities. Our competitors have succeeded in capturing the major portion of the tinware and house furnishing goods business, formerly so profitable to the hardware merchant. Women buy and use these goods; why have they transferred their patronage?

Look for a moment at some of the distinctive features of the department store:

1. It is a thoroughly organized business, so organized that it is to the personal interest of every employe, whether head of department or subordinate clerk, to exert themselves to their utmost for the success of the department to which they are attached, to please customers and to make sales. The books of the concern give direct evidence of the success or failure of each individual in his or her position, and no head of department can hope for advancement in salary or position, or even hold his situation long, unless his department is doing a good business and making money for the concern. It is a fallacy that any department is run at a loss to aid the general business of the department store.

2. The department store is virtually woman's down town club. Centrally located, easy of access, here she meets her friends by appointment or otherwise, and finds waiting and toilet rooms, cafe, etc., for her convenience. It is a place where women are at home.

3. The clerks are accustomed to waiting upon ladies, are polite, affable and know how to extend to them the many little courtesies they appreciate so much.

4. The store and stock are clean, and the stock is so arranged on tables and low shelves, with price plainly marked on each article, that the customer can examine the goods and make selections without the assistance of clerks if they are otherwise engaged at the moment. Moreover, there is a system in the constant changes made in the arrangement of the stock in these stores; those goods for which the season is about to open are displayed most prominently, in or-

der that they may suggest wants as yet unfelt. The efficacy of this system of display would be better appreciated were it known how great a percentage of the sales made in these stores are due solely to the customers seeing an article which strikes their fancy, although its purchase had not been thought of before entering the store.

There is also a liking for assortments of goods at a price which is catered to by the department stores. I refer to the arrangement of five, ten and twenty-five cent counters, etc. "Every article on this table fifty cents" is a fascinating sign.

To the close buyer such a sign indicates that some articles on that table are excellent value, and she buys, never doubting for a moment but that she has selected the best value on the table.

The continuance of such assortments proves that she is not always successful. These purchases were never intended when the customer entered the store.

5. These stores do not wait for a demand for goods before they carry them in stock. They realize that when the demand comes, competition has set in and nothing but skim milk is left, that the goods have been introduced at remunerative prices and the enterprising introducer has been well paid; so when a novelty comes out that appeals to the buyer as a good thing he is interested, advertises it liberally, gives an exposition of its virtues in the store, creates a demand for the goods and makes a large sale at a good profit.

The contrast is painful here with the merchant who waits until he has three or four calls for the article, then buys half a dozen to see if they will sell, and puts them in a box on the upper shelf to wait until called for.

6. Goods are promptly delivered to any part of the city, whether the purchase amounts to twenty-five cents or twenty-five dollars.

7. Woman's passion for bargains is realized, and she is given a judicious sprinkling of them for a tonic, but the average profit maintained would be adequate for the hardware merchant's needs.

8. There is one price to all; no time lost in haggling about price; no enemies made by discrimination in prices.

9. Money is cheerfully refunded if goods are not satisfactory.

These are the prominent features which have brought success in so large a measure to the department stores, and have made woman a stranger in our own stores. The loss of profitable business in the tinware and housefurnishing goods lines, without a reduction in general expenses, has put the balance on the wrong side of many a hardware man's profit and loss account, and ultimately swept him out of existence. Those who have survived have simply demonstrated their ability to live on the hardware end of the business.

The field is certainly not an inviting one to enter from choice, but those who are in and have survived thus far have a reward in sight if they will do battle for it.

If we would successfully combat these forces which threaten us, we must, as a class, overcome the inertia which has held us so long in bondage to old methods, adapt ourselves to new conditions and imitate the methods of successful business houses.

I say as a class advisedly, for most people judge that with which they come in contact to be a true type of its species, and if the hardware store a

person visits is not as satisfactory a place to trade in as the department store, all hardware stores will suffer alike in that person's judgment. In this way every incompetent hardware man is a burden to his fellows, and every aggressive, up-to-date hardware man is a positive benefit to all the others.

Progression is always along the line of least resistance, and the department store found an open field for their hardware department. If you doubt this compare the methods and service given by the average hardware store of ten or fifteen years ago with the distinctive features of the department store which I have enumerated, and blame the ladies, if you can, for escaping at the first opportunity from the uncongenial surroundings.

The hardware man has preached about the bad moral and sociological influences of the department store, pleaded for sympathy, asked that the heads of families insist upon the members of the households supplying their needs from his stock, but considered as a class he has made no effort to study the new methods and serve the public in the way they desired.

However, as in all such struggles, the fittest have survived, and we have left a grade of hardware men of much greater average capacity and adaptability than before, and different results may be expected from them, and there is a very general disposition to make a struggle to regain this lost custom if any feasible means can be found for accomplishing this end.

Supposing the reader to be determined to regain this lost trade, I submit that his first logical step is to so arrange his business that he can serve

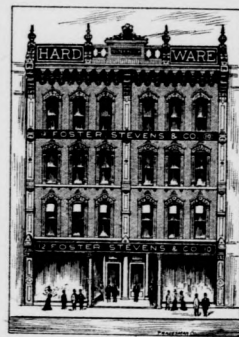
the public as well or better than the department store is doing. Imitate their methods; improve upon them if you can.

The extent to which organization may be carried depends largely on the size of the business. Where several clerks are employed the system of departments could be introduced as used in the department stores. A good clerk giving his concentrated attention to the tinware and furnishing department would bring more effective results to the house than he could possibly bring as a general clerk, particularly if you kept separate accounts with each department, and he knew that he would be rewarded according to the measure of his success. This has been demonstrated by all department stores as the way to do business.

Even in a small business it is possible to introduce some system so that the result of every person's work is a matter of record. Any one will try harder to accomplish results if sure of receiving credit for them.

Should there be only two partners in the business a good-natured rivalry between them regarding the matter of sales would be of benefit. Make it to the positive interest of every one connected with the business to be strenuous for its welfare at all times.

I would also suggest that you should be particular to keep your stock and store scrupulously clean, especially in the tinware and housefurnishing department; imitate the department store in all their methods of displaying goods; make it convenient for the ladies to shop in your store; have the goods they buy in one part of store and all within easy reach; introduce the bar-



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.



gain tables, have one price for all; sell only for cash except to contractor and factory trade; refund money cheerfully if goods are not satisfactory; advertise as liberally as your location will permit; if centrally located, in the daily papers, if not, reach the women in your district by bargain sheets, issued regularly and addressed to them, and by personal solicitation; have a system for delivery of goods; and, what is very important, do not spend your time at book-keeping or menial work while there is an opportunity open to you to secure business—your time is most valuable in this employment.

Such methods as these strenuously maintained can hardly fail to win. It is a fast gait, but the time is past when a slower will suffice in the cities.

We will now consider the catalogue evil which is confronting the country dealer. These catalogues are issued by the supply houses as well as by nearly all department stores, and in many localities a large percentage of the hardware consumed comes from these sources, and is purchased by those who should be the hardware merchant's best customers, viz., those who pay cash.

The arguments used by such houses on their extensive advertising are:

1. That they save the consumer the retailer's profit, which they claim is exorbitant.

2. That the man who pays cash and buys from them does not have to contribute his share towards supporting the expensive credit system so extensively used in the smaller towns.

To a considerable extent the first claim is made good, as standard lines of goods are often sold at the retail dealer's cost, the lack of profit to the seller being compensated for by the seeming proof which is given of the truth of their first argument. Regarding their second claim we can not deny the justice of the position they take. The time is past when we can safely ignore the situation. Almost every farmer who reads and can pay cash patronizes these houses and carefully cherishes their publications.

We enjoy only the pick-up trade of this class, and control only the trade of the man who is broke, and during his season of prosperity we are deserted. It is useless to rave about the ingratitude of mankind, we one and all reserve and act upon the right to buy where we can do the best, regardless of friendship or past favors. Price and quality being equal, the friend has preference. He can not ask more discrimination and preserve his self-respect.

What will you do, give battle or submit? If the former position is taken there is only one plan of action affording promise of success, viz: Boldly attack their front by announcing as widely as possible to the farmer trade that you will meet any price made by any department store or catalogue house for cash, only asking that if you have not the grade of goods desired on hand you shall be given the same time to get them that it would have taken had they ordered from the catalogue house, but that you must insist on the regular prices where credit is required; then keep the catalogues on file for their inspection and your information, and carry out the agreement to the letter. This action will necessitate your carrying an assortment of cheap goods such as houses of this stamp generally handle.

The arguments in favor of this procedure are:

1. What you make no profit on you would not have sold at all, and, as the deal is cash, you have lost nothing. You are handling more goods, which may enable you to buy to better advantage, and the advertisement is of value to you—all advertising costs.

2. What you make something on you would not have sold, and you are by so much the gainer.

3. Having a better grade of goods on hand and properly comparing them with the cheap grades which you must also carry, you will more often than not sell these better grades at a good profit and at the same time give your customer better value for his money.

4. The man who wants credit must pay for the accommodation, as he always has, and your price to him will be as low as your neighbor's.

It would be well also to make a personal canvass among the prominent farmers, particularly those who have been customers of the catalogue houses, and talk with them about your new departure. Tell them not to send money for catalogues, that they will always find the latest numbers at your store for inspection. In this way you will unseat the prejudice existing in favor of these houses, and you will please and flatter the farmer by your personal endeavor to win his trade.

It would also be productive of good if you would periodically issue a bargain sheet, giving cuts and prices on some seasonable goods, taking care that prices correspond with those in latest issues of catalogues, so that comparisons may not be odious. This will let the farmer know you are "in the game."

While you are changing your tactics in handling the catalogue competition, it would be an excellent time to organize your business, and incorporate, as far as possible, the business methods which have been winning success in the business world during the past few years, a number of which have been referred to in this article. It is also suggested that a system of figuring profits on sales might be an incentive to a clerk to endeavor to divert attention from the cheap goods to those which did not enter into competition with the catalogue house.

The extra enthusiasm organization would produce in yourself and clerks and the trade-winning methods of doing business would make your success certain.

In the meantime, it is to be presumed that your state association has been zealous in attacking the enemy's rear by laboring with the manufacturers of reliable goods to withdraw their goods from sale in such houses. Progress will be more rapid in this line as our associations become stronger in numbers and receive the enthusiastic support of their members. By this means you will lengthen from time to time the list of goods which do not enter into competition with the catalogue houses.

Local associations should be able to adjust all differences between local competitors. Country dealers can afford to drop their troubles and join hands with their neighbors against this common foe. Your neighbor is a good fellow, and he will appreciate it if you cultivate his acquaintance. Mutual good will would be of much service to all in a variable market, such as we have experienced during the past eighteen months.

But there is a problem worthy of special consideration presented to the country dealer quite often by that aggressive

## 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.	5 c.
BB.....	8 1/4	7 1/4	6 1/4
BBB.....	8 3/4	7 3/4	6 3/4
Crowbars			
Cast Steel, per lb.....	6		
Caps			
Ely's 1-10, per m.....	65		
Hick's C. F., per m.....	55		
G. D., per m.....	45		
Musket, per m.....	75		
Chisels			
Socket Firmer.....	65		
Socket Framing.....	65		
Socket Corner.....	65		
Socket Sileks.....	65		
Elbows			
Com. 4 piece, 6 in., per doz.....	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, List 12 13 14 15 16.....	28		
Discount, 70.....	17		
Gauges			
Stanley Rule and Level Co.'s.....	60 & 10		
Glass			
Single Strength, by box.....	85 & 20		
Double Strength, by box.....	85 & 10		
By the Light.....	85 &		
Hammers			
Maydole & Co.'s, new list.....	33 1/4		
Yerkes & Plumb's.....	40 & 10		
Mason's Solid Cast Steel.....	30c list		
Hinges			
Gate, Clark's 1, 2, 3.....	60 & 10		
Hollow Ware			
Pots.....	50 & 10		
Kettles.....	50 & 10		
Spiders.....	50 & 10		
Horse Nails			
Au Sable.....	40 & 10		
Putnam.....	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.....	70		
Mattocks			
Adze Eye.....	\$17 00..dis		
Metals—Zinc			
600 pound casks.....	7 1/4		
Per pound.....	8		
Miscellaneous			
Bird Cages.....	40		
Pumps, Clister.....	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 55
20 to 60 advance.....	Base
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. com.
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 45
B B and Buck.....	1 70
Shovels and Spades	
First Grade, Doz.....	8 00
Second Grade, Doz.....	7 50
Solder	
1/4 @ 1/2.....	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
20x28 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
Oneda Community, Newhouse's.....	40 & 10
Oneda Community, Hawley & Norton's.....	65 & 10
Mouse, choker, per doz.....	15
Mouse, delusign, 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, Nickeled.....	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.



individual, usually a graduate from the farm, who thinks he wants to keep store and make a lot of money without work. He selects hardware as the business because he knows least about it, and because of his inexperience buys an ill-assorted stock and pays generally a pretty good price for it. He is the prey of every customer, believes every statement made, sells at any old price and gives credit without discrimination. Unless he is very apt in learning the business he soon goes back to a farm (rented this time), only to be followed by another adventurer of the same kind.

The hardware man generally ignores this competitor personally, and after a time drives him from the field, but at considerable cost to himself, caused by the demoralization of the market. But a short time elapses before he must again put on his armor and repeat the performance. Now, in this practical age, it is not considered good business to die in the last ditch; it is better to avoid dying at all.

If there is a field open for this competitor there will always be a candidate to fill it. It is cheaper to educate the first incumbent, show him his faults and make a fair, intelligent competitor of him than to run the continuous show mentioned above.

This treatment requires tact on your part, and it may be necessary to give him a few lessons in cutting prices, but always give him your reasons, and do not permit personal feelings to enter into the matter; it is business policy for you to be his friend.

He will not impair your business to any extent and will not demoralize the market, and by the time he has gained enough experience to be a dangerous rival, he will be able to appreciate what

you have done for him, and your relations will probably continue to be pleasant.

In closing, permit the writer to express the belief that the field is still open for a successful prosecution of the hardware business, but the same evolution has taken place here that has taken place in other fields of industry in this age of specializing. The successful hardware man must be an accomplished organizer and trade getter, must be a sound reasoner and a close observer, must have tact and a talent for close application.—F. H. Young in American Artisan.

#### How the Lessons Came to Him. Written for the Tradesman.

The workman who came in answer to my bidding is not counted as foremost in his line, but after repeated trials of his capacity, as well as promptness to fill orders, I venture the assertion that many mechanics who are better known would do well to imitate him. Consequently, with the consent of the powers that be, I will venture to pass on the lessons which Mr. Blank, as we will call him, stated as having recently come to him, through a seeming misfortune.

I had not seen the man for several months and, knowing of his patient struggle to gain a foothold in our beautiful city, I added to my first greeting, "I was sorry to learn of your loss last spring."

"Yes," said he cheerily, "that stroke of lightning cost me pretty dearly, for I had fitted up a nice shop in the front of my barn and so I lost many valuable tools, as well as my barn."

Again I expressed sympathy, but, to my surprise, was met by, "It's all right—I'm glad it happened."

Having learned, however, that this man, in spite of his toilworn hand, is something of a philosopher, I waited for what I felt sure would be worth listening to, and the following is what fell on my ears:

"Yes, I'm right glad for that night's work, for it opened my eyes to the wrong I had been doing both myself and family."

"You!" I exclaimed. "Why, I have looked upon you as a model husband and father."

"I suppose I was, after the manner of most men," said he, with a shake of his head, "but it needed last April's fire to teach me three lessons: First, I had been growing so greedy for property that when I saw that night's ruins before me I realized as never before that one can not count on much in this world; and I said to myself, 'It really isn't worth while to make a slave of one's self when a flash can lay everything waste like that.'"

"The next lesson came later," continued he, as I expressed my interest, "in this way: I could not rebuild for several weeks, so meanwhile I spent my evenings in getting acquainted with my family, instead of working when it was my duty to rest, as my shop had tempted me to do; and it wasn't long before the younger children would climb upon my knee and say, in a way that went straight to my heart, 'Oh, papa, it seems so nice to have you home nights.'"

"Then, too, my boy who has just entered the high school suddenly found out that the old man—although I don't believe he was ever heard to call me that, for he's true blue—knew more than he did about some things, and so, evening after evening, I heard, 'Pa, show me how to work out this example,' until

from the fullness of his heart he said, 'Say, Pa, I'd get through school lots quicker if you'd quit work evenings for good and all.'"

"But what made me most conscience stricken was, when my new barn was well under way, my patient wife said, with a long-drawn sigh: 'Oh, John, it has seemed so good to have your company evenings that I'm just dreading the time when the shop is done.'"

He had worked as he talked, and so, after a little pounding, he continued: "I did not make much reply, for I didn't want to raise false hopes, but by the time the barn was finished and the shop ready for an emergency I had settled the question. I had come to the conclusion that I owed my family something besides food and clothes and that so long as they enjoyed my company evenings it was robbery to deprive them of it."

"My eyes were opened as well to the fact that I had not only lost much enjoyment myself by shutting myself away from the wife and children during the long evenings, but I had robbed myself of needed rest and time to cultivate my mind; so, to the great joy of my family, the shop now is rarely open evenings."

"I think you are looking better for the change," said I.

"No doubt of it," was the answer, "for I have gained ten pounds, and life seems better worth the living." And then, as he picked up his tools and turned to leave, he added, "It has taken me all summer to make my loss good, but it was such an eye-opener that I shall always be thankful for it."

