

MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, OCTOBER 24, 1900.

Number 892

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

WM. CONNOR, 20 years with us, will be at Sweet's Hotel Grand Rapids, Oct. 31 to Nov. 3. Customers' expenses paid or write him Box 346, Marshall, Mich., to call on you and you will see one of the best lines manufactured, with fit, prices and quality guaranteed.

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

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

Tradesman Coupons

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A WORTHY TEAM.

"Can you inform me how to put a rough top on lard compound to imitate pure kettle rendered leaf lard?"

"Draw it direct from the receiver, not cooled, and run into packages at about 160 degrees. Spread the packages well, so that plenty of air can pass between them and allow the lard to cool quickly. Leave it perfectly quiet, and when cool it will have the desired crimp or rough top."

The man who asked that question and the man who answered it would make a team that the Old Harry himself would like to drive. There would be a hustling business carried on while it lasted, and the Old Man would see to it that a lively pace was kept up to the very end. They would cheat and lie and steal as long as the public, their legitimate customer, would stand it and then, with an earnestness as intense as the conviction that the end justified the means, they would claw each other until the financial graveyard hid their offensive carcasses from sight.

The question shows a man who has been doing his best, so far as cager study is concerned, to find out how he can do some systematic cheating. For days and wearisome nights he has been scratching that dishonest old head of his and every experiment just misses it! Do what he may, the lard has so far insisted on keeping him a decent man, and finally, in despair at the "loss upon loss," incurred by his inability to clutch the "almost," which constantly escapes him, he appeals to the world of villainy to help him in this direful emergency.

Fagin again gives himself away; for when like pitifully appeals to like, where is the ear or the heart that can remain deaf to this call of kin? The cry of the Artful Dodger is heard and heeded. The world of crime has not been ransacked in vain. This particular form of swindle has been invented, carefully labeled and packed away, showing that there are others at work in this special field of knavery, who are willing to give another proof of the fact

that there is still honor among thieves. The answer duly comes. There it is in cold type. Just as explicit and as full of careful, painstaking detail as the old London thief ever gave to haunters of his nefarious den.

The remaining thing to be noticed is the utter, matter of fact, business air about the whole transaction. Can you inform me, Cain, a little more in detail how you managed to put Abel out of the way? is hardly more startling than the question, evidently considering itself respectable; and the reply was not expected to excite undue comment. He wanted to know how to do a little cheating. "I knew, for I've tested the thing, and told him. That's all there is to it. Next!"

If such questions are to be asked and answered in the papers, commercial or uncommercial, of the country, it is respectfully suggested that only complete answers be given, although the heavens fall, and for that purpose such an answer the Tradesman offers, to be used as occasion may require.

Grand Rapids and Traverse City are to be congratulated on their narrow escapes from granting valuable franchises to strangers who were undoubtedly actuated solely by a desire to obtain for nothing something they could dispose of in the open market or finance in such a manner as to clean up handsome fortunes for themselves. The attempt to secure a fifty year water franchise from the Common Council of Grand Rapids proves to be one of the most gigantic swindling schemes ever devised, having evidently been concocted by two men who, while apparently competitors in the field, were in reality working hand in hand to obtain for nothing—except the sum alleged to have been spent in bribery and cajolery—a concession which would be worth a million dollars in any money market of the world. The scheme to obtain a thirty year gas franchise from the Common Council of Traverse City was less pretentious, but it involved certain features which gave it a suspicious appearance, due to the haste with which the promoter undertook to obtain the concession before the people had been given time to investigate the matter and discover how one-sided the proposed franchise was. Thirty years is a long time to tie up a municipality to conditions which may be perfectly proper this year or next, but which may not be in harmony with the progressive spirit of the age five, ten or fifteen years hence; and those members of the Common Council of Traverse City who voted to postpone the consideration of the measure until they could find time to post themselves thoroughly on the subject have undoubtedly saved their townsmen—and their townsmen's children—hundreds of thousands of dollars.

Sir Thomas Lipton, who wants to make another effort to capture the America's cup, is evidently one of those natural sportsmen who love to be defeated simply for the fun there is in it.

GENERAL TRADE REVIEW.

The fact of the continued increase in activity and advance of speculative stocks in the face of apparently adverse conditions can only be accounted for on the theory that the long period of dulness had lasted until a reaction became inevitable. The only reason why surprise is expressed is that a material advance during the closing weeks of a presidential campaign is without precedent, at least for a good many years. The advance in prices seems to be all along the line, last week raising the average of railway shares \$2.38, industrials \$2.64 and gas and traction stocks \$5.55 per share; and the current week's trading is with increasing activity and a more rapid advance.

As the election draws nearer there is necessarily much complaint of the interruption of business. Salesmen have difficulty in finding their customers or gaining their attention when found. From force of habit there is much of putting off until after election, but in spite of this interruption there is a strong undertone of business everywhere.

The long period of price reaction in the iron trade is being followed by a degree of activity which shows that stocks had become much depleted and that many engineering undertakings were unduly held back. It would be natural that the downward movement should carry the level below a profitable basis, but the movement is being so promptly arrested by demand that prices are still kept at a level affording a fair profit. Among the lines showing most activity may be named steel rails, structural forms and materials for implement works. Prices are at about the lowest level of the decline, but what changes have occurred are upward.

The pressure of demand in the textile trades is resulting in a strong advance in cotton goods, while the raw staple is slowly declining. It looks now as though they would soon be on a parity and the manufacture soon become normal again. Sales of wool are increasing in activity and, while the aggregate of sales is much less than last year, the sales then were for speculation, while now they are for consumption. Woolen goods trade has been slow on account of the continued mild weather. The heavy boot and shoe movement still continues, with urgent demand for fall and early winter trade. Spring goods are also beginning to receive consideration.

The increase in foreign indebtedness to this country continues, September exports exceeding imports by \$56,000,000, and for nine months the trade balance in our favor on merchandise and specie account amounted to \$441,045,465, indicating that the calendar year will exceed all records. Exchanges through the principal clearing houses make a better comparison with last year's phenomenal figures than at any recent date, and the gain over 1898 at some cities is worthy of note: New Orleans 101.7 per cent., Pittsburg 70.5, Chicago 32.1, New York 20.5, Cleveland, 20.1, Boston 25.5 and Philadelphia 24.7.

TASTE IN DISPLAY.

Local Instances of the Lack of Artistic Feeling.

For some reason not easy to account for it has been settled, labeled and put away, as if it was one fact fixed, that the grocery store is the one place in the world where taste as a fine art is not to be looked for and, if found, has little to encourage it. There may be something in the way of convenience, care in respect to appointments and fixtures fairly illustrated in the Muskegon establishment lately described in the Tradesman; but beyond that the grocery and all that belongs to it is a question of use, not beauty, and he who defends that side of the question will find it to go heavily against him in fact as well as in theory.