Helen H. Thomas.

Sympathy is one of the chief factors of feminine charm.

## The First Lesson in Business Economy



Is to know what profit your sales are netting you. If you sell goods year in and year out and have the best trade in town and don't make as much money out of your business as you had hoped, there is a strong suspicion that something is wrong---now isn't there?

Did you ever stop and wonder what it was? Did it ever occur to

you that it might be the fault of an improper method of weighing your merchandise? Have you ever had the Money Weight System of handling your sales explained to you?

Our scales are sold on easy monthly payments.

## THE COMPUTING SCALE CO., Dayton, Ohio



## SUCCESS A CERTAINTY.

## Why the Small Merchant Is Bound To Expand.

There is a grocery store on the corner of two streets in Grand Rapids and another not many doors off and one of these days the store not many doors off is going to move into the one on the corner. There is no rivalry between the two establishments. The corner store hardly recognizes the other's existence. Both are too busy to waste any time in caring one way or another for even commercial amenities; both are fairly flourishing and, while one is toiling painfully up hill, the other is toiling more painlessly down. The unpretending store is not much of a trading place just now. It is so small that the customer, once the door is shut, can reach about everything there is to be sold. Its stock in trade is limited to the demands of a limited kitchen and it is a pleasure to see how rapidly those demands are met.

One of the first conditions to be noticed is the neatness of the storekeeper and his store. There is no just-out-of-the-handbox idea about either; but the thought does come to the consumer that the fruit is not contaminated by the touch of his hands and, if a potato falls to the floor, it is the floor that suffers. The flies have not stained the windows to dimness. The candy jars are free from dust and finger stains; the vegetables are inviting and, while the supply is not large enough to make a color study, there is often a hint of it in the arrangement of reds and yellows and browns. No one need be afraid of buying butter at that grocery. The grocer knows the woman who made it and the clean, cool springhouse where the work was done. It reaches him in as good condition as it leaves the springhouse and he opens the door of the refrigerator with the air of a man who challenges the sharpest criticism. The comparison, naturally overdrawn, was, after all, not violent, for the butter was as freshly yellow as the heart of the white pond lily he said it was and the sweet smell of the butter, while not like the breath of the lily, did strengthen the aptness of the comparison. The customer did not need telling that no butter ever came back to that grocery; and he whom chance or circumstance brought there once would be sure to come again, drawn there and retained there by the neatness in everything seen and handled.

A busy time at the store is from 7 until 10 or a little after. That busy season is the test of the grocer. Hands are busy and tongue keeps pace with them. It is a wise grocer's tongue that knows just when to wag! When speech was silver, the white metal was heard from to some purpose; when silence was golden, the quiet was broken only by the swift rattle of paper and the snap of string in the nimble hands. No time was lost in any way. From the handy hook, like a flash, came the paper bag. Experience with the sugar scoop prevented needless passes from barrel to scales. Everything to be used was ready and, when used, it went promptly back to its place. From one point to another was but a step and no time was lost in taking it. For two hours and a half that busy scene went on. There were several customers at a time; but so swift was the service that there were no wearisome waits and, when the rush was over and the man had a chance to rest, the final question was answered really by a single word—system.

"In the first place I don't want a clerk

until I can't do the work myself and then I want my kind of a man. As things are now, I don't have to take any extra steps or make two or three moves when one will do. My feet are pretty big, but I've got 'em so they don't fall over each other and that's a point in my favor! I can see the time is coming when I am going to be crowded out of here and I suppose I ought to have a clerk and be training him. When the time comes to double up, I shall have him have his section to take care of, as I now take care of mine here, and the thing will go on just as it does now without a hitch. If I couldn't come in here in the dark and wait on a customer, aside from the weighing, I'd shut up shop. It's easy enough after you get things fixed. The trouble will be to get just my sort of a man. One of these 'almost' fellows would drive me crazy; and a man who thinks that 'about right' will do is the man, whether he knows it or not, who is on the way to the poor house. I don't care how large a business is or how small, there must be some system about it. Without that there is going to be a smash up; with it the success a man is working for is a certainty; and that is as true as truth."

The corner store is not managed that way.

## The Thistle as Fuel.

From the Country Gentleman.

There are farmers in Western Nebraska who have made hundreds of dollars each fall baling and selling for fuel the common Russian thistle, but a few years ago regarded as a menace to Western agriculture. These are not isolated exceptions, either. The thistle abounds through the Western counties. In the fall the weed is to be found in enormous quantities through the open country. The special baling machines can place in compact packages, similar to baled hay, hundreds of pounds of this weed in a day. It makes exceptionally fine fuel, and in the West, remote from coal fields, where a ton of coal costs \$15 and the farmer must do the hauling ten to twenty miles, the Russian thistle is a fine substitute. Again, the common "tumble weed" is baled for fuel. It resembles the Russian thistle, with the exception of the thorns, and is even more prolific. In the fall of the year it assumes a ball-like shape, and in the first winter wind breaks its frail stem and sends the fluffy roll of dry vegetable matter bounding over the prairie like a great ball. From this fact its name, "tumble weed," is derived. The first ravine or "draw" the weed strikes affords it a lodgment and successive balls soon make a pile as big as a freight car. Farmers drive their wagons into these draws, load them down by pressing them with their feet into great wagon boxes and burn them in the "grass" stoves.

## To Preserve Potatoes.

A simple method of preventing rot and other diseases of winter potatoes practiced by the peasants of certain sections of Europe is made the subject of a recent Government report. Those potatoes that rot easily in the cellar in winter are made better able to resist diseased conditions and cold by being laid in a sunny place so as not to touch each other. They are turned over morning and night, when they are stored in the cellar for winter. Potatoes treated in this manner do not readily rot and can withstand a great amount of cold without freezing. Early potatoes thus treated do not sprout in the cellar and so retain their full vitality. They are of course unfit for eating. In February they are taken from the cellar and placed in a partly warmed room until planting time. When planted, it is stated that they will sprout stronger and quicker than potatoes not so treated; and that the crop will be larger and better.

## Substitute For Gutta Percha.

From the Western Electrician.

A new substance with perhaps a commercial future before it is said to have been produced at Dunga, Zanzibar. A certain kind of fruit which grows in the neighborhood yields a white fluid on being tapped with a knife. When placed in boiling water the liquid coagulates into a substance closely resembling gutta percha, and on being allowed to cool, becomes hard. It can be moulded into any shape during its soft condition, and retains the form in hardening. The fruit which yields the liquid resembles a peach in shape, but is of the size of a small melon. Samples are on their way to London, if they have not already arrived, and expert opinion is to be invited as to whether the substance is gutta percha or not. Probably it will be found to be an inferior order of the article. It is permissible, however, to hope that some use may be found for it, in order to relieve the tension of the gutta percha market. There would be no difficulty, apparently, in producing large quantities of the new material, and a fresh source of revenue would thereby be created for the tropics.

## Sheep Resting Station.

The Rock Island Railroad has bought 1,000 acres of land near Belleville, Kan., to establish a sheep resting, feeding and pasturage station. The location is 200 miles west of Kansas City, and was bought with a view of having a stopping place for sheep coming from Utah, Idaho, Colorado, and other Western States to the Chicago market.

## It Wouldn't Work.

Catterson—Look here, old man! Let me tell you how I manage my wife. I always give her money when she doesn't want it, and when she does I refer to the time when I offered it to her.

Hatterson—That's a fine scheme, but it wouldn't work in my case.

"Why not?"

"Well, I've never yet seen the time when my wife didn't want money."

## 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.)

## N. P. Brand of Stucco

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.

## Land Plaster

Finely ground and of superior quality.

For lowest prices address

## Alabastine Company,

Plaster Sales Department

Grand Rapids, Mich.

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

5c ADVANCE CIGARS Sell

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

THE BRADLEY CIGAR CO.,

Mfrs Improved HAND "W. H. B." MADE to Centers.

GREENVILLE, MICH.

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



## Woman's World

### Display Weddings Not Worth the Trouble and Money.

These be the days when wedding bells begin to ring and when the average bride prepares to do her great unsurpassed folly act. She is not rich, this girl, you know, and she is going to marry a poor young man who has his own way to make in the world, but, nevertheless, she is determined to have a big show wedding, with a white satin gown and lace veil and bridesmaids in picture hats and souvenirs for the attendants and flowers and carriages and all the expensive rest of it. From the time she enters the church, looking pale and worn with all the worry, to the time she marches out to the shopworn strains of "Lohengrin" is not more than fifteen minutes, all told, yet it has cost enough to support her for a year or to furnish a pretty little cottage instead of sending her to the boarding house to which her poverty dooms her. At no other time in life does one get so short a run for their money, and the marvel of the thing is that women should continue to think the game worth the candle.

To the everlasting credit of their good sense and good taste be it said that the display wedding is never the contriving of a man. He is invariably forced into it against his judgment and in opposition to his wishes. He knows that there is no other time and place where a man is such an absolute nonentity as at his own wedding, and when he consents to be dragged up to the altar in the presence of a horde of rubber-necking acquaintances and strangers it is the final proof of his devotion and subjection. If it ever occurred to any one to consult his desires in the matter—but it never does—there would be no free show, with him playing second fiddle to a long-tailed satin train. Instead, some quiet day he would get the woman of his choice and they would slip around to the parson's, and there, with no prying eye and commenting tongue to take note and report every detail, they would take upon themselves those vows that are the most momentous and awful that human beings ever pronounce.

The girl always heads off all argument on the subject by saying that she shouldn't feel as if she was married unless she had a "church wedding," and adds something appropriately sentimental about its being "so solemn." This sounds unanswerable until we happen to reflect that in reality there is nothing else in the world less like a religious ceremony than the modern, fashionable, up-to-date church wedding. The audience not only regards it in the light of a theatrical performance for their benefit, but they conduct themselves with a lack of good manners and decorum they would not dare to show in any decent playhouse in the land. It is not unusual to see the sacred edifice thronged with a mob of well-dressed people, who not only struggle for points of vantage, but actually stand upon the pews to get a better view of the spectacle at the altar, while the bride in going to and from her carriage must pass through a street mob, who know she is as frankly on exhibition as a prize winner at a horse show and who feel privileged to audibly comment upon her appearance.

A couple of years ago, in a play that was a bitter social satire, when the author wanted to represent the very quintessence of vulgar selfishness and pushing and heartless candor, he set the

scene for a church wedding, with everybody looking on, criticising, deprecating, defaming, ridiculing, without one instant's regard for the holy place they were in or the solemnity of the ceremony they were gathered to witness. It was a brutal piece of realism, but none of us dared to say that it was not absolutely true to life. If a girl is bound to end her maidenhood with a spectacular performance, by all means let her do it, with all the lime lights thrown on and the orchestra playing soft music, but for pity's sake let's drop the pretense that there is anything solemn about it. Let's admit we do it for the show and stand on the inalienable right every man and woman have to hire a hall and make an exhibition of themselves if they want to. There may be a church wedding that is as solemn and sacred as the most reverential soul could desire, but it isn't the kind of a church wedding that calls for the accompaniment of gaping crowds and white satin and palms that are hauled in from a dance house. It is where the house of God is empty of all save his presence; where only the few who are nearest and dearest to the bride and groom are gathered about the priest at the altar and where the very absence of the motley throng that make up our everyday world sets the hour apart as something infinitely sacred and lonely—lonely as every human soul must be in the great crisis of its fate. But do you ever hear of the girl who talks so glibly about wanting a church wedding because it is so "solemn," wanting that kind of a church wedding? Well, I guess not!

If a woman had never been at a display church wedding and had never heard the comments on the bridal party and the general arrangements one might possibly understand her hankering after the fleeting pleasure of for once in her life being the whole show. But every woman has been to dozens of weddings. She has heard the unkind comments. She has taken part in them herself and one would think that nothing short of wild horses or the fear of being left an old maid would drag her up the aisle to the altar, with her dear 500 friends bombarding her with their criticisms as she went. Haven't we all heard something like this a thousand times:

"Good gracious, haven't they come yet? I should think anybody who has been out in society as long as Melissa Saunders would know enough not to keep people waiting. She's been ready to marry so long she ought to have been ready for the wedding. Had time enough, didn't she? Te-he! Who's the bridegroom? Oh, I don't know. Named Brown or Rowan or Cowan or something like that; I don't remember which. Somebody you never heard of. Clerk in a bank, I believe. Isn't it ridiculous for people like that to spend so much money on a big church wedding? The whole family will have to live on starvation fare for the next six months to pay for it, but Melissa Saunders always had social ambitions and she was bound to have a wedding like Mamie Croesus or perish in the attempt. She'll keep her husband's nose to the grindstone the longest day she lives, mark my words, see if she doesn't. Just look at those decorations? Did you ever see anything so skimpy? Say, look at those swell-looking people going up under the white ribbon. I notice she's got all her poor kin tucked safely away in a corner. S-s-sh! there they come. Did you ever see her look so bad? My, but she shows her age.



## 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.

## WE GUARANTEE

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.

# 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.



Look at old Mr. Saunders. Doesn't he look miserable in that dress suit! I bet he never had one on before. What's that you say? Maybe he's wondering how he'll stave off the sheriff until he pays for her wedding finery. Te-he! I heard that the dress was trimmed with real duchess, but you can see it's imitation a mile off, and, goodness, did you ever see anything like the way that train hangs? Seventeen ways for Sunday! I don't think much of the bridesmaids in that pink, do you? They say she picked it out for 'em because they are all blondes and it makes 'em look their worst. Didn't want anybody to outshine her, you know. S-s-s-s-h! the clergyman is beginning the service. 'Inasmuch, beloved, as we have gathered together to witness the marriage of this man to this woman,' etc.'" The papers, who good-naturedly reflect what society ought to be and not what it is, will have a beautiful account of the wedding and speak of its being "solemn" and "impressive" and all that, but you know, and I know, there was nothing solemn about it and it was only impressive as an example of a woman's folly. To gratify her silly desire to make a display she has run her poor old father in debt, has doomed her patient and overburdened mother to ceaseless pinching and scrimping and has set her entire family almost crazy with the work and worry and anxiety of trying to make one dollar do the work of two in imitating the splendors of the rich. And under a raking fire of criticism, ridicule from the unthoughtful, contempt from the sober-minded! Is it worth it, girls? Does it pay?

If you were going to be able to keep it up and live in a perpetual state of satin and display there would be some justification and excuse, but when you are going back to a life of cotton frocks and economy, when the white satin of your wedding gown will fall from you almost as quickly as Cinderella's finery did when the clock struck 12 and she was once more a kitchen drudge, isn't it about the height of human silliness and lack of sense to have a big show wedding? Isn't there even something ludicrous in the spectacle of starting forth in married life with such a blare of trumpets, when everybody knows that the very next day you must drop out of the procession and be known of society no more? If the rich, who can keep the pace, desire the blatant vulgarity of display weddings, where a press agent heralds every detail and the bride's undergarments are photographed for the daily papers, it is their own affair. Let them marry and give in marriage as pleases them, but, my dear girl, you who are marrying a poor man, do not go into any such imitative folly. Think of the sacrifice it will cost your people. Think of how seldom a poor man's wife needs a white satin gown and how often she needs a good woolen one, and then marry simply, as you expect to live. Believe me, the display wedding isn't worth the trouble and money it costs.

Dorothy Dix.

### When We May Expect the Domestic Millennium.

One of the most significant signs of the times is the fact that men and women are growing more alike, and that, so far as occupations and amusements are concerned, all sex lines are being obliterated. It was not so long ago that women, at least, were securely penned up in what was called their "sphere." There they were expected to find such employment as no man wanted, and such mild

diversions as may be afforded by a cup of tea and a gossip, but they were on no account, under the penalty of popular disapproval, to attempt to climb over the fence in search of broader opportunities and more enticing gayeties. When they did, there went up a wail that rent the air from Dan to Beersheba, and the adventurous females were promptly shooed back into their corral.

The lecturers and writers of to-day—to whom is given to explain the full duty of woman—have very little to say about woman's sphere. One reason of this may be the difficulty of locating it. In the past it was dead easy. Whenever a woman wasn't spanking babies or darning socks you knew by that token that she was out of woman's sacred sphere. Then a girl who was a typewriter and stenographer, or a clerk in a store, or a book-keeper would have been thought to be out of her sphere, while the mere sight of a woman lawyer or doctor or journalist would have made the hair of a moralist rise in horror on his head. Who thinks of a woman being out of her sphere now, no matter what kind of work she is doing, if she is doing it well? So much has opinion changed on the subject, that when we see a man selling ribbons behind a counter or acting as private secretary, if we think about it at all, we rather feel that he is invading woman's sphere and ought to be doing something else.

The truth is that it would take a rarely clever detective in these days to ascertain just what is a woman's sphere and what a man's. We have men milliners and men dressmakers and men cooks, and we have women cowboys and women farmers and women cattle buyers and women speculators and women champions in athletic games. There is no women's work that men can not do, and there seems to be little men's work in which women can not achieve success. In many of the public schools in the North the boys are taught to cook and the girls are instructed in a little carpentering, and with the coming generation we may fairly expect to see a man who can get up and get breakfast when the cook doesn't come, without spilling everything all over the kitchen floor, and a woman who can drive a nail without smashing all her fingers. Then, indeed, may we expect the domestic millennium.

The final line of demarkation between the sexes in the matter of pursuits may be said, however, to have been wiped out by a man in Evanston, Ill., who does embroidery for amusement and who is now working a beautiful lunch cloth for a church fair. The unthoughted woman will know that it is the answer to that dreadful riddle, what to do with an unemployed man about the house. Set him to doing fancy work. Nothing is more fascinating, and we need no longer dread the awful quarter of an hour wait when dinner is late, if James can pick up his embroidery and work a pink eye in the blue dog he is embroidering for Colonel Fighem's birthday gift. Chauncey Depew once said that the reason so many rich Americans worked until they died in the harness was because, while they had

plenty to retire on, they had nothing to retire to. Perhaps a passion for Kensington and Battenberg, and purl one and drop two is the solution of their difficulty, too, and old men may find as much solace in their embroidery as old ladies do. At any rate, men taking to fancy work marks the abolition of the last distinctively feminine sphere.

Cora Stowell.

### Novelty in Signs.

Here's a new and catchy way for making window signs, that is for marking on the plateglass: Paint on the glass the letters desired with a white paste or a transparent mucilage. Take strips of cotton batting about an inch wide and form the letters by sticking the strips to the glass where the mucilage has been applied. This makes a very neat letter and people are apt to wonder how the cotton stays in place. You can make the cotton wave by turning on it an electric fan breeze.

# You need them in your business

# Unneeded Biscuit

There is no end  
to their popularity.

NATIONAL BISCUIT COMPANY.

# They all say ≡

"It's as good as **Sapolio,**" when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article. : : : : : : : : : : :

Who urges you to keep **Sapolio**? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.



## The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Oct. 6.—The general condition of trade the first week in October was quite generally satisfactory with jobbers. A good many buyers are here and they seem to act as though the future had a "bagful of good things" in store for them. They buy quite freely and are not inclined to spend much time in shopping after bargains. There are a few factors which are not altogether pleasing, however. The coal strike seems to be as far from settlement as ever; the election is occupying much attention, and in some parts of this State there is a very serious want of water, compelling manufacturers to suspend business.

Coffee is well held and seems to be on the advance right along. We have stronger advices from Europe and holders seem disposed to take a fresh grip on the stocks in hand. Rio No. 7 in an invoice way closes at 8¼@8½c. In store and afloat the aggregate amount of Brazil is 926,938 bags, against 1,395,763 bags at the same time last year. Mild coffees are steady and about an average business is being done. Good Cucuta is worth 10@10¼c. East Indias are steady.

The sugar market is endeavoring to "adjust" itself to the fall condition, Mr. Havemeyer says. It has been a week full of excitement, both for the sugar itself and for the stocks in Wall street. After all, the latter seem to hold their own pretty well. A good many wholesalers have been caught, it is said, with large stocks of high-priced sugar on hand and they, of course, are suffering from the recent 40-point drop. The trade in general is simply demoralized. A few orders of a hold-over character were received, but it might be truthfully said that nothing is doing. Buyers are waiting to see whether another drop is due and, altogether, the situation at the moment is not very encouraging.

Not an item of interest can be picked up in the tea trade. The condition is about the same day after day and prices are practically unchanged. Possibly the tone of the market, as a rule, is a little stronger than a fortnight ago and dealers seem quite confident of the future.

Trust prices prevail in rice. Business is of about the average character. The demand seems sufficient to prevent any undue accumulation. Foreign has been in quite good demand and quotations have been well sustained. Prices are without change from last week.

Spice buyers seem to feel an interest in the situation, but they are disposed to show rather light actual purchasing, hoping, perhaps, for something better farther on.

The molasses trade is steadily improving and some good orders have been placed during the week. Buyers are waiting for the new crop and holders anticipate a steadily increasing trade from now on. Domestic sorts remain about unchanged, as to prices, while foreign grades are about 1c higher. Syrups are in moderate supply, but there seem to be enough to go around. There is no change in quotations.

Canned goods deliveries are now going ahead at a lively rate and jobbers seem to be waiting until after election before doing any very great amount of trading. Retailers seem to be "fighting shy" and take small lots. Tomatoes of this season's pack are meeting with scant courtesy. Taking the whole market there is very little of interest and prices are practically as last week. Salmon has fallen off in export. Prices are well sustained at the recent advances and seem likely to maintain the quotations made and to even go still higher.

Lemons are in very limited demand and prices are shaky within a range of from \$2@4.50—the latter for very extra fancy 300s. Oranges are doing fairly well and quotations seem to be well sustained. Valencias, \$4.75@5.75. Bananas are meeting with rather more

enquiry and are quotable from 90c@ \$1.30 per bunch for firsts.

Raisins are firm, owing, perhaps, to a good enquiry from Europe. Currants are well held from 12@13½c for uncleaned in barrels. A fair enquiry has prevailed all the week for California fruits and the outlook is certainly encouraging. Domestic dried and evaporated fruits are quiet and unchanged.

There has been a rather quiet demand for butter and this, in connection with lighter receipts, has taken the edge off the recent advance, and as matters are now 21c seems to be about the top figure for best Western creamery. Thirds to firsts, 16@20c; Western imitation creamery, 15@17½c; Western factory, 15@17½c.

The cheese market is dull. While the quality is generally pretty good, there is quite a good deal that will hardly come up to the mark and sells for low figures. Fancy State full cream is worth 11¼c and small size 11½c.

The demand for fresh eggs is active and, as the supply is light, the market is decidedly strong. Prime Western Michigan and Indiana, 20c, with regular stock at about 17c.

The bean market is fairly steady. Choice marrows, \$2.40; choice pea, \$2.10; choice red kidney, \$2.25.

In September there were received here 119,700 boxes of lemons, against 91,000 boxes during the same time last year; bananas, 268,000 bunches, against 288,000 last year.

Shipments of citrus fruits from California this year to date have been 17,580 carloads, against 10,307 last year and 15,000 in 1898.

Salt mackerel promises to show a decided advance and is even now worth \$14@15 per barrel for Shore 2s.

### Asparagus Canned Where Grown.

From the Pacific Rural Press.

California canned asparagus is certainly one of the most important recent accomplishments, and the possibility of the extension of the output is wide. A telegram from New York reports the arrival of seventeen carloads of canned California asparagus, the cars containing about 500 cases each. This is the heaviest single shipment that has been sent since the process of canning the large extra yield of California began. New York dealers say that consumers there regard asparagus as the choicest of vegetable products, and the regular season at the East for fresh cut has for many years been deplorable as being too short. The success of canning asparagus so that it retains its excellence is, consequently, an agreeable achievement. The managers of the consignment feel confident that still larger invoices will be likely to follow if this venture meets the success they look for. This canned asparagus certainly should win. It is a practical illustration of the advantage of canning while the material is in its best possible condition. The fields are on the reclaimed islands of the Sacramento and San Joaquin and the canneries are there also. There is no appreciable time between the cutting and the canning—no chance whatever for wilting or deterioration. The canning succeeds in holding this condition wonderfully. It has been said by experts that canned asparagus is better than the fresh vegetable which undergoes transportation to the markets of San Francisco. It is nearer the real thing.

Advertising is an art; that everybody knows; and never so much an art as in these days when as much careful work is done in writing advertisements as in writing editorials. But advertising is also a science. A high authority says: "Advertising should be planned on the presumption that it is going to be permanent." That is a scientific statement. It means that advertising should be systematic, and not sporadic; that it is a distinct feature and department, and should be so administered. Announcements now and then can not bring a train of steady benefits. They may do for spurt sales, but when the sales run their course they are forgotten.

## 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 for 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.

## 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.

## 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.

## 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.



## CLASS LEGISLATION.

## Wherein the Legislature Exceeded Its Authority.

The Tradesman takes pleasure in presenting to its readers the full text of the recent decision of the Supreme Court, annulling the law enacted by the last Legislature, requiring commission merchants to give bonds and pay fees.

## Syllabus.

Act 251 of the Public Acts of 1899 providing that all commission merchants who engage in the business of selling farm produce for producers upon commission, shall pay a fee and execute a bond as conditions precedent to their doing business, held to be unconstitutional and void because (1) it is class legislation and (2) it is an unjustifiable interference with the right of citizens to carry on legitimate business.

The Legislature of this State is not empowered by the constitution to regulate contracts between its citizens who are engaged in legitimate commercial business, or to require any class of persons to pay a fee for the right to carry on business, or to give a bond to perform their contracts which other parties may choose to make with them.

## History of the Case.

One William B. Thompson was arrested, charged with a violation of Act No. 251 of the Public Acts of 1899, because he had filed no bond and received no license to solicit farm produce for a firm in Chicago. The court quashed the information holding the law to be unconstitutional. The act is entitled "An act to license and regulate commission men and brokers." The first section of the act reads:

"That every person who shall solicit to receive for sale, for himself or another, or who shall receive for sale, or offer for sale, for another, for hire, or cause the same to be done, any grain, fruits, vegetables, live stock, meats or poultry and all other kinds of farm or dairy produce, shall execute a bond in the penal sum of five thousand dollars running to the people of the State of Michigan, to be approved by the judge of probate in the county where his principal office may be, except as hereinafter provided, with two or more sureties or by an indemnity company authorized by law to do business in this State, conditioned for the faithful performance of the trust reposed in him as a commission man or broker, and to pay over all moneys to the proper parties coming into his hands by virtue of his agency or trusteeship, by virtue of his receiving the goods, and produce aforesaid which shall justly belong to any person. Such bond, when approved, shall be filed with the county clerk of the county where such commission or brokerman shall be engaged in business and where he shall have his principal office: Provided, That the provisions of this act shall apply only to persons, firms and corporations who hold themselves out as commission men, brokers, agents or merchants and their agents."

Section 2 makes every such commission merchant or broker liable on his bond for all moneys received by him upon the sale of goods and produce committed to his care, and for the faithful performance of his duties.

Section 3 prohibits the doing of business without having a certificate from the county clerk or Secretary of State, and provides for requiring a new bond when the first shall be deemed insecure.

Section 4 provides a penalty of fine or imprisonment, or both, for soliciting goods or produce without such bond and certificate.

Section 5 makes it the duty of the sheriff to investigate every complaint made under the act, and to make complaint for violations thereof.

Section 6 requires the payment of a fee of five dollars upon making application for a certificate.

Section 7 makes every person soliciting without the certificate liable to the owner for the goods and produce for which he has contracted for his principal.

Section 8 provides for bringing a suit

in any county in the State where the aggrieved person may be, and constitutes the Secretary of State the lawful agent of non-residents for service of process.

The learned circuit judge held the act unconstitutional and void, for the following reasons:

1. That the title of the act does not express its object.
2. That the act makes the solicitor liable for the default of the principal.
3. That the act is indefinite, uncertain and vague, and the meaning of it can not be interpreted.
4. Class legislation.
5. Its provisions are inconsistent.
6. That it is repugnant to the Interstate Commerce Law.
7. That the penalty is so onerous and burdensome that it is in restraint of trade, and unjust.

## Opinion by Justice Grant.

Acts of this character, when valid, must find a reason for their existence in the police power of the State. The act is not aimed at brokers in the ordinary meaning of that word. It is not aimed at commission merchants generally. It is aimed solely at commission merchants who engage in the business of selling farm produce for producers upon commission. It provides that such a merchant shall pay a fee and execute a bond as conditions precedent to doing business. The condition of the bond is the honest and faithful performance of his contracts.

The business of buying and selling on commission has existed ever since commerce began. There are, and always have been, dishonest men engaged in it, as there are, and always have been, in every other branch of business. There are, and always have been, dishonest sellers who will pack their produce in such a manner as to deceive. It would be as reasonable to require the latter to give bond to properly pack their produce. In every such case the common law provides an ample remedy for redress to the injured party for breach of contract. There is no more reason why a commission merchant should pay a license fee and execute a bond to pay his debts and to do his business honestly, than there is that any other merchant should pay a like fee and file a like bond to properly do his business and pay his debts. The business requires no regulation any more than any other mercantile pursuit. There is nothing in it hostile to the comfort, health, morals, or even convenience, of a community. It is carried on by private persons, in private buildings, and in a manner no different from that in which the merchant selling hardware, or groceries, or dry goods, carries on his business. The law can find no support in the police power inherent in the State.

It is not like the liquor traffic, which, under the decisions of every court, is subject to the police power because of the injury it does to the health, morals and peace of the community, and may be prohibited altogether. Neither is there anything in it requiring regulation as do hack drivers, peddlers, keepers of pawn shops and the like.

The Legislature of this State is not empowered by the constitution to regulate contracts between its citizens who are engaged in legitimate commercial business, or to require any class of persons to pay a fee for the right to carry on business, or to give a bond to perform their contracts which other parties may choose to make with them.

The constitution guarantees to citizens the right to engage in lawful business, unhampered by legislative restrictions, where no restrictions are required for the protection of the public.

We are compelled to hold this law void because (1) it is class legislation, and (2) it is an unjustifiable interference with the right of citizens to carry on legitimate business. It is unnecessary to discuss the other questions raised.

The writ is denied. The other justices concurred.

The consolation of the stay-at-home is the bargain sale.

We want

## BEANS

in carlots or less. We wish to deal direct with merchants. Write for prices.

G. E. BURSLEY &amp; CO., FT. WAYNE, IND.

## Beans---Clover Seed

If any to offer mail sample, state quantity and price delivered in Grand Rapids. "We are always in the market."

Alfred J. Brown Seed Co.,  
Grand Rapids, Mich.

## BEANS===BEANS

WANTED—Beans in small lots and by carload. If can offer any Beans send one pound sample each grade and will endeavor to trade with you.

## MOSELEY BROS.

Jobbers of Fruits, Seeds, Beans and Potatoes  
26, 28, 30, 32 Ottawa Street Grand Rapids, Michigan

## Walker Egg &amp; 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.

## Geo. N. Huff &amp; 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.

country preferred. COOK—CHAMBERMAID—by North Ireland. 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, BERN & CO., 308 E. High St., Detroit, Mich.

COOK—By young woman, with good reference. Call 122 West 6th-st., ring Vanhousen's bell.

To let for 6 months. ADMIRAL. Near Central 1 room, bath, kitchen, 13 room, tric light; cabinet, etc. time West Side, sell cheap rent, \$2,500, night exchange. F. R. HODGSON.

To let for 6 months. ADMIRAL. Near Central 1 room, bath, kitchen, 13 room, tric light; cabinet, etc. time West Side, sell cheap rent, \$2,500, night exchange. F. R. HODGSON.



## THE WARFARE OF TRADE.

Exasperating Situations Which Frequently Confront the Grocer.  
Written for the Tradesman.

The battlefield is not the only arena of conflict nor the man with the shoulder straps the only winner of the fight. Up on Lyon street the other day I witnessed a stirring engagement, where the grocer, entrenched in his trade fortifications, was attacked by a determined customer with colors flying eager for the fray and with no thought of defeat. "Something for nothing" was the motto inscribed upon her banner and with the adroitness of her kind she proceeded to carry out her well-planned engagement. With an eye-sweep, as if she was undecided what she wanted, her glance fell finally upon a basket of peaches as if her choice might stop there if any inducement was offered. The grocer made no sign and, equally indifferent to any prospective transaction, he patiently studied the situation and waited for the first move by his wily antagonist.

"Peaches! How are they going today?"

The price was given without any emotion.

"Is that by the bushel?"

"Yes, ma'am. Shall I take them over?"

"No, I guess not. The weather is too hot and they get too soft. Then they rot and I have to throw them away. How much are they a peck?"

The price was given, with the repeated question if the fruit should be taken over.

The same negative guess followed and this, in turn, by the request to know how many peaches it takes to make a half peck. If there is any table in the back of the arithmetic the grocer had forgotten it and proceeded with his peck measure to make a rough estimate. He was interrupted by an explosive, "Oh, My! That's a good many more than I want. Let's see; an eighth of a bushel—what is the price of a dozen?" and she proceeded to pick out the best twelve peaches there were in the basket.

"A dozen will cost you 10 cents," and the grocer took a paper bag as if to complete the sale.

"Well, then, I'll take this dozen," and with three in each hand and six on the counter she reached forward to put her handfuls into the paper bag the grocer was holding. Dropping the paper, his hands met hers halfway, took the peaches and put them again into the basket and proceeded to make his own selection, saying incidentally, as if he were giving an interesting piece of information: "At ten cents a dozen we have to take them as they come. I guess a couple of these you've picked out will be about right."

"Goodness! I think you're charging enough to pay for a peck and here I have only a dozen!"

"Well, shall I send you over a peck?"

"No, a dozen is all I want."

The 10 cents struck the counter as if it were a bullet and the enemy left with banners flying, but not exultant with victory. "It is nothing unusual," remarked the grocer, as the door slammed after the retreating foe. "She belongs to a type and is by no means the worst of her class. There are times when it is interesting. The same tactics are often monotonous, but now and then we have a regular field day and the movements then are worth seeing."

In the warfare of trade this is a mere skirmish. If the matter could begin here

and end here, the outlook would not be so discouraging; but when the mothers of a community are on this eager and everlasting scent for the Almighty Dollar, seconded, if not led, by the fathers of that same community, it is no wonder that the boys and girls, who early imbibe these ideas, begin early to develop them. The corner grocery is only one of the booths of trade; but across every counter, irrespective of the commodity bought and sold, be the transaction big or little and the parties high or low, there is seen the same little, narrow, mean, contemptible attempt to over-reach and either get something for nothing or else come so near to it as to make the transaction worth talking about for the next ten days. It is not always that victory perches on the right banner as it did in this case. Where the battlefield is large and the interests involved are many, a commercial Grant is needed to realize a commercial Appomattox; but the principles underlying are the same in any case and commercial generalship is called for as often at the grocery counter to meet as vexing questions and conditions as elsewhere; and when they end in complete success, as they did in the instance recorded, it strongly suggests that the trader is the man for the times and the requirements and that he is, after all, the one oftenest found fighting the leading battle of the world.