While admitting that the question is one which the Fine Arts like to discuss and one that has been claimed as wholly their own, the Tradesman insists on entering far enough into that territory to declare that, while a grocery store may be a financial success without attempting to utilize the beautiful in any form, the chances are strongly against it. More than that, there is not a grocery in town or country that does not depend largely on form and outline to attract trade—two elements that beauty depends on most for attaining what is considered its best. Nor is color wanting. Within almost a stone's throw of this office there is a grocery where form and color have been largely depended upon for pleasing effect, and so much has this had to do with drawing trade and retaining it that it may be put down as a generally acknowledged fact in the grocery business, as it has already been acknowledged in art, that taste and not material is the basis upon which success depends.

There is nothing which beauty can handle in form and color lovelier than flowers and if, as has been claimed, material is all that is needed to make a beautiful creation the flower garden and the hot house—or, rather, the blossoms that come from them—will be all that is needed to attract and retain. With that for an admitted fact, we are ready for an illustration, and it can be found right up here on Monroe street. There is a window full of roses, red and white and pink. There are carnations of every hue. There are greens of every degree of daintiness and yet the window as a show window is an utter failure. Instead of being the beautiful picture it might be, with the finest material that an artist ever worked with or could ask for, without the taste that knows how to use this matchless material the blossoms and the window are as neglected as the thimbleweed that insists on keeping the country roadside green. There is the material, but the taste is lacking; and the one without the other offers the most discouraging results which art or industry or business can possibly offer.

On that same street there is a grocery store—and grocery stores, it is insisted, have nothing to do with art. All summer and so far since the fall came in there is a man in there who has been arranging the commonest kinds of vegetables and fruits. There has not been a morning since this coarse, ungainly material began to appear which has not seen first one and then another of the passing crowd stop to admire the beauty which that artist grocery clerk has displayed. There are reds and greens and browns, there are yellows and blues and purples, and clumsy baskets hold them;

but, with an eye to the beauty in homely things, the clerk has been teaching his lessons in color furnished by the vegetables of the kitchen garden, and the sales resulting from his object lessons are a convincing proof that beauty in a grocery store pays.

There was a wonder in July what taste would do in that grocery when the fall fruits came. September has answered the question. A peach has been and always will be a peach, but what added beauty it took to itself the moment it fell into that grocery clerk's hands. How common the grapes are when they lift their plump cheeks to the sunshine of the market. Concord in purple, or delicate Delaware, or dainty Niagara—they are to all intents and purposes only so many grapes; but when the artist places them as his taste suggests there is not a prettier window picture in the city, and when compared with the flowers thrust higglety-pigglety in the florist's window no further proof of the fact is called for that taste and not material is the basis upon which success depends and that this is as much needed in the grocery store as it is in the artist's studio.

Great Scheme of a Heavyweight Hen.
From the Louisville Courier-Journal.

J. W. Buchanan, an attache of the general offices of the Louisville and Nashville Railroad, whose home is at 321 West Market street, Jeffersonville, relates an unusual incident in connection with an old hen's eagerness to raise a family, not caring whether it was a brood of chickens or not.

Several times the hen was supplied with a setting of eggs, but being a hen of extraordinary weight she managed to break the eggs and at last gave up the egg-setting job in disgust after Mr. Buchanan had placed a half dozen door knobs under her henship. Along came a cat with three kittens. The old hen chased the cat away and took charge of the kittens. The real mother sees them only occasionally, when she feeds them, but when the hen comes storming around the fur flies and then the cat leaves.

Big Oregon Onions.
From the Morning Oregonian.

The Oregonian received yesterday by express from Grant's Pass an onion which measures 15 inches around the waist and weighs 2 pounds 3 ounces avoirdupois, and smells to heaven, or near there. By mail arrived a letter which explains that the onion is a sample of the wonderful yield of a patch of one and two-thirds acres grown this season on the farm of A. L. Hazeltine, near Eagle Point, Ore. From this patch 800 sacks—1,200 bushels of onions—were harvested. The person who sends the onion writes that he took it from a sack containing forty-eight, which weighed 100 pounds. He adds that he usually tells the truth, but did not dare to write even the truth about these onions without some evidence to substantiate his statements, and therefore sent the sample by express.

Satisfactorily Explained.

"This," said the drug clerk, "is a most wonderful hair renewer. It's our own preparation."

"Well, give me a bottle," said the bald headed man. "But, say, come to think of it, why don't you use it? You are pretty bald yourself?"

"I can't use it. You see, I'm the 'Before Using' clerk." The 'After Using' clerk is out at lunch. You should see him."

A Very Gentle Hint.

"You will find religion everywhere in nature," said the Rev. Dr. Speakmore. "There are even sermons in stones."

"Yes, and have you noticed," replied the long suffering member of the congregation, "that the most precious stones are small, and that they have to be cut before they become interesting?"

Wm.
Brummeler
& Sons,

Manufacturers and Jobbers of



Tinware, Sheet
Metal Goods and
Hardware specialties
Air Tight Heaters,
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Robin Hood, Little Barrister,
Three Sisters, Old Pards, Etc.

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Splendid
Assortment

We never had a better or a larger assortment of robes and blankets than this season.

There's a chance to get here what many suppose could not be found nearer than New York or Chicago.

Our prices are full of pleasant surprises—they enable you to make a profit and a satisfied customer at the same time.

BROWN & SEHLER
Grand Rapids, Mich.

Good Butter

represents skill in manufacture, but no amount of skill can overcome the influence of impure ingredients.

POOR BUTTER

will surely result from using poor salt. Every grocer who sells

Diamond Crystal Salt

is helping his dairyman customers to overcome a whole lot of difficulties, as well as helping them to produce an article that can be sold and handled at a profit. Now that leading chemists have declared Diamond Crystal to be the purest butter salt in the world, it should be easy for grocers to decide which salt to sell.

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

TWO TYPES OF WOMEN.

Differing Methods of Straightening Out Mistakes.

It was not a serious offense. Worse happen every day in the week. The driver of the delivery wagon had tried to deliver some goods and, not caring to leave them in that neighborhood unless in responsible hands, had done the only safe and so the only sensible thing and had taken them back to the store. As luck, good or bad, would have it, the wagon had hardly turned the corner when the customer came home and, finding out from her neighbor that the goods had come and gone, she started with a very determined step for the grocery to see about it.

The looks of the woman prepared the beholders for what was coming. Short and fat and dirty, she could hardly wait until she had reached the center of the store. Then, placing her hands upon her hips and turning her dirty face, fringed with dishevelled hair, to the "boss" or to the unlucky driver, as each seemed to deserve the particular portion of censure she had reached, the woman "made things hot" for awhile for the objects of her wrath. At first there was an occasional attempt on the driver's part and then on the grocer's to justify the action of the delivery boy; but a woman's tongue, where anger sets it going, if not hung in the middle to make both ends available, can go faster than any two men's, whatever be the mechanical adjustment, and they stood impatiently waiting for exhaustion to bring the full stop which nothing else could. Finally when a crowd, attracted by the high-pitched, angry voice, had gathered and the woman had had her say, the damage was promptly repaired by a hasty trip to the woman's home and peace reigned once more in that corner grocery.

"Have many of 'em like that?"

"Not when she gets fairly at it. You see, she lets her temper run away with her and then she is sorry for it. She'll be in the first thing in the morning and want to make up. She wanted to kiss Judkins the last time and I'm inclined to think a good deal of her violence just now is due to the fact that he wouldn't let her! There is a woman over here on Shank avenue that takes the cake in things of this sort. There is nothing she's ever sorry for, unless it is because she couldn't think of something meaner to say when she had the chance. There wasn't any getting along with her. She drifted off to another grocer and, so far as we are concerned, it was a mighty good riddance. We all have to have 'em in one form or another; and, if one's got to have the heaviest part of his punishment in this world, I feel a little easier about the rest of it when I live through a time like this!"

* * *

Whether things run in streaks, or whether the distemper gets in the atmosphere, it is impossible to say. The day seemed to be Blue Monday or Black Friday all over town. A store over on South Division street was having a good time cleaning up. They have a queer notion over there that dirty windows, full of dead flies, are not appetizing to look at. The floor, of an afternoon, sympathizes strongly with the boy whose mother insists on washing his face whenever it gets dirty, and the clerks fancy they have a good time keeping things straight and free from dust on the shelves. It was a comfort to see two ladies come in and go about the place without taking hold of their

skirts as if there was a chance to get them contaminated if they should touch anything. They bought butter without finding fault with it. They ordered peaches without eating two or three of the biggest ones, and each took home a paper package containing something for supper. The quiet was a pleasing contrast to the stormy scene above recorded and there was a growing thought that here was a grocer whose future, according to his brother grocer's philosophy, would have much to do with the hot end of the poker.

This conclusion was hardly reached when an angry customer, not many years from her young womanhood, from which she had brought abundant proofs of its loveliness, came in with a pair of beautiful black eyes, evidently to "find out the reason why!" With some variations the old offense had been given in this case. She had left the house, but the nearest neighbor had been given the care of receiving the ordered goods; the man had gone with them and had taken them back again; they were wanted for the dinner, which depended on them! She looked what she would not say; but her grievance had been stated and she waited firmly to hear the explanation; or, if it should come to that, the apology. Strange to say, it was the morning's offense due to a mistake of the customer's friend and not to the delivery clerk. He came down from his window-washing and said what he had to say and the woman went away satisfied with the store management, but impressed with the unreliability of neighbors.

The mistake had been the same in both instances, due to the same cause. Womanhood had condoned the offense each in her own way; but one could not help wishing that, if mistakes must happen, to good breeding should be assigned the duty of making the crooked straight, when there are just two ways to do it.

Both Hands Remained Up.

Whatever differences of opinion may exist in regard to other subjects, those who have been held up by highwaymen are unanimous in the statement that no matter how few the holders-up or how many they held up, each and every man said that the robber's weapon was pointed directly and solely at him.

Years ago in California a commercial traveler was on a stage coach that a pair of bandits went through. The fourteen passengers were all made to get out and stand in a row, with their hands high over their heads. One burly ruffian stood guard over them with a double-barreled shotgun while the other engaged in the pleasing task of relieving them of their valuables and spare cash. This particular traveler was nearest the man with the shotgun.

While the ceremonies were in progress his nose began to itch, and instinctively he started to lower one hand to scratch it. "Hands up there!" came the stern order and his hand went automatically back into place. But that itching redoubled and again he essayed the relieving scratch. "Say, what's the matter with you anyhow?" demanded the highwayman. "Are you wishing to become a lead mine?" "My nose itches so I can't stand it any longer," tearfully explained the sufferer. "I simply have got to scratch it." "No, you hain't," ungrammatically corrected the knight of the road, "cause I'll do it for you." And with that he proceeded to scratch the offending nasal organ with the muzzle of his shotgun.

From present indications at Washington the cost of the present census will be \$15,000,000. No previous Federal census of population has been so satisfactory or provoked so little criticism or censure as this one.

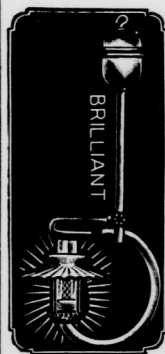
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100 Candle Power

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.

RUB-NO-MORE

Handled by all Jobbers.

Sold by all Retailers.

SUMMIT CITY SOAP WORKS, Fort Wayne, Ind.

Can not
stand still. Must
go forward or
backward.

Uneeda Biscuit

have
gone for-
ward. They're
better now than
ever.

NATIONAL
BISCUIT COMPANY.

Use Tradesman Coupons

Around the State

Movements of Merchants.

Menominee—J. C. Rosenberg will shortly open a tea store here.

Allegan—W. V. Marsh, of Chicago, has opened a confectionery store.

Hillsdale—F. W. Parkhurst has sold his grocery stock to Chas. H. Jennings.

Monroe—P. W. Fishburn will retire from the grocery business on Nov. 1.

Adrian—R. J. Clegg has opened a meat market at 31 North Main street.

Marine City—David Roy Lester has sold his drug stock to F. H. Holmes.

Munith—Schneckenburg Bros. succeed Kutt & Schneckenburg in the hardware business.

Detroit—J. A. Webster, furniture and hardware dealer, has removed to Memphis, Tenn.

Bellaire—Flanigan Bros. succeed Miller Bros. in the dry goods and clothing business.

Elsie—Swan & Courtright have purchased the general merchandise stock of H. W. Tuttle.

Applegate—J. & G. Wagner have sold their hardware and implement stock to N. J. Geoffrey.

Davis—Giddings, Wright & Co. have purchased the general stock of Davis & Switzer.

Berrien Springs—Geo. Kephart has purchased the grocery and crockery stock of I. N. Davis & Co.

Volinia—Huff & Wright is the style of the new firm which has purchased the general stock of Abram Cary.

Lansing—F. Z. Thompson, proprietor of the Central meat market, has removed to 310 Washington avenue, north.

Sanilac Center—E. S. DeCow & Co., hardware dealers, have dissolved partnership, Edward S. DeCow succeeding.

Jackson—C. R. Hawley, of Bay City, has purchased the Mrs. Carrie A. Moore dry goods stock and removed it to that city.

Constantine—Milo P. Merritt has established himself in the general merchandise business in the Union hall block.

Saginaw—Wm. Graham, proprietor of the Graham Imperial pharmacy, has purchased the drug stock of Mrs. Martha Smith.