R. M. Streeter.

## How the Deacon Worked the Grocer.

Opposite the railroad depot down in a Virginia town there was a grocery kept by a colored man, and as we had some time to wait for the train, there or four of us crossed over to look at his stock, said a commercial traveler.

Business was very brisk with the merchant, although all of his customers were colored. We noticed that sugar, tea and codfish seemed to sell above all else, and during a temporary lull the colonel approached the battered old scales on which everything was weighed and picked up some of the weights. The hollow in each one had been filled with lead and when quite sure that the pound weight would balance 24 ounces at least, he said to the old man:

"I see you have filled your weights with lead?"

"Yes, sah; yes, sah," he replied, as he rubbed his hands together.

"What was the idea?"

"To keep de diart out o' de holes, sah. Can't no dirt git in dar now."

"Was it your own idea?"

"No, sah. I never should ev got dat idea if it hadn't been fur Deacon Williams. De deacon said it was de way dey did down in Greenville, and so he contrived to fix 'em for me without cost."

"The deacon buys all his groceries here, doesn't he?"

"He does, sah; yes, sah, he buys 'em all yere, an' he wus tellin' me only dis mawning dat he nebber did see de beat o' how dem groceries held out."

He was advised to take his weights over to the cotton warehouse and have them weighed, and he picked them up and, in a slow walk and very much puzzled, he proceeded to the warehouse. When he returned it was on the run and his eyes hanging out, as he reached the store he exclaimed:

"No wonder I has gone into bankruptcy fo'teen times an' had to sell my mews and hogs, an' make de ole wōm-an go bar'fut! Dat are pound weight weighs 24 ounces, an' ebery time Deacon Williams has bought two pounds o' sugar an' codfish he has tooken away three pounds! Shoo, but I'ze gwine to close de doah an' put up a sign o' 'Busted Ag'in.'"

## Love's Long Lease.

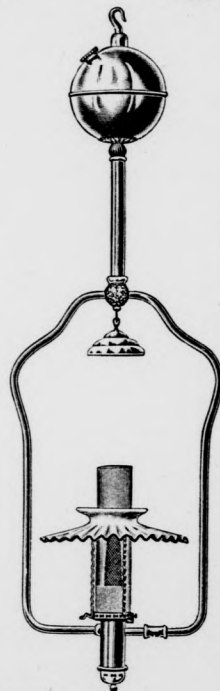
"They have been engaged for eight years and are still in love."

"How wise of them not to end it all by getting married."

## Store and House Lighting

For the perfect and economical lighting of dwellings as well as stores **The Imperial Gas Lamp** fills the bill.

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



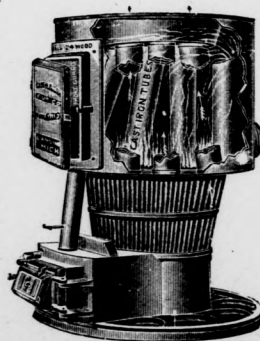
## THE IMPERIAL GAS LAMP CO.

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

We are now ready for your 1901 contracts. Investigate our line of Lehr cultivators, rollers and spike tooth harrows, and our line of Central 5 tooth cultivators before placing your order.

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

## Alexander Warm Air Furnaces



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

## Absolutely Self Cleaning

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

## Alexander Furnace &amp; Mfg. Co.

420 Mill St. So.

Lansing, Mich



# Commercial Travelers

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

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

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

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

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

## Hit a Traveling Man Every Time.

Men as a whole, carry with them "the signs of their profession." The miller's mealy hat marks the man and his business no more surely than the minister's white necktie does his. The doctor's medicine case only adds testimony to the statement made by his face and manner. The lawyer shakes hands with the merchant and the looker on can tell "which from t'other." The man with the hoe is never taken for the schoolmaster any more than the dry goods clerk without his scissors is for the dispenser of drugs with his spectacles; and as it is with these so it is, for the most part, with all mankind. The formal introduction is only a means of confirming what has been decided already.

A class of mankind which utterly refuses to be thus classified and labeled is the traveling man. He absolutely repudiates the trade mark. If he wants to wear a miller's hat or a stovepipe, on it goes and that is the end of it. His gripsack may resemble a medicine chest or a dress-suit case, his whim decides that. His beard is an uncertain quantity—full, mustache, mutton chops or "side tabs," as he pleases—and nobody except his wife presumes to question him. He wears gloves or discards them. He talks politics or religion. He reads the first-class magazines or the Police Gazette. If he wants to go to a prize fight he is there. If that is Saturday night the next day sees him leading a prayer meeting, if he feels like it, and he often does. In a word, the American traveling man comes nearer the type called American than any other calling on the face of the earth. For the all-round citizen ready for any emergency he can be oftenest depended upon. That he should be frequently misplaced by his less discerning fellowman is not to be wondered at. A few instances from the many will illustrate this:

The morning train between Waterford and the capital was taking some students to school. An anxious face—and a pretty one—was scowling over an equation with radicals in it as the young man with a frock coat sat down beside it. A glance from bright eyes took him all in and proceeded to set him to work. He accepted the situation pleasantly and, striking out a radical which had got over the wrong quantity, received the heartfelt thanks: "I'm so glad you saw that mistake. I worked that over and over last night and was too stupid to see it. I wonder if you would be willing to unsnarl this sentence in Caesar. It's something about the immortal gods getting men rattled when they intend to sit down on them. I can't make head nor tail of it." There was a taking of the book, a squinting of the eyes, a looking up of one or two

words and the result of his rendering was followed by the expression, "Oh, yes! I see now where my blunder was. I thank you ever so much. Anybody can see that you are a teacher." The amused look did not betray him and the traveling man took out his order book and wondered what his day's work would show.

"If you'll step this way," said the polite book store clerk to a man in spectacles with a silk hat and a white tie, "I think you will be pleased to examine some books just out." A half hour later the same remark was repeated and the clerk led the gentleman to some shelves burdened with sets of the latest commentaries on the Old Testament and the New. There was a swift glance from the books to the clerk, with a single question: "Is it really so bad as that?" "Well," was the answer, "we do get fooled sometimes." The traveling man went away laughing without leaving an order for the commentaries and the clerk said something after the door closed which, had his hoped-for customer been a minister, he would not be glad to hear.

The belated train on a branch road carried in its single coach a young woman, a tough and a drummer. The conductor was making the most of a favorite seat in the smoker. The tough, who had been an annoyance to the woman for several hours, as night came on made his attentions so pronounced that the man with the grip moved up to the seat behind the woman's. As he did so she turned her face to his with a look of appeal that manhood can not resist and instead of that seat he took the vacant one beside her. The make-up of the drummer was not one brute force is afraid of, but the face was strong enough and the firm jaw and square chin had their own story to tell, and the black eyes, that fairly glowed in the gathering twilight, suggested at least caution; but the hands were small and the chest, while in good proportion was not broad and, take him all in all, the tough put him down as no ice-cutter.

He didn't, therefore, turn his back—he was in the seat just in front—and he didn't take his devilish eyes from the woman's face, and he didn't stop his talk, which the woman had been shrinking from for a good while. "Are you going to stop at the next town?" he asked, ignoring the drummer. "What's that to you?" answered that gentleman—a word which in this instance should be printed in capitals. "You turn around and mind your own business. Another word to this young lady if you dare." "You G—" He finished neither oath nor sentence. A sledge-hammer blow between the eyes felled the tough to the floor. A few minutes later saw him crawling to a seat in the back end of the car, where he growled out the fact that "You never can tell what you're going to hit when you strike a traveling man!"

## An Appropriate Reminder.

He was a rather rascally young man and kept very late hours. He was going on a long journey, and on bidding farewell to his beloved he said to her:

"Darling, when I am far away, every night I will gaze at you star and think of thee. Wilt thou, too, gaze at you star and think of me?"

"I will, indeed, dearest," she replied. "If I needed anything to remind me of you I would choose this very star."

"Why?" he asked.

"Because it is always out so late at night and looks so pale in the morning."

## Gripsack Brigade.

Vic. F. Engstrom, formerly engaged in retail trade at Calumet, has engaged to travel for Kellogg, Johnson & Co., wholesale shoe dealers of St. Paul, Minn.

Grand Rapids Council, No. 131, voted \$25 to the Galveston Council at its last meeting. Only one member of the Council was killed, but nearly every member lost all he had in the way of tangible property.

Howard W. Peak: More than twenty years ago, I chose as a profession that of a commercial traveler; and I am proud to say that I have lived to see the condition of our class steadily improve, until to-day it ranks professionally with any in the land. I have always felt that as much dignity should be attached to our calling as is to any other, and have ever deprecated the fellow who spoke of his position as a "job." Somehow there is a lack of stability, of confidence, about that word when used in connection with a man's commercial position.

Kalamazoo Gazette: The Union Commercial Travelers were hosts last night at the Auditorium. For once they threw dull care away and thought little for the time being of hotel rates, excess, train connections and numerous other things. There was a delegation from the local society at the door to greet the happy throng and everybody enjoyed the hours of pleasure which the grip carriers had provided. The sweet strains from Simons' orchestra kept the assemblage busy whirling away the moments and the large number present could not discover a dull moment in the proceedings. It is the intention of the grip men to give annual dances.

Frederick D. Selleck, formerly traveling representative for Hawkins & Perry, but for the past fifteen years Western representative for the American Eagle Tobacco Co. and Eastern representative for the John J. Bagley Tobacco Co., died in a hospital in New York last week as the result of an attack of typhoid fever. He was ill only a week. The remains were taken to Detroit, where the funeral was held from the family residence, 408 Field avenue, last Friday. Deceased leaves a wife, three daughters and two sons, the eldest son being on the road for Selling & May, of Detroit. Deceased was a man of genial disposition and happy temperament.

Hillsdale Leader: Friday afternoon, a member of the Knights of the Grip, who had not been traveling in Michigan territory a great length of time, was on a professional visit to this city, and evidently was not used to a great amount of excitement. When crossing the road near Goodrich's drug store he came near being run over by a runaway and had not gone far when his hat was blown into a ditch, and in trying to get it out the dirt gave way and let him in, and a few steps further down the street he was so near the gas explosion at Whitney's shoe store that he was blown into the center of the road, but not cut. He walked to the other side of the street, set down his grip as if disgusted at his luck, pulled out his watch, and enquired of strangers standing near, "Can some of you gentlemen tell me the time of the first train leaving this d—n town?"

## After the Lake Shore With a Sharp Stick.

At a meeting of Grand Rapids Council, No. 131, held last Saturday evening, the following resolutions were unanimously adopted:

Whereas—The L. S. & M. S. Railway has withdrawn from the Northern

Interchangeable Mileage Bureau and discontinued the sale and use of the Northern interchangeable book on its entire system, thereby depriving many of our members of the use of this, the most satisfactory and most convenient mileage on the market to-day; therefore be it

Resolved—That Grand Rapids Council, No. 131, U. C. T., hereby expresses its unqualified disapproval of the action of the L. S. & M. S. Railway in withdrawing this mileage from its system.

Resolved—That we consider the action of the above road inimical to the best interests of, and a direct affront to, the commercial traveler.

Resolved—That the members of this Council, resenting the action of the aforesaid road, use their individual and collective influence and utmost effort to induce said road to re-enter the Northern Interchangeable Mileage Bureau.

Resolved—That, pending the reinstatement of the Northern Interchangeable Mileage on the L. S. & M. S. Railway, we pledge ourselves to use and favor such roads as give us commendable transportation.

Resolved—That, recognizing the inconvenience, annoyance and additional expense forced upon us by the use of the Central Passenger Association mileage, owing to the necessity of securing exchange orders at stations, we implore the L. S. & M. S. Railway to use its best influences toward the adoption of the Northern interchangeable mileage in all territory now covered by the Central Passenger Association.

Resolved—That these resolutions be spread on the minutes of this Council, and a copy be sent to the President and General Passenger Agent of the L. S. & M. S. Railway, to the Supreme Counselor, to the Grand Counselor of Michigan, and to the Sample Case.

L. F. Baker,  
W. R. Compton,  
Geo. A. Newhall.

## Not Out of a Book.

"By the way," said the man who had stopped at the farm house to water his horse, "fifteen years ago a poor boy came this way and you took him in."

"Yes?" queried the farmer somewhat surprised.

"You were kind to him," went on the stranger. "You fed him, gave him words of encouragement and an old suit of clothes, put five shillings in his pocket, and sent him on his way rejoicing. He told you at the time that he never would forget your kindness. Am I right?"

"I believe you are," replied the farmer.

"He said that if he prospered he would see that you never had occasion to regret your kindness to a poor, struggling lad."

"Land's sake!" exclaimed the farmer's wife excitedly. "It sounds almost like a fairy tale, don't it?"

"Well," continued the stranger, "he told me to tell you that he is still poor."

And as he drove away the farmer went out and kicked the pump viciously, while his wife threw a rolling-pin at the chickens.

## Eat the Juice of the Oyster.

From the Sanitary Record.

It may not be generally known that the fluid which surrounds the oyster bears a closer analogy to the gastric secretion than anything else in nature. In addition to the solvent properties of this fluid it is not without its nutritive properties. Consequently all persons who are accustomed to eat oysters should be ever mindful that as little as possible of the juice should be lost.



**ALUMINUM  
TRADE CHECKS.**  
\$1.00 PER 100.

Write for samples and styles to  
**N. W. STAMP WORKS,  
ST. PAUL, MINN.**

Makers of  
Rubber and Metallic Stamps.

Send for Catalogue and Mention this paper.



## Drugs--Chemicals

### Michigan State Board of Pharmacy

GEO. GUNDRUM, Ionia	Term expires Dec. 31, 1900
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902
WIRT P. DOTY, Detroit	Dec. 31, 1903
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1904

President, A. C. SCHUMACHER, Ann Arbor.  
Secretary, HENRY HEIM, Saginaw.  
Treasurer, W. P. DOTY, Detroit.

### Examination Sessions

Lansing—Nov. 7 and 8.

### Mich. State Pharmaceutical Association.

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

### Proper Relationship Which Should Exist Between Competing Druggists.

To the local conditions that surround the retail druggists may be traced much that influences their feelings and conduct towards each other. In many cities and towns the business is overdone, necessarily reducing the volume of each, and in some towns this is so true that it does not justify the employment of a clerk by the druggist. In many such cases the close confinement and long hours have an unfortunate result. The man becomes physically and mentally exhausted, and prone to take a pessimistic view of his own and his neighbor's business prospects. He concludes that his own lack of business is due to some underhand methods of his competitors. He is ready to hear and believe all that is told him by the professional shopper, or prevaricator I should say, who wilfully misrepresents both sides. The idea that he is not being fairly treated takes complete possession of him, warps his judgment, and prejudices him against his fellow-druggist, who, he at last believes, is in league with his satanic majesty.

Another, and a very justifiable, cause for ill will or enmity between competing druggists is the cut-rate system. This subject has been threshed over so much that every one is familiar with its ravages. I will only say it is the greatest evil that any class of merchants has ever had to contend with. It is so far-reaching in its harmful results, and we have as yet been unable to cope with it successfully. But if we fight it persistently, it may at last be overcome.

Other causes for disagreement and jealousy are conditions that are hard to remedy. For instance: One druggist may display more push and energy than his neighbor; or one's location may be better than another's; or one's financial condition may permit of a larger and more varied stock; or one druggist may be more highly educated in his profession than another. But these are purely personal, and can only be dealt with or remedied by the individual.

I might enumerate an endless chain of seeming causes for disaffection between competing druggists, but realizing that all of us have enough glimpses of the dark side and need the sunshine that amity and good-fellowship bring, I will present the other side, which, when realized, will be all the brighter by contrast.

I do not know a better way to bring about proper relationship between competitors than by endeavoring to follow the Golden Rule, which, after all, is the hardest task ever given to mortal. Suppose we illustrate it, showing how we would like our fellow-druggist to do unto us, and in this light we may hope to see the proper relationship reflected, which in the near future may develop into a beautiful reality. A reciprocal

basis is the best foundation. It will bring the greatest and most lasting benefits, and tend to establish a bond of unity and good feeling between local druggists in every community.

I will mention a few of the benefits that would accrue if the proper relationship existed.

First take it up from a financial standpoint:

If there is a thorough understanding and confidence existing between competing druggists, fair, legitimate prices can be established and maintained. We can purchase merchandise together and divide it, thereby securing quantity prices and discounts. This also permits a druggist to buy oftener, insuring fresh, clean stock, and saves the interest on the money that would necessarily be tied up if one made quantity purchases alone. This same plan permits of an exchange of stock and supplying of shorts at a limited margin. Another item that saves money for both is receiving shipments, in the way of freight and drayage. This branch of our business is a very important one, for, as you know, "goods well bought are half sold." There are numerous financial advantages if we will but work together.