Owosso—J. Harris, of Detroit, has leased a store building and will engage in the bazaar and confectionery business here.

Union City—John C. Copeland has engaged in the grocery business, having purchased the stock belonging to S. G. Newman.

Wayland—W. A. Truax has purchased the general stock of G. A. Truax and will continue the business in the Grange store building.

Wayland—Geo. Burlington has purchased a half interest in the meat market of Frank A. Burlington. The firm will be known as Burlington & Co.

Lansing—A. M. Donseraux has placed a clothing stock in one side of the Shank grocery building. The business is conducted by P. G. Rogers.

Central Lake—Dwight and James S. Arnold, of Eastport, have purchased the meat market of Nelson Cummings. The style of the firm is Arnold Bros.

Vermontville—Chester M. Ambrose has sold his interest in the clothing stock of Barber & Ambrose to his partner, who will continue the business under the style of Homer G. Barber. Mr. Ambrose has purchased the grocery stock of W. H. Benedict and will continue the business at the old stand.

Kalamazoo—Mitchell Sternfield has purchased the interest of his brother in the bazaar firm of Sternfield Bros. and will continue the business in his own name.

Sault Ste. Marie—The Alf. Richards Clothing Co. will close out its stock of clothing and hereafter conduct an exclusive hat, shoe and men's furnishing goods business.

Jackson—Clarence H. Bennett, for many years at the head of the dry goods house of W. M. Bennett & Son, has opened a dry goods store at 173 West Main street.

Bellevue—N. E. Preston, grocer, has formed a copartnership with A. J. Foster, of Mt. Clemens. The new firm will continue the business under the style of Preston & Foster.

Mendon—Wm. Hawks has purchased the stock of general merchandise of A. R. Dingman, Agent, and will continue the business under the style of the Mendon Mercantile Co.

Manistee—C. J. Anderson, druggist, has purchased the premises recently occupied by J. A. Lindstrom and will open a novelty store, placing his brother, Ilo Anderson, in charge.

Freeport—Geo. J. Nagler has converted his warehouse into a cold storage and will use it to good advantage for his dressed poultry business. He will handle butter and eggs next season.

Detroit—The Merchant Tailors' Misfit Clothing Co. has been organized with a capital stock of \$5,000. The incorporators are L. Cohn, of Sandusky, J. Wertheimer and A. W. Schloss, of Detroit.

Battle Creek—John Stringer, who has been engaged in the meat business for the past two years at this place, has removed to Port Huron and accepted a position in the hardware store of L. B. Brockett.

Charlotte—The A. J. Prindle Co. has opened a branch boot and shoe store at Bellevue. Charles White, a salesman in the store here for several months past, has been given the management of the business.

St. Johns—H. W. Morris has leased the west half of his store building to W. R. Osgood, who will put in a line of furniture and undertaking goods. Mr. Morris will occupy the east store with art goods.

Saginaw—F. W. Roethka, Bertha Roethka, C. L. Roethka, O. T. Roethka and Mrs. E. Grauses have formed a stock company under the style of the William Roethka Floral Co. The capital stock is \$25,000.

Lansing—Lane & Knight, of Tecumseh, have purchased the bazaar stock of W. J. Gonderman, conducted under the style of the New York Racket store. Mr. Gonderman has removed to Flint, where he has another store.

Scotts—Wells N. Adams, dealer in hardware and harnesses, and Richardson Bros., who conduct a general merchandise store, have consolidated their stocks and will continue business under the style of the Richardson Mercantile Co.

Portland—C. F. Powers and O. N. Jenkins have purchased of Herbert Shafer the two-story building occupied by the Wm. Ryan bakery. They own the millinery store on the south and expect in the near future to erect a one-story brick building on the site now occupied by the two buildings.

Manufacturing Matters.

Charlevoix—C. Jones, manufacturer of confectionery, has sold out to Chas. Hyers.

Perry—The Perry Glove & Mitten Co. expects to ship goods to the amount of \$60,000 this year.

Manton—A. Green & Son have sold their saw and planing mill plant to Martin Northrup.

Detroit—The manufacturing concern known as the Cooper Handle Co. has removed its plant to Fenton.

Manton—Phelps & Baker have their new grist mill in operation, having begun the manufacture of flour therein last week.

Detroit—The Wolverine Stove Co. has been organized by W. H. Strong, F. J. Martin and S. O. Van de Mark, with a capital stock of \$20,000.

Manton—Truman Bros. have sold their sawmill machinery here to McGregor & VanRanken, who have removed it to their tract of timber near the Buttermilk River.

Ludington—R. G. Peters has sold his interest in the Butters & Peters Salt & Lumber Co. and the name of the corporation has been changed to the Butters Salt & Lumber Co.

Detroit—The Capital Electric Manufacturing Co. has been incorporated with a capital stock of \$30,000. A. Q. Bresler, T. G. Rakestraw, W. J. Bowen and E. A. Bresler compose the company.

Cass City—A new business enterprise, known as the Cass City Lumber & Coal Co.—with T. J. Anketell, President of the Anketell Lumber Co., of Chicago, at its head—has been established at this place.

Adrian—This city has a new industry, which will be in operation within two weeks. G. B. Kimball & Co. have leased the Libs building on North Main street, are placing machinery and will manufacture cigar boxes of all grades and sizes.

Lawrence—The Lawrence Canning & Packing Co. has been organized with a capital stock of \$8,000 to engage in the manufacture and sale of canned goods. The stockholders are E. S. Rockefeller, H. S. Bunnell, G. W. Crawford and C. Rockwell.

Detroit—A new salt manufacturing and coal enterprise has been established with a capital stock of \$50,000 under the style of the Rogue River Salt Co. Those interested in the business are W. H. Irvine, L. E. Wise, W. E. Moss and F. B. Tibbals, of Detroit, and H. B. Brevoort, of Woodmere.

Vicksburg—The Lotus Creamery Co. is the style of a new enterprise recently established at this place for the manufacture of butter and cheese. Those interested in the company are W. R. Southworth, C. T. Richardson, C. H. Haines, M. Q. Fenstermacher and J. F. Goldsmith. The capital stock is \$1,000.

Pontiac—An incorporated stock company, composed of George Hodges, of this city, and several leading citizens of Detroit, including Geo. Hilsendegen, has established a vehicle factory here. Mr. Hodges was formerly of the firm of Martin Halfpenny & Co., manufacturers of vehicles. He has purchased the machinery of the latter and removed it to the building now occupied by the new company. Halfpenny & Co. will place a new outfit in their Pike street building and continue the business at the old stand.