Then we look at the advantage to our profession. By competition we do not mean opposition. We all know that only in union is there strength. Individual force is scarcely recognized to-day in the business world. By a combination of druggists in every town great good may be accomplished. The trade of no druggist will be encroached upon by another. Let there be a unity of purpose, a standing shoulder to shoulder to uphold the standard, and by well-directed, intelligent and united effort each man will secure a fair share of business. If we are occupied with work, which is "God's best gift to man," there will be no time or room for harboring unkind thoughts of our neighbor. Let us give our earnest thought and labor towards elevating our profession. By local agreement and legislation we can restrict the sale of liquor, cocaine and morphine to legitimate uses only. We can stamp out adulteration and substitution, and finally, by getting together and discussing the many perplexing questions that naturally and constantly arise in every druggist's business life, such as a defective formula, new preparations, incompatible prescriptions or some unusual chemical reaction, we may glean ideas that will shed new light on these subjects and be of material assistance in our work.

There are equally as many advantages from a moral standpoint, for is it not the desire and ambition of every druggist to have the confidence and respect of his fellowmen, whether they be competitors or not? To know and feel in his heart that all his dealings are above suspicion; that his competitor doubts not his integrity or honesty of purpose; that his word is held as good as his bond? For, gentlemen, honor is more in life than money or glory or aught else. Let us direct our business relations on the highest possible plane; always be fair and just, avoid personalities when speaking of competitors, then you can command and hold their confidence. Let us remember that we are all striving for the same goal. Uphold the weaker and lend a helping hand to all who are struggling. Cultivate, if necessary, a kindly feeling for all who are in our ranks, give of our time and interest, and thus—and thus only—may we hope to bring about the

proper relationship among men in our profession, and make life one grand sweet song. Addison Dimmitt.

### Taking Advantage of Big Advertisers.

If I were a New York downtown druggist I believe I could make a great deal more money by getting more than my share of the sales of the widely advertised medicines than by working off substitutes for these medicines.

Instead of making a window display of preparations of my own, or a lot of miscellaneous goods, as is the general custom, I should keep my window filled with the best advertised goods—making changes daily, or every other day—and showing one line at a time.

I should, in every case, have a large show card giving the advertised price and my selling price.

I should endeavor to find out from the manufacturers on what days they would use extra large spaces in the New York papers and regulate my window display accordingly.

I believe that most manufacturers would furnish that information if I should explain that I wanted it solely for the purpose of co-operating with them in the sale of their goods.

If Jones' Celerity Compound were to be advertised more extensively than any other medicine to-morrow, I should have my window filled with that big seller to-morrow morning.

Then I should have a card lettered which might read something like this:

This is the remedy—Jones' Celerity Compound—which you read about in this morning's Sun and Herald and which you will read about in to-night's World and Journal. Our price for the \$1 size, 79 cents.

Such a display and such a card in a window, and on a day when pages or half pages in the papers were devoted to that remedy, would surely pull in a lot of trade, aside from making a lasting impression upon people who would consequently patronize the store.—Hollis Corbin in Printers' Ink.

### The Drug Market.

Opium—Is dull and easy and is declining.

Morphine—Is unchanged.

Codeine—On account of competition among manufacturers, has declined 10c per ounce.

Quinine—There is no change to note. Prices are steady and firm.

Calomel, Corrosive Sublimate, Red Precipitate and White Precipitate—Have all been advanced 5c per pound.

Cocaine—Has advanced 25c per ounce and is very firm, on account of scarcity and high cost of cocoa leaves. Stocks in the hands of manufacturers are very

small and it is difficult to place contracts. The tendency is for higher prices.

Menthol—Has again advanced and is tending higher.

Thymol—Is steadily advancing and the market is very strong.

Elm Bark—Is scarce and has advanced.

Juniper Berries—Have advanced 1/2c per pound and are tending higher, on account of scarcity and small crop.

Essential Oils—Peppermint is advancing, on account of small crop. Higher prices are looked for. Sassafras has again advanced and is tending higher. Lemon has advanced and is tending higher. Lemon Grass is in small supply. Primary markets have advanced, on account of small products. Bergamot is firm and tending higher. Pennyroyal, on account of large stocks, has declined. Wintergreen has advanced 20c per pound. Stocks are small and only a small quantity has come into market.

Gum Asafoetida—Is very firm and tending higher, on account of small stocks. The consuming season is now at hand.

Buchu Leaves—Are very firm at the advance.

Linseed Oil—Is weak and tending lower, but not quotably changed.

### His Amended Complaint.

Porter Ashe, a lawyer of San Francisco, had a client who wanted a divorce from his spouse. By way of cause he complained that his wife made a practice of throwing things at his dog. "You can't get a divorce on that," explained Ashe.

"The worst of it is," complained the husband, "every time she throws at the dog she hits me."

## 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

## Ginseng Wanted

Highest price paid. Address

Peck Bros.,  
Grand Rapids, Mich.

## Holiday Goods

Everything at right prices

Our line comprises all classes of Holiday articles that are handled by the Drug, Stationery, Toy and Bazaar Trades. Dealers can select their entire stock from our vast assortment. Refer to our Holiday circular for particulars and visit our sample rooms for proof.

Fred Brundage

Wholesale Druggist

32 & 34 Western Ave.

Muskegon, Michigan



## WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Lemon, Oil Sassafras, Cocaine, Menthol, Mercurials.  
Declined—Oil Pennyroyal.

<b>Acidum</b>		Conium Mac. .... 50@ 60		Scilla Co. .... @ 50	
Aceticum ..... \$ 6@ 8		Copaiba ..... 1 15@ 1 25		Tolutan ..... @ 50	
Benzoleum, German. .... 70@ 75		Cubeba ..... 1 20@ 1 25		Prunus virg. .... @ 50	
Boricale ..... @ 17		Exechthitos ..... 1 00@ 1 10		<b>Tinctures</b>	
Carbolicum ..... 30@ 42		Gaultheria ..... 2 00@ 2 10		Aconitum Napellis R ..... 60	
Citricum ..... 45@ 48		Geranium, ounce. .... @ 75		Aconitum Napellis F ..... 50	
Hydrochlor. .... 3@ 5		Gossypii, Sem. gal. .... 50@ 60		Aloes ..... 60	
Nitrosum ..... 8@ 10		Hedera ..... 1 40@ 1 50		Aloes and Myrrh ..... 60	
Oxaleum ..... @ 15		Juniper ..... 1 50@ 2 00		Arnica ..... 60	
Phosphoricum, dll. .... 12@ 14		Lavendula ..... 90@ 2 00		Assafoetida ..... 60	
Salicylicum ..... 55@ 60		Limonis ..... 1 50@ 1 60		Atripe Belladonna ..... 60	
Sulphuricum ..... 1 1/2@ 1 20		Mentha Piper ..... 1 25@ 2 00		Aurant Cortex ..... 60	
Tannicum ..... 1 10@ 1 20		Mentha Verid ..... 1 50@ 1 60		Benzoin ..... 60	
Tartaricum ..... 38@ 40		Morrhua, gal. .... 1 20@ 1 25		Benzoin Co. .... 50	
<b>Ammonia</b>		Myrica ..... 4 00@ 4 50		Barosma ..... 50	
Aqua, 16 deg. .... 4@ 6		Olive ..... 75@ 3 00		Cantharides ..... 75	
Aqua, 20 deg. .... 6@ 8		Pisces Liquida ..... 10@ 12		Capsicum ..... 75	
Carbonas ..... 13@ 15		Pisces Liquida, gal. .... @ 35		Cardamon ..... 75	
Chloridum ..... 12@ 14		Ricina ..... 1 00@ 1 08		Cardamon Co. .... 75	
<b>Aniline</b>		Rosmarini ..... @ 1 00		Castor ..... 1 00	
Black ..... 2 00@ 2 25		Rose, ounce. .... 6 00@ 6 50		Catechu ..... 50	
Brown ..... 80@ 1 00		Succini ..... 40@ 45		Cinchona ..... 50	
Red ..... 45@ 50		Sabal ..... 90@ 1 00		Cinchona Co. .... 60	
Yellow ..... 2 50@ 3 00		Santal ..... 2 75@ 7 00		Columba ..... 50	
<b>Baccæ</b>		Sassafras ..... 55@ 60		Cubeba ..... 50	
Cubeba ..... po, 25		Sinapis, ess., ounce. .... @ 65		Cassia Acutifol. .... 50	
Juniperus ..... 6@ 8		Tigili ..... 1 50@ 1 60		Cassia Acutifol. Co. .... 50	
Xanthoxylum ..... 75@ 80		Thyme ..... 40@ 50		Digitalis ..... 50	
<b>Balsamum</b>		Thyme, opt ..... @ 1 60		Ergot ..... 50	
Copaiba ..... 50@ 55		Theobromas ..... 15@ 20		Ferri Chloridum ..... 50	
Peru ..... @ 1 85		<b>Potassium</b>		Gentian ..... 50	
Terabin, Canada ..... 45@ 50		Bi-Carb. .... 15@ 18		Gentian Co. .... 50	
Tolutan ..... 40@ 45		Bichromate ..... 13@ 15		Gulaca ..... 50	
<b>Cortex</b>		Bromide ..... 52@ 57		Gulaca ammon. .... 50	
Abies, Canadian ..... 18		Carb ..... 12@ 15		Hyoscyamus ..... 75	
Cassia ..... 12		Chlorate, po. 17 1/2 19		Iodine ..... 75	
Cinchona Flava ..... 18		Cyanide ..... 35@ 40		Iodine, colorless. .... 2 1/2@ 2 50	
Euonymus atropurp. .... 30		Iodide ..... 2 60@ 2 65		Kino ..... 50	
Myrica Cerifera, po. .... 20		Potassa, Bitart, pure ..... 28@ 30		Lobelia ..... 50	
Prunus Virgini. .... 12		Potassa, Bitart, com. .... @ 15		Myrrh ..... 50	
Quillaja, gr'd ..... 12		Potass Nitras, opt. .... 7@ 10		Nux Vomica ..... 50	
Sassafras ..... po. 15		Potass Nitras ..... 6@ 8		Opil ..... 75	
Ulmus ..... po. 15, gr'd		Prussiate ..... 23@ 26		Opil, emporated ..... 50	
<b>Extractum</b>		Sulphate po. .... 15@ 18		Opil, deodorized ..... 1 50	
Glycyrrhiza Glabra. .... 24@ 25		<b>Radix</b>		Rhatany ..... 50	
Glycyrrhiza, po. .... 28@ 30		Aconitum ..... 20@ 25		Rhei ..... 50	
Hamatox, 15 lb. box ..... 11@ 12		Althea ..... 22@ 25		Sanguinaria ..... 50	
Hamatox, 15 ..... 13@ 14		Anchusa ..... 10@ 12		Serpentaria ..... 50	
Hamatox, 1/4s ..... 14@ 15		Arum po. .... @ 25		Stromonium ..... 60	
Hamatox, 1/4s ..... 16@ 17		Calamus ..... 20@ 40		Tolutan ..... 60	
<b>Ferru</b>		Gentiana ..... 12@ 15		Valerian ..... 50	
Carbonate Precip. .... 15		Glycyrrhiza, pv. 15		Veratrum Veride ..... 50	
Citrate and Quinia. .... 2 25		Hydrastis Canaden. .... @ 75		Zingiber ..... 20	
Citrate Soluble ..... 40		Hydrastis Can. po. .... @ 80		<b>Miscellaneous</b>	
Ferrocyanide Sol. .... 15		Hellebore, Alba, po. .... 12@ 15		Ether, Spts. Nit. F ..... 30@ 35	
Sulphate, com'l, by ..... 80		Inula, po. .... 15@ 20		Ether, Spts. Nit. 4 F ..... 34@ 38	
Sulphate, pure ..... 7		Ipeac, po. .... 4 25@ 4 35		Alumen ..... 2 1/2@ 3	
<b>Flora</b>		Iris plox. po. 35@ 38		Alumen, gro'd, po. 7 ..... 3@ 4	
Arnica ..... 15@ 18		Jalapa, pr. .... 25@ 30		Annatto ..... 40@ 50	
Anthemis ..... 22@ 25		Maranta, 1/4s ..... 25@ 30		Antimoni, po. .... 4@ 5	
Matricaria ..... 30@ 35		Podophyllum, po. .... 22@ 25		Antimoniet Potass T ..... 40@ 50	
<b>Folia</b>		Rhei ..... 75@ 1 00		Antipyrin ..... @ 25	
Barosma ..... 30@ 36		Rhei, cut. .... @ 1 25		Antifebrin ..... @ 20	
Cassia Acutifol, Tin- ..... 20@ 25		Rhei, pv. .... 75@ 1 35		Arsenicum ..... @ 50	
Cassia, Acutifol, Ail. .... 25@ 30		Spigelia ..... 35@ 38		Argent Nitras, oz. .... 10@ 12	
Salvia officinalis, 1/4s ..... 12@ 20		Sanguinaria ..... po. 15		Balm Gilead Buds. .... 38@ 40	
Uva Ursi ..... 8@ 10		Serpentaria ..... 60@ 65		Bismuth S. N. .... 1 90@ 2 00	
<b>Gummi</b>		Senega ..... @ 40		Calcium Chlor. 1s. .... @ 9	
Acacia, 1st picked ..... @ 65		Smilax, officinalis H. .... @ 25		Calcium Chlor. 1/4s. .... @ 10	
Acacia, 2d picked ..... @ 35		Smilax, M. .... 10@ 12		Calcium Chlor. 1/2s. .... @ 12	
Acacia, 3d picked ..... @ 28		Scilla ..... po. 35		Cantharides, Rus. po. .... @ 15	
Acacia, sifted sorts. .... 45@ 65		Symplocarpus, Feti- ..... @ 25		Capsiel Fructus, af. .... @ 15	
Acacia, po. 18@ 20		Sundus, po. .... @ 25		Capsiel Fructus B. po. .... @ 15	
Aloe, Cape, po. 15. .... 12@ 14		Valeriana, Eng. po. 30		Caryophyllus. po. 15	
Aloe, Socotri. po. 40		Valeriana, German. .... 15@ 20		Carmine, No. 40 ..... @ 3 00	
Ammoniac ..... 55@ 60		Zingiber a ..... 12@ 16		Cera Alba ..... 50@ 55	
Assafoetida ..... po. 30		Zingiber j. .... 25@ 27		Cera Flava ..... 40@ 42	
Benzoin ..... 50@ 55		<b>Semen</b>		Coccus ..... @ 40	
Catechu, 1s ..... @ 13		Anisum ..... po. 15		Cassia Fructus ..... @ 35	
Catechu, 1/4s ..... @ 16		Apium (graveleons). .... 13@ 15		Centraria ..... @ 10	
Catechu, 1/4s ..... 69@ 73		Bird, 1s. .... 4@ 6		Celastrum ..... 55@ 60	
Camphora ..... @ 40		Cardamon ..... po. 18		Chloroform ..... @ 1 10	
Euphorbium, po. 35		Cardamon ..... 1 25@ 1 75		Chloral Hyd Crst. .... 1 65@ 1 90	
Galbanum ..... @ 1 00		Coriandrum ..... 8@ 10		Chondrus ..... 20@ 25	
Gamboe ..... po. 65@ 70		Cannabis Sativa. .... 4 @ 5		Cinchonidine, P. & W ..... 38@ 48	
Guaiacum ..... po. 25		Cydonium ..... 75@ 1 00		Cinchonidine, Germ. .... 38@ 48	
Kino ..... po. \$0.75		Chenopodium ..... 10@ 12		Cocaine ..... 6 80@ 7 00	
Mastic ..... @ 60		Dipterix Odorata. .... 1 00@ 1 10		Corks, list, dis. pr. et. .... @ 35	
Myrrh ..... po. 45		Foeniculum ..... 7@ 9		Creosotum ..... @ 2	
Opil ..... po. 4.80@ 5.00		Foenugreek, po. .... 3 1/2@ 4 1/2		Creta ..... bbl. 75 ..... @ 5	
Shellac ..... 25@ 30		Lini, gr'd ..... bbl. 3 1/2		Creta, prep. .... @ 11	
Shellac, bleached ..... 40@ 45		Lobelia ..... 35@ 40		Creta, Rubra. .... @ 8	
Tragacanth ..... 50@ 80		Pharlaris Canarian. .... 4 1/2@ 5		Crocus ..... 15@ 18	
<b>Herba</b>		Rapa ..... 4 1/2@ 5		Cudbear ..... @ 24	
Absinthium. oz. pkg ..... 25		Sinapis Alba ..... 9@ 10		Cupri Sulph. .... 6 1/2@ 8	
Eupatorium. oz. pkg ..... 25		Sinapis Nigra ..... 11@ 12		Dextrine ..... 75@ 90	
Lobelia ..... oz. pkg ..... 25		<b>Spiritus</b>		Ether Sulph. .... @ 8	
Majorum ..... oz. pkg ..... 25		Frument, W. D. Co. .... 2 00@ 2 50		Emery, all numbe. s. .... @ 6	
Mentha Pip. oz. pkg ..... 23		Frument, D. F. R. .... 2 00@ 2 25		Ergota ..... po. 90 ..... 85@ 90	
Mentha Vir. oz. pkg ..... 25		Frument ..... 1 25@ 1 50		Flake White ..... 12@ 15	
Rue ..... oz. pkg ..... 39		Juniperis Co. O. T. .... 1 65@ 2 00		Galla ..... 8@ 9	
Tanacetum V oz. pkg ..... 22		Juniperis Co. .... 1 75@ 3 50		Gambler ..... @ 60	
Thymus, V. oz. pkg ..... 25		Saacharum N. E. .... 1 90@ 2 10		Gelatin, Cooper. .... 35@ 60	
<b>Magnesia</b>		Spt. Vini Galli. .... 1 75@ 6 50		Gelatin, French. .... 35@ 60	
Calcined, Pat. .... 55@ 60		Vini Oport. .... 1 25@ 2 00		Glassware, flint, box ..... 75 & 70	
Carbonate, Pat. .... 18@ 20		<b>Sponges</b>		Less than box ..... 11@ 13	
Carbonate, K. & M. .... 18@ 20		Florida sheeps' wool		Glue, brown. .... 15@ 25	
Carbonate, Jennings ..... 18@ 20		carriage. .... 2 50@ 2 75		Glue, white. .... 17 1/2@ 25	
<b>Oleum</b>		Nassau sheeps' wool		Glycerina ..... @ 25	
Absinthium ..... 5 75@ 6 00		carriage. .... 2 50@ 2 75		Grana Paradisi. .... 25@ 55	
Amygdala, Dulc. .... 38@ 65		Velvet extra sheeps' wool, carriage. .... @ 1 50		Humulus ..... @ 1 10	



## GROCERY PRICE CURRENT

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

ADVANCED	DECLINED
Pork	Sugars
Lard	Hand Picked Beans
Mustard	Wooden Bowls
Sardines	Lemons

<b>ALABASTINE</b>	<b>CANNED GOODS</b>	<b>COCOA</b>
White in drums..... 9	Apples	Webb..... 30
Colors in drums..... 10	3 lb. Standards..... 80	Cleveland..... 41
White in packages..... 10	Gallons, standards..... 2 30	Epss..... 42
Colors in packages..... 11	<b>Blackberries</b>	Van Houten, 1/4s..... 12
Less 40 per cent discount.	Standards..... 75	Van Houten, 1/2s..... 20
<b>AXLE GREASE</b>	<b>Beans</b>	Van Houten, 1s..... 38
doz. gross	Baked..... 1 00@1 30	Van Houten, 1s..... 70
Castor Oil..... 6 00	Red Kidney..... 75@	Colonial, 1/4s..... 35
Diamond..... 5 42	String..... 85	Colonial, 1/2s..... 43
Frazier's..... 75	Wax..... 85	Huyler..... 45
IXL Golden, tin boxes 75	Standard..... 85	Wilbur, 1/4s..... 41
	<b>Blueberries</b>	Wilbur, 1/2s..... 42
	Standard..... 85	
	<b>Clams</b>	<b>CIGARS</b>
	Little Neck, 1 lb..... 1 00	The Bradley Cigar Co.'s Brands
	Little Neck, 2 lb..... 1 50	Advance..... \$35 00
	<b>Cherries</b>	Bradley..... 35 00
	Red Standards..... 85	Clear Havana Puffs..... 22 00
	White..... 1 15	"W. H. B."..... 55 00
	<b>Corn</b>	Columbian Cigar Co.'s Brands
	Fair..... 75	Advance..... 35 00
	Good..... 85	Columbian Special..... 65 00
	Fancy..... 95	Columbian Regalia..... 65 00
	<b>Gooseberries</b>	Columbian Inevitable..... 90 00
	Standard..... 90	H. & P. Drug Co.'s brands.
	<b>Hominy</b>	Fortune Teller..... 35 00
	Standard..... 85	Our Manager..... 35 00
	<b>Lobster</b>	Quintette..... 35 00
	Star, 1/4 lb..... 1 85	G. J. Johnson Cigar Co.'s brand.
	Star, 1 lb..... 3 40	
	Plenie Tails..... 2 35	
	<b>Mackerel</b>	
	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	
	<b>Mushrooms</b>	
	Hotels..... 18@20	
	Buttons..... 22@25	
	<b>Oysters</b>	
	Cove, 1 lb..... 1 00	
	Cove, 2 lb..... 1 80	
	<b>Peaches</b>	
	Pie..... 1 65@1 85	
	Yellow..... 1 65@1 85	
	<b>Pears</b>	
	Standard..... 70	
	Fancy..... 80	
	<b>Peas</b>	
	Marrowfat..... 1 00	
	Early June..... 1 00	
	Early June Sifted..... 1 60	
	<b>Pineapple</b>	
	Grated..... 1 25@2 75	
	Sliced..... 1 35@2 55	
	<b>Pumpkin</b>	
	Fair..... 70	
	Good..... 75	
	Fancy..... 85	
	<b>Raspberries</b>	
	Standard..... 90	
	<b>Salmon</b>	
	Columbia River..... 2 00@2 15	
	Red Alaska..... 1 40	
	Pink Alaska..... 1 10	
	<b>Shrimps</b>	
	Standard..... 1 50	
	<b>Sardines</b>	
	Domestic, 1/4s..... 4	
	Domestic, 1/2s..... 8	
	Domestic, Mustard..... 8	
	California, 1/4s..... 17	
	French, 1/4s..... 22	
	French, 1/2s..... 28	
	<b>Strawberries</b>	
	Standard..... 85	
	Fancy..... 1 25	
	<b>Succotash</b>	
	Fair..... 90	
	Good..... 95	
	Fancy..... 1 15	
	Gallons..... 2 45	
	<b>Tomatoes</b>	
	Fair..... 90	
	Good..... 95	
	Fancy..... 1 15	
	Gallons..... 2 45	
	<b>CATSUP</b>	
	Columbia, pints..... 2 00	
	Columbia, 1/2 pints..... 1 25	
	<b>CHEESE</b>	
	Ame..... @11 1/4	
	Amboy..... @12 1/4	
	Carson City..... @11	
	Elsie..... @12	
	Emblem..... @12 1/2	
	Gem..... @12 1/2	
	Gold Medal..... @11 1/2	
	Ideal..... @11	
	Jersey..... @11 1/4	
	Riverside..... @12 1/4	
	Brick..... @12 1/2	
	Edam..... @90	
	Leiden..... @17	
	Limburger..... 10@11	
	Pineapple..... 50 @75	
	Sap Sago..... @18	
	<b>CHOCOLATE</b>	
	German Sweet..... 23	
	Premium..... 35	
	Breakfast Cocoa..... 46	
	Runkel Bros..... 46	
	Vienna Sweet..... 21	
	Vanilla..... 28	
	Premium..... 31	
	<b>CHICORY</b>	
	Bulk..... 5	
	Red..... 7	



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

Arctic 12 oz. ovals..... 85  
Arctic pints, round..... 1 20

**BAKING POWDER**

Acme

1/4 lb. cans 3 doz..... 45  
1/2 lb. cans 3 doz..... 75  
1 lb. cans 1 doz..... 1 00  
Bulk..... 10

Arctic

6 oz. Eng. Tumblers..... 90

Egg

1/4 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 Parity

1/4 lb. cans per doz..... 75  
1/2 lb. cans per doz..... 1 20  
1 lb. cans per doz..... 2 00

Home

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

Queen Flake

3 oz., 6 doz. case..... 2 60  
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

BATH BRICK

American..... 70  
English..... 80

BLUING

**CONDENSED PEARL BLUING**

Small 3 doz..... 40  
Large, 2 doz..... 75  
Arctic, 4 oz. per gross..... 4 00  
Arctic, 8 oz. per gross..... 6 00  
Arctic, 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 75  
Parlor Gem..... 2 50  
Common Whisk..... 95  
Fancy Whisk..... 1 25  
Warehouse..... 3 50

CANDLES

Electric Light, 88..... 12  
Electric Light, 168..... 12 1/2  
Paraffine, 68..... 10 1/2  
Paraffine 128..... 11  
Wickling..... 20

Package New York Basis.

Arbuckle..... 13 00  
Delworth..... 13 00  
Jersey..... 13 00  
Lion..... 12 00

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..... 3  
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 75  
Crown..... 6 25  
Daisy..... 4 50  
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 punch..... 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..... @10

Apricots..... @10  
Blackberries..... @10  
Nectarines..... @10  
Peaches..... 9 @11

Pears..... 7 1/2  
Pitted Cherries..... 7 1/2  
Prunelles..... 7 1/2  
Raspberries..... 8 1/2

California Prunes

100-120 25 lb. boxes..... @  
90-100 25 lb. boxes..... @ 4 1/2  
80-90 25 lb. boxes..... @ 5  
70-80 25 lb. boxes..... @ 5 1/2  
60-70 25 lb. boxes..... @ 6  
50-60 25 lb. boxes..... @ 6 1/2  
40-50 25 lb. boxes..... @ 7  
30-40 25 lb. boxes..... 8 1/2

1/4 cent less in 50 lb. cases

Raisins

London Layers 2 Crown..... 2 00  
London Layers 3 Crown..... 2 75  
Cluster 4 Crown..... 2 75  
Loose Muscatels 2 Crown..... 7  
Loose Muscatels 3 Crown..... 9  
Loose Muscatels 4 Crown..... 9

L. M. Seeded, 1 lb..... 10 1/2 @11  
L. M. Seeded, 1/2 lb..... 8 1/2 @11

DRIED FRUITS—Foreign

Citron

Leghorn..... 11  
Corsican..... 12

Currents

Patras, cases..... 14 1/2  
Cleaned, bulk..... 14 1/2  
Cleaned, packages..... 15

Peel

Citron American 19 lb. bx..... 13  
Lemon American 10 lb. bx..... 10 1/2  
Orange American 10 lb. bx..... 10 1/2

Raisins

Sultana 1 Crown..... 11  
Sultana 2 Crown..... 11  
Sultana 3 Crown..... 11  
Sultana 4 Crown..... 11  
Sultana 5 Crown..... 11  
Sultana 6 Crown..... 11  
Sultana package..... 11

FARINACEOUS GOODS

Beans

Dried Lima..... 6 1/2  
Medium Hand Picked 2 00@2 10  
Brown Holland..... 10

Cereals

Cream of Cereal..... 90  
Grain-O, small..... 1 35  
Grain-O, large..... 1 25  
Grape Nuts..... 1 35  
Postum Cereal, small..... 1 35  
Postum Cereal, large..... 2 25

Farina

24 1 lb. packages..... 1 25  
Bulk, per 100 lbs..... 3 00  
Haskell's Wheat Flakes..... 3 00  
36 2 lb. packages..... 3 00

Hominy

Barrels..... 2 50  
Flake, 50 lb. drums..... 1 00  
Maccaroni and Vermicelli..... 1 30  
Domestic, 10 lb. box..... 60  
Imported, 25 lb. box..... 2 50

Pearl Barley

Common..... 2 75  
Chester..... 3 15  
Empire..... 3 15

Walsh-DeRoo Co.'s Brand.

Wheat

24 2 lb. packages..... 2 00  
100 lb. kegs..... 3 00  
200 lb. barrels..... 5 70  
100 lb. bags..... 2 90

Peas

Green, Wisconsin, bu..... 1 30  
Green, Scotch, bu..... 1 35  
Split, bu..... 1 35

Rolled Oats

Rolled Avena, bbl..... 3 85  
Steel Cut..... 1 70  
Monarch, bbl..... 60  
Monarch, 1/2 bbl..... 1 95  
Monarch, 90 lb. sacks..... 1 70  
Quaker, cases..... 2 20

Sago

German..... 4  
East India..... 3 1/2

Tapioca

Flake..... 4 1/2  
Pearl..... 4 1/2  
Pearl, 24 1 lb. packages..... 6 1/2

Wheat

Cracked, bulk..... 3 1/2  
24 2 lb. packages..... 2 50

FLAVORING EXTRACTS

DeBoe's

Vanilla D. C. 2 oz 1 10 4 oz 1 80  
Lemon D. C. 2 oz 70 4 oz 1 35  
Van. Tonka..... 2 oz 75 4 oz 1 45

FOOTE & JENKS' JAXON

Highest Grade Extracts

Vanilla..... 1 00  
Lemon..... 1 00  
1 oz full m. 1 20 1 oz full m. 80  
2 oz full m. 2 10 2 oz full m. 1 25  
No. 3 fan'y 3 15 No. 3 fan'y 1 75

COLEMAN'S

HIGH FOOTE & JENKS' GLASS EXTRACTS

Vanilla..... 1 00  
Lemon..... 1 00  
2 oz panel. 1 20 2 oz panel. 75  
3 oz taper. 2 00 4 oz taper. 1 50

Jennings'

Arctic..... 75  
2 oz. full meas. pure Lemon..... 75  
2 oz. full meas. pure Vanilla..... 20

Big Value

2 oz. oval Vanilla Tonka..... 75  
2 oz. oval Pure Lemon..... 75

JENNINGS'

FLAVORING EXTRACTS

Reg. 2 oz. D. C. Lemon..... 75  
No. 4 Taper D. C. Lemon..... 1 52  
Reg. 2 oz. D. C. Vanilla..... 24  
No. 3 Taper D. C. Vanilla..... 2 08

Standard

2 oz. Vanilla Tonka..... 70  
2 oz. flat Pure Lemon..... 70

Northrop Brand

Lem. Van. 75  
2 oz. Taper Panel..... 1 20  
2 oz. Oval..... 75  
3 oz. Taper Panel..... 1 35  
4 oz. Taper Panel..... 1 60

Perrigo's

Van. Lem. doz. doz.

XXX, 2 oz. obert..... 1 25  
XXX, 4 oz. taper..... 2 25  
XX, 2 oz. obert..... 1 00  
No. 2, 2 oz. obert..... 75  
XXX D D ptehr, 6 oz..... 2 25  
XXX D D ptehr, 4 oz..... 1 75  
K. P. pitcher, 6 oz..... 2 25

FLY PAPER

Perrigo's Lightning, gro..... 2 50  
Petrolatum, per doz..... 75

HERBS

Sage..... 15  
Hops..... 15

INDIGO

Madras, 5 lb. boxes..... 55  
S. F., 2, 3 and 5 lb. boxes..... 50

JELLY

5 lb. pails..... 2 00  
15 lb. pails..... 42  
30 lb. pails..... 70

LIQORICE

Pure..... 30  
Calabria..... 25  
Sicily..... 14  
Root..... 10

LYE

Condensed, 2 doz..... 1 20  
Condensed, 4 doz..... 2 25

MATCHES

Diamond Match Co.'s brands.

No. 9 sulphur..... 1 65  
Anchor Parlor..... 1 50  
No. 2 Home..... 1 30  
Export Parlor..... 4 00  
Wolverine..... 1 50



## SALT FISH

Cod	
Georges cured.....	@ 5
Georges genuine.....	@ 5 1/2
Georges selected.....	@ 5 3/4
Grand Bank.....	@ 4 1/2
Strips or bricks.....	@ 9
Pollock.....	@ 3 1/4

## Halibut.

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

## Herring

Holland white hoops, bbl.	11 00
Holland white hoops, keg.	8 00
Holland white hoop mch.	85
Norwegian.....	
Round 100 lbs.....	3 60
Round 40 lbs.....	1 75
Sealed.....	16 1/2
Blotter.....	1 50

## Mackerel

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

## Trout

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

## Whitefish

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

## SEEDS

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

## SPICES

Whole Spices	
Allspice.....	12
Cassia, China in bbls.....	11
Cassia, Batavia, in bund.....	28
Cassia, Saigon, broken.....	38
Cassia, Saigon, in rolls.....	55
Cloves, Amboyina.....	17
Cloves, Zanzibar.....	14
Mace.....	55
Nutmegs, 75-80.....	50
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.....	38
Cloves, Zanzibar.....	17
Ginger, African.....	15
Ginger, Cochlin.....	18
Ginger, Jamaica.....	25
Mace.....	65
Mustard.....	19
Pepper, Singapore, black.....	18
Pepper, Singapore, white.....	25
Pepper, Cayenne.....	20
Sage.....	20

## STARCH



Kingsford's Corn	
40 1-lb. packages.....	6 1/4
20 1-lb. packages.....	6 3/4
6 lb. packages.....	7 1/2

Kingsford's Silver Gloss	
40 1-lb. packages.....	7
6 lb. boxes.....	7 1/2

Common Corn	
20 1-lb. packages.....	4 1/2
40 1-lb. packages.....	4 1/4

Common Gloss	
1-lb. packages.....	4 1/2
3-lb. packages.....	4 1/4
6-lb. packages.....	5
40 and 50-lb. boxes.....	3 1/2
Barrels.....	3 1/4

## STOVE POLISH



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 Rappee, 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 00
Cut Leaf.....	6 15
Crushed.....	6 15
Cubes.....	5 90
Powdered.....	5 85
Coarse Powdered.....	5 85
Standard Granulated.....	5 75
Fine Granulated.....	5 75
Coarse Granulated.....	5 85
Extra Fine Granulated.....	5 85
Conf. Granulated.....	6 00
2 lb. bags Fine Gran.....	5 85
5 lb. bags Fine Gran.....	5 85
Mould A.....	6 00
Diamond A.....	5 75
Confectioner's A.....	5 65
No. 1, Columbia A.....	5 40
No. 2, Windsor A.....	5 40
No. 3, Ridgewood A.....	5 35
No. 4, Phoenix A.....	5 30
No. 5, Empire A.....	5 25
No. 6.....	5 20
No. 7.....	5 10
No. 8.....	5 00
No. 9.....	4 90
No. 10.....	4 85
No. 11.....	4 80
No. 12.....	4 75
No. 13.....	5 75
No. 14.....	5 70
No. 15.....	5 70
No. 16.....	5 70

## SYRUPS

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
Halford, large.....	3 75
Halford, small.....	2 25
Salad Dressing, large.....	4 55
Salad Dressing, small.....	2 75