Lansing—Northrop, Robertson & Carrier, manufacturers of extracts and baking powder and dealers in spices, have leased a building on Washington avenue, north, formerly occupied by Robson Bros., and will remove to that location about Jan. 1. The building is

now undergoing extensive repairs. The first and second floors will be used for offices and warerooms, the third story for laboratory and workrooms and the basement for storage. The annex will be utilized for the spice mills and baking powder manufactory.

Kalamazoo—The Allen Manufacturing Co. has been organized with a capital stock of \$6,000 by Delano Allen, Lynn Allen and A. B. Schied for the purpose of engaging in the manufacture of strawboard, berry boxes and egg carriers for the use of retail grocers in delivering eggs to their customers. Delano Allen has been elected President of the corporation and will place the output of the factory. A. B. Schied will serve the company as Secretary and Treasurer, while Lynn Allen will undertake the management of the manufacturing department.

Saginaw—One of the largest hardwood concerns in the country has just been organized under the name of the Chicot Lumber Co., of which Col. A. T. Bliss, of this city, is President, and A. F. Cook, also of this city, is a stock holder. The company is capitalized at \$300,000 and owns 22,000 acres of land in Chicot county, Ark., on which there is standing on a careful estimate 200,000,000 feet of hardwoods with white oak predominating. A band mill of 50,000 feet daily capacity is being erected and will be located at Blissville, 120 miles southeast of Little Rock on the Iron Mountain Railroad.

Adrian—Some weeks ago Ladd J. Lewis, of Utica, and George H. Lewis, of Warsaw, N. Y., came to Michigan looking for a location for a knitting mill. Their choice finally fell on Adrian and they made a proposition to some of our citizens which was promptly accepted. All required was that a certain sum be raised, to be expended in repairing the building now occupied by the toothpick factory, which the Messrs. Lewis were desirous of purchasing. In return for this bonus they executed a bond for a like amount pledging themselves to employ not less than forty persons ten months in a year for a period of five years.

The Boys Behind the Counter.

Eaton Rapids—James Caffery succeeds Charles Carlton as clerk in the store of the Knapp Grocery Co.

Imlay City—Ray Olin, of Caro, is the new clerk in Holden's drug store.

Lansing—John H. Rose, formerly with Robson Bros.' wholesale grocery, has taken a position with the new grocery firm of Christopher & Loftus.

Alma—A. L. Fisher is clerking in the shoe department at H. J. Vermeulen's department store.

Quincy—Whyland Gregory has taken a position with Pearce & Lyons as salesman.

Calumet—Morris Miller, who has been employed in Jacob Gartner's dry goods establishment for some time past, has resigned his position to take a position with E. Haas & Co.

Eaton Rapids—Fred A. Caldwell, formerly in the employ of a prominent Jackson druggist, has been employed as prescription clerk for J. J. Milbourn.

Hillsdale—Ted Prideaux has been employed as manager of the Hodges drug store, recently purchased by G. Watson Sly, traveling representative for Nelson, Baker & Co., of Detroit.

Sparta—Wm. Powers has taken a position in the meat market of Morris Haas.

Grand Rapids Gossip

The Produce Market.

Apples—Buyers are busy picking up orchard stock at 90c@\$1 per bbl. for fruit alone, but are hampered by the scarcity of help in getting their purchases packed and marketed.

Bananas—Are practically unchanged. Prices are steady, with a slight tendency to advance on some grades.

Beets—\$1 per bbl.

Butter—Creamery is strong and has advanced $\frac{1}{2}$ @1c in the Eastern markets. Local dealers hold fancy makes at 21c, but confidently expect to be compelled to advance to 22c in the near future. Receipts of dairy are heavy, but they run largely to low grades and poor stock. Prices range from 13c for packing stock to 15c for choice and 16c for fancy table grades.

Cabbage—\$1 per bbl.

Carrots—\$1 per bbl.

Cauliflower—\$1@1.25 per doz. heads.

Celery—18c per bunch.

Crab Apples—65@75c per bu.

Cranberries—Cap Cods are arriving freely, commanding \$2.40 per bu., and \$6.75 per bbl.

Eggs—Receipts are light, but the demand is not heavy. Fresh eggs command 16c for case count and 17c for candled.

Egg Plant—\$1 per doz.

Game—Local dealers pay \$1 per doz. for gray squirrels, \$1.20 per doz. for fox squirrels and \$1.20 per doz. for rabbits.

Grapes—New York Concord command 14@15c for 8 lb. basket. The local crop is practically all marketed.

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—Receipts are large, but stock runs mostly to dark grades, due to the wet season. Fancy white fetches 15c, while amber commands 1c less.

Lemons—Are in light demand. Prices are lower on some grades, but fancy grades show a slight advance. The supply at present is rather large for this season of the year and it requires considerable effort to work off stocks. The market for foreign fruit is quiet, the competition of Californias being too strong to permit much activity.

Onions—Red Globe and Yellow Danvers have advanced to 40@45c, while White Globe and Silver Skins fetch 55@60c. Small white stock for pickling purposes is in fair demand at \$2@2.50 per bu. Spanish are held at \$1.50 per crate.

Pears—Fancy Kiefers command 75c@ \$1 per bu. Cold storage Bartletts are in fair demand at \$1.25. Common varieties fetch 75@90c.

Pop Corn—\$1 per bu.

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

Poultry—Local dealers pay as follows for dressed: Spring chickens, 10c; fowls, 8c; spring ducks, 10c—old not wanted at any price; spring geese, 8@10c—old not wanted; spring turkeys, 11@12c; old turkeys, 8@10c. Spring chickens are in active demand. Spring turkeys are not yet in good condition, on account of being peppered with pin feathers, which will disappear after a few days of cold weather.

Sweet Potatoes—\$2.25 for Virginias and \$2.75 for Jerseys.

Quinces—\$1@1.25 per bu., according to size and quality. Fancy, \$1.50.

Squash—2c per lb. for Hubbard.

Turnips—\$1 per bbl.

The Grain Market.

Wheat, owing to the fine weather we have had during the past two weeks, has been depressed, especially as the visible again showed an increase of 1,335,000 bushels, which tended to weaken the market. Tired longs also sold. Prices sagged about 1c, which, although not much, caused very small sales in wheat centers. Foreigners keep taking wheat and flour combined, about 3,500,000 bushels weekly. Just as long

as the visible shows gains, even small, it stops buying on a large scale. The question is asked, How long is this increase going to last? We are of the opinion that it has spent its force and that we will see smaller receipts in both winter and spring wheat in the very near future, so those who hang on may yet get a margin on their holdings.

Corn showed a small decrease of about 1,000,000 bushels, but the depression in the wheat market had its effect on corn, which was $\frac{1}{2}$ c lower.

Oats remained about the same in price as last week. The market lacked snap. Marketing from first hands has been about the usual quantity.

Rye seems to be more enquired for, but at last week's prices. There is no boom in that cereal at present, although the German crop is claimed to be about 4,000,000 bushels short of rye.