## TEA

Japan	
Sundried, medium.....	28
Sundried, choice.....	30
Sundried, fancy.....	40
Regular, medium.....	28
Regular, choice.....	30
Regular, fancy.....	40
Basket-fired, medium.....	28
Basket-fired, choice.....	35
Basket-fired, fancy.....	40
Nibs.....	27
Siftings.....	19@21
Fannings.....	20@22

## Gunpowder

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

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

## VINEGAR

Malt White Wine, 40 grain.....	8
Malt White Wine, 80 grain.....	11
Pure Cider, Red Star.....	12
Pure Cider, Robinson.....	11
Pure Cider, Silver.....	11

## WASHING POWDER

Rub-No-More, 100 12 oz.....	3 50
No. 1, per gross.....	20
No. 1, per gross.....	25
No. 2, per gross.....	35
No. 3, per gross.....	55

## WOODENWARE

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
Pails	
2-hoop Standard.....	1 50
3-hoop Standard.....	1 70
2-wire, Cable.....	1 60
3-wire, Cable.....	1 85
Cedar, all red, brass bound.....	1 25
Paper, Eureka.....	2 25
Fibre.....	2 40
Tubs	
20-inch, Standard, No. 1.....	7 00
18-inch, Standard, No. 2.....	6 00
16-inch, Standard, No. 3.....	5 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
2-wire, Cable.....	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
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 13-15-17.....	1 75
Assorted 15-17-19.....	2 50
YEAST CAKE	
Magie, 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	
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	
Assorted Cake.....	10
Belle Rose.....	8
Bent's Water.....	16
Buttercups.....	12
Cinnamon Bar.....	9
Coconut Cake, Iced.....	10
Coffee Cake, Java.....	10
Cocoon Tally.....	10
Cracknels.....	16
Creams, Iced.....	8
Cream Crisp.....	10
Crystal Creams.....	10
Cubans.....	11 1/2
Curant Fruit.....	12
Frosted Honey.....	12
Frosted Cream.....	9
Ginger Snaps, 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.....	12
Marshmallow.....	16
Marshmallow Walnuts.....	16
Mary Ann.....	8
Mixed Picnic.....	11 1/2
Milk Biscuit.....	7 1/2
Molasses Cake.....	22@24
Molasses Bar.....	9
Moss Jelly Bar.....	12 1/2
Newton.....	12
Oatmeal Crackers.....	8
Oatmeal Wafers.....	12
Orange Crisp.....	9
Orange Gem.....	8
Penny Cake.....	7 1/2
Prickles, hand made.....	7 1/2
Sears' Lunch.....	7 1/2
Sugar Cake.....	8
Sugar Cream, XXX.....	8
Sugar Squares.....	8
Sultanas.....	13
Tutti Frutti.....	16
Vanilla Wafers.....	16
Vienna Crimp.....	8

## Grains and Feedstuffs

Wheat	
Wheat.....	75
Winter Wheat Flour	
Local Brands	
Patents.....	4 50
Second Patent.....	4 00
Straight.....	3 80
Clear.....	3 25
Graham.....	3 50
Buckwheat.....	4 75
Rye.....	3 25
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Ball-Barnhart-Putman's Brand.....	3 85
Diamond 1/2s.....	3 85
Diamond 3/4s.....	3 85
Diamond 1s.....	3 85
Worden Grocer Co.'s Brand	
Quaker 1/2s.....	4 00
Quaker 3/4s.....	4 00
Quaker 1s.....	4 00
Spring Wheat Flour	
Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/2s.....	4 95
Pillsbury's Best 3/4s.....	4 85
Pillsbury's Best 1s.....	4 75
Pillsbury's Best 1 1/2s paper.....	4 75
Pillsbury's Best 1 1/2s paper.....	4 75
Ball-Barnhart-Putman's Brand	
Duluth Imperial 1/2s.....	4 50
Duluth Imperial 3/4s.....	4 40
Duluth Imperial 1s.....	4 30
Lemon & Wheeler Co.'s Brand	
Wingold 1/2s.....	4 70
Wingold 3/4s.....	4 40
Wingold 1s.....	4 50
Olney & Judson's Brand	
Ceresota 1/2s.....	4 90
Ceresota 3/4s.....	4 80
Ceresota 1s.....	4 70
Worden Grocer Co.'s Brand	
Laurel 1/2s.....	4 80
Laurel 3/4s.....	4 70
Laurel 1s.....	4 60
Laurel 1 1/2s and 1 1/2s paper.....	4 60
Washburn-Crosby Co.'s Brand.	



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

Meal	
Bolted.....	2 00
Granulated.....	2 20
Feed and Millstuffs	
St. Car Feed, screened.....	17 75
No. 1 Corn and Oats.....	17 25
Unbolted Corn Meal.....	17 25
Winter Wheat Bran.....	14 00
Winter Wheat Middlings.....	15 00
Screenings.....	14 00

Corn	
Corn, car lots.....	44 1/2
Less than car lots.....	

Oats	
Car lots.....	27
Car lots, clipped.....	29
Less than car lots.....	

Hay	
No. 1 Timothy car lots.....	11 00
No. 1 Timothy ton lots.....	12 00

## Hides and Pelts

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:

Hides
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## Getting the People

How an Advertisement Should Be Written.

How to begin, what to say, how much to say, when to stop. In any sort of composition—from writing a letter to writing an essay on philosophy—the most difficult part is to begin. It is not only in imagination that the work of beginning is hard, it is a real and palpable difficulty. It is easy enough to say that the way to begin is to begin, but that does not help the matter when the writer is at a loss or does not know how to begin. But the advice does suggest that the way to begin is to do it without unnecessary preliminaries, to say what you have to say as you would speak it, going right to the matter in hand. There was a time when it was permissible to say, "To my patrons and friends," or "To the public of Podunk county," followed by the expression of the wish to "meet the needs of our customers," we are doing thus and so. It is pretty well learned by this time that the best thing to say is that which will most quickly gain the attention of the reader who may be interested in the goods offered. Thus it is always pertinent to begin an advertisement with the name of the specialty advertised, when it is a specialty. The naming of an article and the firm name is always of value whether anything else is said or not.

What to say. As indicated above, enumerate the articles to which you wish to call attention. Then, as has been so often reiterated in this department, put in the price where practicable. When a customer comes into a store with the price of an article in his mind the sale is more than half made. And that is not all. In many cases knowing the definite price is an inducement to a customer to come to the store, and the price does not necessarily need be a low one to be an inducement either. So when practical give the price. Then if some positive advantage of quality can be stated in a few simple words, it may do no harm and sometimes may do good.

How much to say. Better, how little. It is difficult to convince some advertisers that clear white paper is of vastly more value than multiplicity of words of any kind. It is difficult to err on the side of saying too little unless there is a necessary argument to convince of superiority, and this must be short and to the point.

When to stop. Stop before you begin to encroach on your white space. Stop when you have said that which is absolutely essential. Stop when another word is the destruction of the advertisement. Stop as quickly as you can.

The advertisements sent me for criticism are mostly good examples of modern advertising in the matter of phraseology. The writers have gone directly to the matter in hand, and in most cases have said their say in few words and have known when and how to stop. As a random collection they are of an unusually good quality in every regard.

C. L. Glasgow occupies first place with an effusion which has many good qualities, but which might have been improved in some. In the first place I think it a mistake to use unreasonably heavy, black rules or borders around an advertisement. As a whole, it makes the advertisement look forbidding. There is the suggestion of a mourning border or of a poison label. In the pres-

## "The Other Fellow's Paint IS NO GOOD"

This is the baby cry of some dealers, who, lacking in foresight or hindsight, failed to buy their lead at the proper time and then buying at the advanced price are forced to ask about 25 per cent more for them and their only cry then is "The other fellow's lead is no good." White Lead was selling in 1899 at \$6.00 to \$6.50 per hundred, during the winter of 1900, it advanced \$1.00 to \$1.50 wholesale and has stayed above the \$1.00 advance since, necessitating a dealer's asking \$7.00 to \$7.50 a hundred, who failed to buy till after the advance. Accepting a tip from a White Lead Representative I bought my lead in November 1899 before the advance and am selling it now at \$6.00 per hundred and this is what is raising the cry about quality. I have this to say, believing the "Old St. Louis" Lead to be the equal of any made, and having sold it for years without complaint, and believing my guarantee to be as good as that of any dealer in paint in or near Nashville, I offer the following guarantee.

I agree with any customer who buys from me **RED STAR BRAND**, St. Louis Lead and applies the same under ordinary conditions, with pure Linseed Oil, that if it does not stay on as long and wear as well as **ANY WHITE LEAD** sold in Nashville, on anybody's building with similar exposure, that I furnish him of **ANY BRAND OF LEAD HE SELECTS** enough to repaint his building free of cost.

**This Lead I will sell while the present stock lasts at \$6.00 per hundred.**

**C. L. Glasgow.**

## The Newest Stove

is the stove that you want. It is not a wood stove—it is not a coal stove—but it is a combination stove that will burn wood, soft coal, and hard coal equally well. Don't get a wood stove at this time. Burning wood will cost you more every year. Still if you insist on it, we have some of the best to show you. The old Majestic line of reliable stoves are always kept by us. Come and talk stove.

**Otto Rosenfeld**

## STAR GROCERY.

Carpenter Building, Opp. Courtright  
Choice Teas, Coffee, Confectionery, Canned Goods, Oranges, Bananas, Cigars, Tobacco, Stationery and Crockery.

**A. McDonald & Son.**

Butter and Eggs same as cash.

## Cider! Cider!

Save Your Cider by using George McDonald's **CIDER SAVER**. This preparation is absolutely Safe and Harmless and DOES preserve the Cider. It is better than Salicylic Acid; White Mustard Seed, sulphate of Lime or any of the commonly used Cider Preservatives, and does not change the Natural Taste or Color of the Cider. Try a package and you will make no mistake. This preparation does not contain the poisonous Salicylic Acid. Price 25c per package. Sold only at

**Geo. McDonald's** Drug Store

## We Never Guess.

People will eventually think us receiving every order the ideal service they get here without guessing. The public at large is not one-half as particular as we are in this matter of pure drugs, or in respect to the accurate filling of their prescriptions.

In the buying, packing, selling of compounding of drugs, we never guess. We make sure that every thing is right in every particular.

We want to be your druggist.

**THOMPSON & GRICE,**

Pharmacists,

ALLEGAN, MICHIGAN.

## STORAGE

Best place in the city to store your household goods, stoves, or merchandise of every kind.

Expert help furnished for packing and moving. Both 'phones.

**The CENTRAL IMPLEMENT CO**

There is no sort of good varnish or paint-thing you are likely to need that we do not make ready-for-use, and the brush for it. And the name Devoe on it is a sign of best quality.

GOOD-PAINT DEVOE, CHICAGO.

## "Prout's Best"

Is the Flour

That's All Flour.

Made from fully matured wheat and by the latest and best processes under the management of well-skilled millers, the product is one of merit. Every cook who has ever used this Flour demands it.

For Sale by all Dealers.

Manufactured by

**J. H. PROUT & CO.**

Merchant Millers. Howard City, Mich.

## PARIS GREEN

STRICTLY PURE

—ONLY—

16c per pound.

**Henry Baar**

THE LEADING DRUGGIST.

## We are doing

Work that wins trade.

Our processes of laundering Shirts, Collars, etc. are winning us compliments, you better than that we're getting the trade. Every piece guaranteed to be just right as regards finish, cleanliness and quality of work. Give us your shirts—our boys will call. Our equipment is of the best.

**THE GEM LAUNDRY.**

ent instance the border is excessively heavy, killing the display and detracting materially from the value of the space. A lighter border with more white space would have made the good display of some effect. The paragraph following the catch heading should have been boiled down. Nothing should have been admitted which is not necessary to the telling of the paint story in the fewest and simplest words possible. "Lacking in foresight" is good, but is spoiled by the addition of "hindsight," which is not correct nor pertinent. It is intended as a pleasantry and as far as it succeeds it is as impertinent as joking at a funeral. That the writing is careless is indicated by the use of the pronoun "them" when its antecedent is "lead." Then follows a long, circumstantial, and confusing statement as to how, when and how much lead advanced during the winter of 1899. Then the writer must tell how he obtained the tip, thus contradicting the idea of foresight in the opening words, which were of more advertising value. It would have been sufficient to state that he would sell at so much. The remainder of the wording is too long; his introduction to the guarantee would have been better to have had no reference to his having complaint which goes far to weaken a very good point in the guarantee. There is much of value in this advertisement, but it might have been much better.

Otto Rosenfeld saves some of the bad effect of a black border and heavy display type by leaving plenty of white space, producing a well-displayed advertisement. It is also well written. It might have been better to say "Wood for burning will cost" instead of "Burning wood." There is a little indefiniteness in the reference to the Majestic—it is a little uncertain whether the advertisement is especially for the Majestic or whether it is an incidental mention. It is a good advertisement.

A. McDonald & Son have a good advertisement for one which contains no prices. Apparently the matter is written to fit the space and the display is clean and good.

Geo. McDonald's Drug Store is unfortunate in suggesting a poison label while a special purpose seems to be to disclaim this quality for the goods. Smaller type and less wording so as to have more white space would have been better. As the object of the advertisement is to sell Cider Saver it would have been better to head it with those words than to repeat the cider with the astonishers. As it is it conveys the idea that Mr. McDonald sells cider, which is not a common commodity for a drug store. The first two lines of the paragraph in small type are good and to the point. They are weakened, however, by what follows—if it is an effective preservative it is not comparable with those which are not.

Thompson & Grice have a well-displayed advertisement, attractively written. The catch words at the beginning are good and the paragraphs following are excellent for the purpose, producing an unusually good advertisement.

The Central Implement Co. has a good modest little advertisement which pays for the investment. Storage is the word to catch the eye of the customers they are after and the remainder is told in fewest words possible.

As a gem of simple statement in a reading advertisement comes Devoe's



varnish and paint. The writer of this knew how to begin, what to say, and when to stop. I should have to look far for a better illustration.

J. H. Prout & Co. furnish an advertisement without a border which does one's eyes good. The display is just right, and the quantity of wording is just enough. Possibly a stronger term could have been used for "one of merit," but the production is a good one in every respect.

Henry Baar shows how effective an advertisement can be when only the essentials are used. It is complete and any addition would weaken it. It will strike the average druggist, however, that a man who advertises Paris green in October is about as foolish as the man who advertises ice in midwinter. The season for Paris green ends when the potato bugs depart and to continue an unseasonable advertisement is as ridiculous as it is for a man to wear a straw hat during the winter months.

The Gem Laundry is a fine piece of work—a good border, just right display and strong wording. It is to be regretted that so good a production should be marred by a couple of typographical errors.

#### Insists That the Paris Exposition is a Success.

Ithaca, Oct. 8.—The article in the Tradesman of September 26, headed, "The Paris Exposition at First Hand," could not have been an inspiration. It says: "It is only the man who has been there who knows what he is talking about." There are exceptions to that rule, as that article clearly shows. I am sure that Mr. Graham is an honest man or he could not retain his position, so must credit him with being one of the above exceptions caused, no doubt, by his connection with the Windy City. As the average Chicagoan thinks no other city of any account, he thinks, as Mr. Graham says of Paris, that Chicago is the United States and the United States is Chicago!

Being on the grounds at Paris but two weeks, and the same length of time at the World's Fair, I do not feel that I am a competent judge; but I would like to comment on a few things in the article concerning Mr. Graham's visit to Paris:

I will say, first, that any man who would put in ten days seeing the better things at the Paris Exposition and then name it a farce and a failure, as he does, would get up from a ten course banquet and call it a farce and a failure because he did not have greater capacity. To be sure, if one goes to Paris to see the Midway Plaisance and its "enchanted" attractions, then he surely could come home and say that the Exposition is a farce and a failure; but he could not say so if he had put in sufficient time seeing the good things. He thinks \$6.50 per day for supper, lodging and breakfast at an average hotel exorbitant. Agreed. We paid for a large room, with two windows, running water, electric lights, fireplace and telephone in room, and electric elevator, \$1.50 per day, 90 cents for six to eight o'clock five course dinner and 60 cents for breakfast, total \$3, at a six-story stone hotel, comparing favorably with the Morton House of Grand Rapids, and within three minutes' walk of seven different entrances to the grounds. But those French hotels have many pleasing extras that come high.

Mr. Graham states that the tickets are sold twenty in a sheet, each good for an entrance, that the sheet is presented and the ticket collector takes off four; but he does not say that, in buying twenty tickets, costing you ten francs, or only to cents each of our money, you get a lottery ticket, to participate in the \$1,000,000 drawing, with a grand prize of \$100,000; nor does he tell that at each of the forty odd gates or entrances there are men, women and children selling tickets for forty centimes

each, or eight cents of our money, and you can get one, or all they have at that price. No one buys at the gates, as they charge 1 franc each. Over each gate that you enter is a large sign, "D'Entree"—one, two or three tickets, according to the time of day—two before 10 a. m., one from 10 a. m. to 6 p. m., and two for the evening, except on Fridays and Sundays, those being special attraction days, with a wind-up of a grand electrical display in the evening; those two days it takes one more ticket each time, or three, two and three, as per time of day one enters. But supposing it took three each time, or even four, to get in, a man from Chicago should not kick, for even then it would cost him only four times eight, or 32 cents, to gain admission, while at the Chicago Fair the cheapest admission was 50 cents.