The flour trade has improved since last writing at steady prices. In mill feed there is not much to report. The mills are sold up. No large supply is pressing on the market and prices are steady at \$15 for bran and \$16 per ton for middlings.

Receipts were as follows: Wheat, 55 cars; corn, 10 cars; oats, 12 cars; flour, 2 cars; hay, 2 cars.

Millers are paying 73c for wheat.

C. G. A. Voigt.

Hides, Tallow, Pelts and Wool.

The advance in hides has been quite marked during the past two weeks. All stocks and all grades are now at their best. The trade demands are good and the markets generally are active.

Tallow and greases are in fair demand, with fair trade, but with no advance in prices.

Pelts are not plenty and are wanted by pullers, but the asking price is too high. The tendency is to crowd values up, which is not warranted at the present market.

Wool shows up in more enquiries and a looking-around feeling of the market. Prices are firmly held, awaiting election returns, holders being confident that it is coming their way. Small manufacturers buy for immediate wants, which gives more volume to sales. No large sales have been consummated. The offerings abroad were not suited for America's wants and have little effect on fleece values. As the time for wools to move approaches, each side becomes anxious. Holders will receive a loss at the present ruling prices.

Wm. T. Hess.

Mayor Perry may not be an ideal mayor in every respect, but he has done the people of Grand Rapids an inestimable service by exposing one of the most nefarious schemes ever concocted to secure a franchise from this municipality worth millions of dollars. The details of the attempted swindle have been fully described in the daily press and the Tradesman commends its readers to a perusal of the facts, confident that such perusal will confirm the statement that too much caution can not be exercised in granting exclusive or extended franchises for public utilities which are immediately capitalized for several times their value, in consequence of which the people are compelled to pay extra prices for the commodities handled in order that the stockholders may receive dividends on stock which represents nothing but the greed and avarice of the promoters.

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

The Grocery Market.

Sugars—The raw sugar market is unchanged, but has a weaker tendency and a decline of 1-16c is expected soon. Ninety-six test centrifugals are still quoted at $4\frac{3}{4}$ c, with offerings very light. Advices from Puerto Rico are that the weather has been very favorable to the new growing sugar crop all over the Island and beyond all doubt a very large crop may be expected. Calculations are that the total for export will be 105,000 tons. These are declared very conservative figures and the total yield may just as well come up to 10,000 to 15,000 tons more. Trade in refined continues quiet and the jobbers are carrying light stocks of sugar, expecting a further decline.

Canned Goods—The canned goods market during the past week has not developed any marked changes in any line. There has been a steady flow of orders for all the staple lines, but not enough of any particular article to cause any change from its position of last week. The trend of the market is toward lower prices for some lines. There is one thing sure and that is that buyers are not overburdened with stocks and we think there will be heavy buying shortly. Corn is very easy and goods are being offered at some very low prices. String beans are strong, with all grades well cleaned up. Peas are in fair demand at unchanged prices. Offerings, however, are very limited. As previously noted, the apple crop is large and the canned article can be produced at a low price. The quality is better this season than it has been for a long time and a large business is anticipated for both sizes. There is almost nothing doing in peaches now. Prices are unchanged, but have a weaker tendency. Domestic sardines are in slight demand and offerings are scarce. Imported sardines are coming in quite freely and prices are very firm, with a decided tendency to advance. Indications are that the fall pack of salmon on Puget Sound will be very short. According to a letter from a packer, most of the canneries are being run at a loss. The cohoes packed to date, it is stated, are mostly half-pounds, with the exception of a few talls. There is said to be little chance of the fish coming in in any quantity now. The cheaper grades of salmon are still in demand for export.

Dried Fruits—There are further indications of improvement in the dried fruit line and apparently the regular fall consumptive demand is beginning to set in in earnest. Orders are mostly for small lots as yet, but they are much more numerous and the aggregate trade through regular consumptive trade channels is decidedly larger than for some time. The raisin market is unchanged and the demand is small. There is still quite a general expectation of an advance on loose raisins very soon. Prices, it is thought, will soon be made on Pacifics, which, it is expected, will be nearly as good as standards, and at the same time quotations on the present standards will be put up. Reports from the coast are that 75 per cent. of the entire crop is practically safe and that the weather continues favorable. Interest in prunes, which has been at rather a low ebb for some time, has revived considerably and they are meeting with a good demand, especially for 40-50s, which are hard to get in large quantities. Peaches and apricots are in fair demand at unchanged prices. Currants are very firm and offerings are light. According to all available information,

the situation is likely to gain in strength and there appears little likelihood of a decline, which it was thought a short time ago would be probable. Jobbers at the moment are buying only in a small way, evidently feeling their way with the consuming public at the high range of prices. Dates continue very active at full prices and sales amount to considerable quantities. Figs, both old and new, are meeting with a good demand. The quality of the fruit received has been very satisfactory and should tend to make a heavy consumption of this article. The evaporated apple market continues to show strength and with seasonable weather an advance will undoubtedly occur.

Rice—The rice market is firm and unchanged. The demand shows some little improvement during the past week. Stocks throughout the country are much lighter than usual and it is expected with the advent of cold weather business will pick up considerably.

Tea—The tea market continues very dull. Buyers show no disposition to make purchases, apparently having sufficient supplies on hand to meet the requirements of the slow demand. The quality of new crop teas is inferior, compared with last year's.

Molasses—The molasses market is unchanged in price. The demand is improving somewhat and will continue to improve as the weather grows cooler. Offerings are very limited, as stocks are rapidly decreasing. The corn syrup market is weaker and prices have declined $\frac{1}{2}$ c per gallon and 3c per case.

Nuts—There is considerable interest in nuts, particularly filberts, foreign almonds and pecans. The market on Sicily filberts, which has shown a decidedly easier tendency, has reacted and the market is again advancing. Recent advices indicate that the output is not as large as expected and it is possible that the yield may not show even as much as last year, which was a short crop, giving only 55,000 bags, as against an average crop of 70,000 bags. The new goods are being shipped somewhat earlier than usual. Shelled almonds are slightly easier. Brazils are reported $\frac{1}{2}$ c lower. Reports from Smithfield, Va., state that the recent rains have done much damage to the peanut crop and it is estimated that 20 per cent. of the nuts will be left in the ground, being badly rotted by the heavy rains.

Rolled Oats—The rolled oats market is stronger and prices have advanced 10c per barrel, and millers are still three to four weeks oversold and are offering only for shipment after Nov. 15.

Pickles—The pickle market shows considerable strength, with fair demand.