Prominent among the things worth seeing, asserts Mr. Graham, is the United States building, finely located, itself a work of art, and that the building shows what the New World can do in architecture. I wish he had not said that—the Old World might think it was the best we could do—for it is an undisputed fact that the United States building is the plainest national building on the grounds, not designed for architectural beauty, but for convenience, comfort and rest for the weary American, in those points excelling anything on the grounds. For architectural beauty I would ask Mr. Graham if he saw the buildings of Italy, Russia, Serbia, Belgium, Germany, or even little Hungary—all works of art; and, taking all the buildings as a whole, they would compare in architecture with the Big Fair at Chicago as several pretty little cottages would to a large barn.

Take the Chicago "Dream City" and the Paris "Dream City" and compare; I have both before me. Chicago occupied much more space, about twice as much, and those grounds were a marvel of beauty, with the lagoons, pleasant walks, massive buildings and Ferris Wheel, etc., but for fine architecture they were far eclipsed by Paris.

Mr. Graham speaks of the grounds at Paris as located on the Champ de Mars, and calls them "a little patch of French dirt that could be pocketed in one corner of Chicago and forever lost sight of." Who would say that except a Windy City man, for the Exposition occupies nearly 400 acres of ground, only 170 acres being on the Champ de Mars; and if you count the River Seine—which runs nearly one mile through the grounds and is crossed with six or seven grand bridges—count that as they did the lagoons at Chicago—the area would not be far inferior.

The instigator of the Tradesman article refers to the River Seine as "a little squirt of a thing." Well, that is not surprising from one favored as he must have been, i. e., with sitting for hours, days, perhaps even weeks, on the lovely shady banks of that grand and beautiful Chicago River and looking down into its placid depths, watching the pretty speckled trout and grayling sporting about in the pure crystal water which bursts from the many springs that line its either shore or ripple and gurgle down its rocky banks! After passing through those enchanting scenes, but few could go and see the Seine, Rhine or Nile of the Old World, or our own Hudson or St. Lawrence, and not think them "little squirts of things!"

The Paris show as a whole was good, clean and attractive and in many departments far excelled the one at Chicago, especially in the line of art, also mechanical and manufacturing arts. The entire show is considered, by those competent to judge, as fully 90 per cent. as good as the Chicago show; and when our friend calls it a farce and a failure he surely does not know what he is talking about. I am not a Frenchman, neither am I bound up to Chicago, but I am an American, and I believe that if the Devil, although a Frenchman, does a good deed, he should have the credit. F. P. Merrill.

## 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
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#### FRUIT JARS

Pints.	5 25
Quarts.	5 40
Half Gallons.	7 50
Covers.	2 25
Rubbers.	25

#### LAMP BURNERS

No. 0 Sun.	35
No. 1 Sun.	45
No. 2 Sun.	65
No. 3 Sun.	1 00
Tubular.	45
Security, No. 1.	60
Security, No. 2.	80
Nutmeg.	50

#### LAMP CHIMNEYS—Seconds

Per box of 6 doz.	
No. 0 Sun.	1 45
No. 1 Sun.	1 54
No. 2 Sun.	2 25

#### Common

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

#### First Quality

No. 0 Sun, crimp top, wrapped & lab.	1 75
No. 1 Sun, crimp top, wrapped & lab.	1 90
No. 2 Sun, crimp top, wrapped & lab.	2 90

#### XXX Flint

No. 0 Sun, crimp top, wrapped & lab.	2 75
No. 1 Sun, crimp top, wrapped & lab.	3 75
No. 3 Sun, crimp top, wrapped & lab.	3 95

#### CHIMNEYS—Pearl Top

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

#### La Bastie

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

#### Rochester

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

#### Electric

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

#### OIL CANS

1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout, per doz.	1 58
2 gal. galv. iron with spout, per doz.	2 78
3 gal. galv. iron with spout, per doz.	3 75
5 gal. galv. iron with spout, per doz.	4 85
3 gal. galv. iron with faucet, per doz.	4 25
5 gal. galv. iron with faucet, per doz.	4 95
5 gal. tilting cans.	7 25
5 gal. galv. iron Nacefas.	9 00

#### Pump Cans

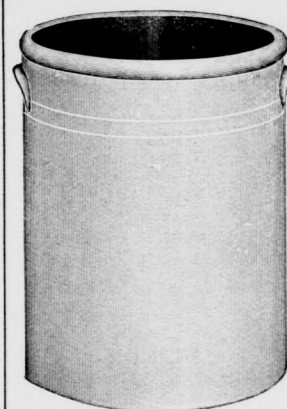
5 gal. Rapid steady stream.	8 50
5 gal. Eureka, non-overflow.	10 50
3 gal. Home Rule.	9 95
5 gal. Home Rule.	11 28
5 gal. Pirate King.	9 50

#### 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



All sizes in stock.

W. S. & J. E. Graham, Agents,  
149-151 Commerce St., Grand Rapids, Mich.

## William Reid

Importer and Jobber of Polished  
Plate, Window and Ornamental

## Glass

Paint, Oil, White Lead, Var-  
nishes and Brushes

GRAND RAPIDS, MICH.

L. BUTLER,  
Resident Manager.

## Here is your Money Maker

We have a few original packages of  
Fine White Granite we are going to sell  
this week at a very low price. Package  
contains:

#### Second Selections.

	per doz	
4 Doz. Unhandled teas.	\$ 32	\$1 28
10 " handled	40	4 00
3 " 5 inch plates.	27	81
4 " 6 " "	33	1 32
10 " 7 " "	39	3 90
1 " 36s bowls 1¼ pint.	40	40
7 inch bakers	72	36
8 " platters	40	30
10 " "	72	36
8 " covered dishes	2 88	96
pitchers 1¼ pint.	61	31
½ gal.	84	42
uncovered chambers	1 92	96
ewers and basins.	4 56	2 28

#### First Selections.

6 " handled teas.	53	3 18
6 inch festooned plates.	44	2 84
7 " "	52	5 20
5 " "	36	1 08
8 " platters	80	20
10 " "	1 44	36
5 " fancy fluted nappies.	64	32
6 " "	80	40
7 " "	96	48
8 " "	1 44	72
7 " bakers.	96	48
8 " "	1 44	72
3 " "	56	1 12
jugs 1¼ pint.	80	40
4 " "	1 12	56
bowls 1¼ pint.	53	53
1 " 1½ " "	64	64
2½ " "	80	80
covered chambers	3 84	1 92
large fancy ewers and basins	6 08	3 04
fruit saucers	24	96
package	1 75	

Total cost of assortment.... \$45 36

Order one of these assortments before  
they are gone. Every piece guaranteed.

Have you bought your china for the  
holidays? If not, come and see our large  
display. Prices low.

## DeYoung & Schaafsma

112 Monroe St., 2d floor, Grand Rapids.



## THE GROCERY MARKET.

**Sugars**—The sugar market in general is quite demoralized. Raw sugars are weaker and prices show a decline of 1-16c, making 96 deg. test centrifugals now 4 3/4c. Raws will begin coming in freely about the middle of the month and the recent scarcity will be greatly relieved. The feature of the refined market is the decline of 40 points on all grades, which took place last Wednesday. This is the heaviest decline in one day in the history of the sugar market. The cutting of prices had a demoralizing effect on the market and buyers were afraid to operate at first, but the last of the week the market showed some firmness and many now believe refiners will again advance prices. It is said there has never before been such wholesale slashing of prices in the sugar trade, because the figures have seldom before been so high as they were up to last week and at just the season of the year, moreover, when prices of granulated decline naturally through the combination of a lessened demand, owing to the close of the canning season and of the ordinary influx of new crop raw sugars. As last spring, when the Arbuckles promptly followed the Trust in every advance it made in the price, it was inferred that an agreement had been reached between them, so it came to be believed early last month that the war had broken out anew when the Arbuckles began to make concessions to buyers on their own initiative and it is believed that, as the dull season in the sugar trade progresses and efforts have to be redoubled to obtain orders, the war will increase in intensity and soon be as sharp as it ever has been before.

**Canned Goods**—The general feeling is one of confidence and the outlook for the winter trade never looked brighter. That there will be continual buying of all lines of canned goods from now until the spring is the opinion of the entire trade. Another very important feature of the market is the duplicate orders for all grades of canned goods received from jobbers who bought early, showing that either the consumption has been or the buyers anticipate that it will be large. From the principal tomato growing sections the reports come that the pack is over for the season. As stated before, there is a large shortage in the pack and the market certainly ought to do better soon. A large part of the pack is of inferior quality, which is probably one reason for keeping prices down. At present they are low and the market shows no signs of renewed strength. Corn is selling fairly well at previous prices, with no indications of improvement in the near future. There has also been an active demand for all grades of peas. The best of them are selling rapidly at asking prices. It is unusual for the pea market to be so active at this time of the year. If the jobbers have not enough of this line for their winter wants, it is a problem where the supply for the spring trade is to come from. The Eastern markets are all sold up on this article and many of the Western markets also. The market on string beans is advancing and some grades, particularly fancy New York stringless, are very scarce. Prices have advanced 5c per dozen and indications are that they will show a further advance in the near future. Lima beans are almost entirely out of the market. The crop was almost an entire failure and there won't be any more canned this season. The

few on hand are held firm. The peach market is very strong and prices show an advance of 5c per dozen for second yellows and 2 1/2c for pies. The better grades are very difficult to find and are held at high prices. Salmon continues to be very strong for all grades and some packers are holding pink Alaska 5@10c over the opening price. Sardines are very strong and in some demand. The pack is generally admitted to be very short, according to some dealers at least 40 per cent. of last year's pack. The warm weather has been a serious setback to the oyster industry. The fresh oyster packers have found it very difficult to obtain an outlet for their stock and the Western trade for fresh oysters is not at all up to the mark. The consensus of opinion is that the shippers will be deluged with orders as soon as the weather turns cool. The effect will be that the oyster packers may have to pay high prices for the raw material, which will, of course, mean high prices for the canned article.

**Dried Fruits**—The dried fruit market is in good condition. Sales are of moderate sized quantities and at full prices. A telegram from Fresno, Cal., says there is a strong probability that prices on raisins will be advanced soon. Total confirmations by the Association to date are about 1,650 cars, or a little over half the crop. New two-crown loose raisins are becoming exceedingly difficult to get, some packers having no more to offer. Jobbers are experiencing a brisk demand for seeded raisins, one firm estimating that twice the amount will be sold as last year. This is due somewhat to the high price of currants. Reports from the coast state that the record of the sizes shows that of the prunes received so far about 13 per cent. are 100 to 120s; about 11 per cent. are 90 to 100s, and about 17 per cent. smaller than 120s, and will not be put upon the market. Weather is favorable for drying and prunes are coming in rapidly. Prospects are very favorable now for a large export demand for prunes. It was thought at first that the French prunes would take the place of the American article in European markets, but most of the merchants in Germany seem to prefer the American prunes. The demand for peaches is light, and quotations are being shaded to make sales. Packers, however, are not anxious to make sales, anticipating a better demand later on. It is estimated that there are fully 200 carloads of peaches still remaining in growers' hands. The large apple crop and the probabilities of a large output of dried apples have a tendency to weaken the market. Apricots are firm at the quotations, and some of the packers show their confidence in the future market by purchasing at prevailing prices any stock offered by other packers. The principal enquiry from the East is for the fancy grade apricots. Currants are unchanged, but remain firm at prices last quoted. Jobbing demand continues quite active and apparently is increasing. Any considerable enquiry will very likely cause an advance. The first new Ford dates are expected to arrive about Nov. 1. The crop is somewhat later than usual. Earlier in the season it was expected prices would be somewhat forced up on account of the famine in India, causing a larger demand for export to that country, but according to latest advices prices are about normal. Dates of all grades are in good demand and prices show some disposition to a further advance. There is also a good

demand for figs and prices show some indications of an advance shortly. The evaporated apple market is strong at unchanged prices, and with a very good demand. Most of the stock now coming in is made from winter fruit and is giving excellent satisfaction.

**Rice**—Because of the lateness of the Southwestern crop, prices rule high and buyers are holding off, anticipating lower prices. It is reported that general holdings of old crop rice are practically closed out and stocks of new were never so light. Advices from the South note firm conditions, and reports from the respective rice-growing sections are encouraging. From present indications the yield will be nearly 50 per cent. over the highest ever obtained.

**Tea**—The market remains dull and prices have a downward tendency. It is admitted that to facilitate business prices will have to be lowered for most grades. Stocks are gradually increasing in first hands, but as yet no pressure is shown to hurry sales. The country is still well supplied, and the market lacks animation, jobbers reporting only a small hand to mouth business.

**Molasses**—The molasses season is now fairly opened, notwithstanding receipts from the country are still light. These first receipts command high prices as a large crop is expected, but when new goods arrive from the country more freely, lower prices are anticipated. The demand this past week has been very good and jobbers seem to be buying much more freely than for the past few weeks.

**Fish**—Salt mackerel shows a further advance this week of \$1 per bbl., caused by the large demand for this article.

**Nuts**—Nuts are inclined to be dull, as a whole, although some varieties show some activity. Stocks of Taragona and Ivica almonds are getting very low. Ivicas are comparatively the lowest priced almonds in the market. Old crop Jordans are all gone. A lot of new Jordans and Valencias is expected to arrive next week. The market abroad on Jordan shelled and Valencias shows further advances and California almonds are firm at recent higher prices. The market on Sicily filberts is still lower. First new goods will arrive early next month. Brazils, however, are somewhat higher. Peanuts are in good demand at previous prices.

**Rolled Oats**—Rolled oats are unchanged as to price, but show a good demand with millers still two or three weeks oversold.

**Beans**—The bean market is very strong. Stock is coming in to pickers very slowly as farmers are not willing to sell on present basis. We believe beans at present prices are a good purchase as all large markets are bare of beans. The goods are going rapidly to the consumers and all indications are that much higher prices will rule throughout the year.

**Pickles**—The pickle situation is a very strong one, and we are notified by one of the largest packers in the country that pickles will be advanced at least 50 cents per bbl. shortly. The advance will probably take effect on the 10th.

## 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**—TO CORRESPOND WITH some good bean and potato shipper. F. D. Green & Co. 311 Valentine Bldg., Toledo, Ohio. 547

**FOR SALE**—COUNTRY STORE SEVEN miles from railroad, buildings and stock including \$3,000; good country; good roads. Write for particulars to Box 76, Goblesville, Ind. 550

**WANTED TO EXCHANGE**—CLEAN STOCK of boots and shoes inventorying about \$2,500, with residence, for a farm. Address Box 294, Sarnac, Mich. 512

**FOR SALE**—STOCK OF SHOES AND MEN'S furnishings in a good, hustling Indiana town of 2,000; stock mostly shoes; must sell at once. Address A. W. Gregg, Middletown, Ind. 511

**FOR SALE**—\$3,000 STOCK GENERAL Merchandise; clean stock; cash trade. Address Box 239, Argos, Ind. 540

**FOR SALE**—FRESH STOCK OF GROCERIES, inventorying about \$1,200 in live town; fine location. Reason for selling, other business. Address No. 546, care Michigan Tradesman 546

**FOR SALE OR EXCHANGE FOR CITY** property—one-half interest in small capacity sawmill; doing good business and will continue to do so for twenty years. Reason for selling, other business which requires attention. Address Box 64, Boon, Wexford Co., Mich. 544

**400 ACRES FIRST-CLASS FARM LAND** within one-half mile of depot and school house for sale on reasonable terms, or will exchange for first-class city property; good location, fine soil and plenty of timber. Will sell in 40, 80 or 160 acre lots, with or without saw timber. Address Box 64, Boon, Wexford Co., Mich. 545

**A COMPLETE STOCK OF HARDWARE** inventorying about \$6,000 in best small town in the State. Can be obtained by cash buyer. Doing good business and well located. Other business in same town requires personal attention. Address No. 543, care Michigan Tradesman. 513

**WANTED**—2 BAZAAR, 2 DRUG AND 1 grocery in good outside towns. Clark's Business Exchange, Grand Rapids. 533

**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

**SAW STAVE, HEADING AND SHINGLE** mill for sale cheap at Temple, Mich., on Muskegon River; sickness cause for selling. George Spatheff, Jr., Ann Arbor, Mich. 532

**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 of Gogebie county. Address J. M. Whiteside, Bessemer, Mich. 523

**FOR SALE**—GENERAL MERCHANDISE stock, involving about \$8,000, store building and fixtures. Stock is in A1 shape. Trade established over twenty years. Would accept house and lot or farm in part payment. Splendid chance for the right person. Reason for selling, wish to retire from business and take a needed rest. Address No. 520, care Michigan Tradesman. 520

**FOR RENT**—A GOOD BRICK STORE building centrally located in a good business town. Address Mrs. E. F. Colwell, Lake Odessa, Mich. 516

**FOR SALE**—DRUG STOCK INVOICING fifteen hundred (\$1,500) dollars, in Southern Michigan. Will retain half interest or sell entire stock. Good place to make money. Reason for selling, have other business. Address No. 515, care Michigan Tradesman. 515

**FOR SALE**—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**—BY YOUNG MAN, POSITION in dry goods, clothing, men's furnishing or shoe store; seven years' experience; good references. Oscar E. Otis, Hastings, Mich. 549

**SITUATION WANTED BY YOUNG MAN** of good address in general store, good druggist (not registered); four years' experience in country and city. Address Box 433, South Haven, Mich. 548

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

**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