The Kalamazoo Gas Co. has purchased the franchise of the competing gas company in that city, which has suspended operations, thus giving the former corporation exclusive control of the field. As a result of this purchase and the increased confidence in which the institution is held, both at home and abroad, the 5 per cent. bonds of the corporation are now selling at par, at which figure several sales have recently been made in Kalamazoo, where the banks are picking up the bonds for investment purposes. The bonds and stock of the Kalamazoo Gas Co. are well regarded by Grand Rapids banks and capitalists and a large percentage of the issue—\$300,000 of each—is held by local investors.

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Receipts continue light and with a fairly good demand. The best lots are bringing stronger prices. Mixed and imported beans are slow; marrows are going at \$2.15@2.30; medium, \$2@2.15; pea, \$2@2.20 per bushel; white or red kidney, scarce.

Butter—Although sellers are getting rid of all the arrivals of fresh creamery as fast as received and at better prices than quoted last week, there is considerable more business being done in storage and renovated, and buyers are not inclined to pay above 22c for regular best fresh and 22½c for extras. Fancy Junes are working off quickly at 21@22c, and renovated at 18c. Low grades of creamery in light supply and selling at comparatively high prices. Some storage dairy is coming out and selling at 20c. Creamery extra sold to-day at 22½c; firsts, 21@21½c; choice, 20½@21c; fair to good, 18@19c; Junes, 20@22c; dairy extra, 20@21c; choice, 19c; fair to good, 17@18c; poor to common, all kinds, 14@16c.

Cheese—Fairly active demand for cheese around 10c, but offerings of that class light. No common here. Fancy small New York State brings 12c, with choice at 11@11½c and good at 10c per lb. Western about cleaned up, mostly at 10c for good stock.

Eggs—Market decidedly strong on strictly fresh at 20@21c, and good to choice at 18@19c, while storage lots for some reason are freely offered at 17c for finest and 16c for choice. The difference is considered too wide and it is believed an advance on storage will be asked this week.

Dressed Poultry—Active demand all last week, but particularly during the closing days, and higher prices were secured for fancy chickens. A small lot of young turkeys sold at 12@13c. Fancy chickens went at 11@11½c; good to choice, 10½@11c; fair, 10c. Fowl, choice to fancy medium, 10c; fair to good, 9½c. Ducks, young, 10@12c. Weather has been warm the past few days and receivers are advising shippers to continue to use ice in fair quantities.

Live Poultry—Market stronger owing to active demand, everything cleaning up as fast as it arrived, especially small coops of express stock. Young turkeys went at 10@11c; old, 8@9c. Chickens, fancy large, 10@10½c; choice, 9½@10c; small and mixed, 9@9½c. Fowl, fancy, 9@9½c; fair to good, 8½@9c. Ducks, fancy large, 8@9c; small and medium, 6@7c per pair. Geese, large, 8@9c; small and medium, 6@7c each. Pigeons, per pair, 18@20c. Although there has been a decline in meats of all kinds poultry is still cheaper and this market will take a much larger supply of fancy poultry as the season advances. Ducks will sell particularly well, also fancy bright large chickens.

Game—Only a few ducks and not of a desirable variety. Active enquiry for venison, partridge, woodcock, squirrels and rabbits.

Apples—Trade in fall fruit continues very satisfactory and the market is firm for fancy of all varieties within a range of \$2@2.50. Greenings and other winter apples quiet, although quite a little business is being done in selected lots for cold storage around \$1.35@1.50 per bbl.

Crabapples—Fancy selling at \$1.75@2, and fair to good at \$1@1.50 per bbl. Trade quiet.

Quinces—Liberal supply of common to fair, but strictly fine ripe are scarce. The best offerings readily bring \$2@2.25, while others are slow at \$1@1.75 per bbl.

Peaches—Few really good peaches arriving, but all sell readily at what is considered a high price. The best sell at 65@70c, and common to choice from 25@50c per ½ bu. basket.

Pears—Light demand, still the offerings are only a few barrels of desirable Kieffer and Duchess, which bring about

\$1.75@2 when wanted; fair to good, \$1@1.50 per bbl.

Grapes—Market stronger for tray and basket lots. An enormous business was done last week in wine grapes at \$18@20 per ton for black. White grapes quiet at \$28@32 per ton for fancy. Eight pound baskets of black sold at 9½@10½c, and white at 12@15c.

Malaga Grapes—Liberal supply, kegs selling slowly at \$4.50 up to \$6.

Cranberries—Better demand; quality improving. Fancy bushel boxes sold at \$2@2.25.

Oranges—Jamaicas in bbls, \$5@5.50; boxes, \$3.25@3.50.

Lemons—Weak. Large cases, \$3.75@4; Messina boxes, \$2.50@5; California, \$3@3.50.

Potatoes—The farmers' market here cleans up early every day at 30@40c per bushel for fine stock, and the few cars of good to choice received here are easily sold at the same prices. A few commission men managed to squeeze a few cents more from store when the supply was a little short. We believe it would pay well to ship a few cars of either red or white as the receipts are not expected to increase much in the next two weeks.

Sweet Potatoes—Fancy scarce. Heavy supply of field-run, mostly large stock, which is selling slowly at \$1.75@2.

Onions—Trade brisk and receipts only fair. Quality does not improve and fancy, good-keeping yellow would bring more money. Best stock here selling at 48@50c; fair to good, 45@47c.

Cabbage—Liberal supply at \$1.50@2.25 per head, outside price for large.

Celery—Another rush of fancy large, and it is impossible to sell common stuff. Fancy is not bringing above 30c, and fair to choice, 15@25c; common does not pay freight.

Squash—Liberal supply. Hubbard, \$14@15; marrow, \$8@10 per ton.

Horseradish—Firm; \$4.75@5.25 per 100 lbs.

Buckwheat Flour—New offered at \$2.50@2.75.

Chestnuts—Higher; lighter receipts. Sales generally at \$4.50@5.25 per bu. for small to large.

Honey—Scarce; fancy white would sell at 20c; No. 1 offered at 18c; dark all the way from 10@15c per lb.

Straw—Light receipts; firm. Wheat and oat, \$7.50@8.25; rye, \$9@9.50 per ton on track.

Hay—Scarce and firm. Prime, \$15.50@16; No. 1, \$14.75@15; No. 2, \$13@14.

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"Goodness, yes; we'll send them to you yesterday, if you say so."

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COCOAS AND CHOCOLATES



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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."

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

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Established 1780.

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VALLEY CITY MILLING CO.,
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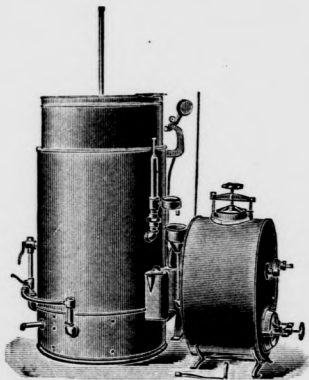
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GREENVILLE, MICH.

Bill Nye's Way of Managing the Shoe Business.

I have received the following letter:
Dear Nye: I am about to start in the boot and shoe business. My friends say I am cut out for it, have genius in that direction. Can you suggest some way to get going and stay going without using the newspapers? An early reply will greatly oblige,
Reginald.

To begin with—stay where you are! Don't move! Allons! "About to start" is better than starting without the aid of the press, Reggie.

I am glad to hear that you have genius—you'll need it, Reggie, to succeed in any direction, unless you are bound "up Salt Creek," without the genial and necessary assistance of printers' ink.

I can suggest a way—I will suggest a way—a road as plain as the nose on your face, Reggie. I take it for granted you have a face, and that the nose ornamenting it is a Roman one, and not a mere road in your physiognomy, a road that has been traveled by more unadulterated failures both in the shoe trade and other branches of business endeavor than that charming country ramble which Shakespeare says "is paved with good intentions." It will bear careful consideration, and is as follows:

The first thing on waking in the morning turn over and go to sleep again; this will rest you and keep you from getting up. No self-respecting shoe dealer should reach his place of business before 10 o'clock in the morning; and it might add to his dignity not to get there until 10 p. m.

When you have opened the store bring in the hose and wet down the stock to make sure it does not leak.

If it's a cold morning, wet down the walk in front of the store, so it'll freeze, and the first man that attempts to go by will fall, like Lucifer, and drive his spinal column up through his brains. This is an efficient way to see if the man who attempted to go by has any. Drag him into the store and send for a doctor. This will draw a crowd, some of whom might need shoes and steal a pair.

While the doctor is pushing the man's spine back to place and sewing up the hole, tell the injured wretch a funny story, and sell him a pair of shoes that won't slip. You might turn the hose on the crowd, at the same time making some facetious remark about the weather. By this time lots of folks will have slipped down on your improvised rink, to their great merriment. This little stroke of business can be dealt by you any time when it is not freezing by spreading a few banana skins on the walk. Folks'll sue you—if they don't kill you outright—and a lawsuit will keep your name before the public.

When the excitement is over, take the best pair of shoes in the store, if you've paid for them, and get a big hammer and a long spike and spike them down to the sidewalk in front of the door. This will attract attention and afford you infinite amusement when anyone tries to carry them off.

When a lady calls, don't jump at "business" the first thing by asking her if she wants to buy a pair of shoes; she always goes to the drug store for them. Ask her how old she is; if her teeth are false and if she lives happily with her husband. Then introduce the subject of shoes carefully but firmly with a slight innuendo, as: "Ah! I see you've got your feet with you!" or "When small feet were given out in Maine you were in Texas!" Try a line

of Ella Wheeler on her; women like poetry:

Laugh and the world laughs with you,
Weep and we all rejoin;
An extra sized shoe is the thing for you
When your foot is a number nine.

When she flounces out, ask her if that's her own hair or a switch. Then, when her husband or big brother comes around, laugh yourself as he jams your measly head through a shoe case. "Laugh and he will laugh with you." This will keep the town talking about you, and is much cheaper than advertising in the papers.

The late P. T. Barnum, when business was dull at the old "Museum, New York," had a man with a very solemn face walk out and lay a brick down in the middle of the street, leave it there, walk back in and through the museum without saying a word or cracking a smile, take up another brick and lay that down by the first, pick up the first and back through the museum again. This he repeated until a crowd had gathered and paid to follow him in to see what he was doing. I wouldn't advise you to do that; they'd call you an imitator. That you don't want. Be original. Buy a load of bricks—have them slyly dumped in the yard back of the store, and, when all the town is trying to sleep after the excitement you have already caused, carry the whole load up on the roof, one brick at a time; thus you can count them and it will perfect you in figures. Next day, about 10 or 11 a. m., get up on the roof and begin to dance and yell "Fire!" This will bring the town to your store. Then holler "April fool!" and throw the bricks as fast as you can on their heads. You can yell "April fool!" on the 10th of October, if you like—it will add to your eccentricity, increase your popularity and perhaps land you in the cooler. Keep everybody talking about you—that's the keynote to success.

If you see a little girl going by with a bundle, take it away from her and cuff her ears so she'll run home crying. When her father is trying a different brand of shoes on your pusillanimous carcass, suggest to him that the shoes you carry will give better satisfaction. If he kicks you into insensibility, pay no more attention to him.

Shut up your store three days each week, leaving a big placard in the window, "Gone Fishing, will be back most any time." Then from behind a broken window pane which you have knocked out back of the shutters, you can enjoy the comments of your fellow townsmen. You might close up altogether, and thus play a joke on the sheriff, who was just going to save you the trouble. Finally, when you are too financially dead to tan and make into a pair of 75-cent brogans, you will have a big monument with

"Adam Failure"
cut into it in the latest ecru pattern.
Yours for health. Bill Nye.

Nothing Personal Intended.

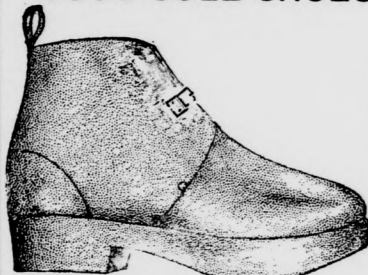
A demure little maid entered a Boston music store not long ago and the clerk politely asked: "What would you like?"

The young girl fixed her blue eyes upon the youth and calmly answered, "Take back the heart that thou gavest."

The clerk stood aghast for a moment, until he suddenly recollected that his fair customer had merely asked for a sheet of music.

This might be called the Golden Age, judging by the great demand for gilt effects in all articles of personal adornment.

WATER PROOF WOOD SOLE SHOES



Price \$1.10 net.

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

A. H. RIEMER CO.,

Patentees and Mfrs., MILWAUKEE, WIS.

American Jewelry Co.,

Manufacturers and Jobbers of

Jewelry and Novelties

45 and 46 Tower Block,
Grand Rapids, Mich.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

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

....Try a Case of Home Made Rubbers....

We are now prepared to furnish the trade any of the following
Rubber Boots and Shoes and made by the

GRAND RAPIDS FELT BOOT CO.

Special Prices and Better Made Goods are inducements we offer.

Men's Duck, Friction and Wool Lined Short, Heavy and Light Weight
Boots, Hip and Sporting Boots. All kinds of Lumbermen's Rubbers,
Men's Light and Heavy Weight Arctics, Self Acting Overs, Wayne
High Vamp Slippers and Alaskas, Felt and Sock Combinations.

Try a sample case of them. Correspondence solicited.

STUDLEY & BARCLAY,

4 Monroe Street,

GRAND RAPIDS, MICH.

BOUR'S COFFEES MAKE BUSINESS



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 24, 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. 17, 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 twentieth day of October, 1900.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

THE DEMANDS OF THE BEST.

The fruit was the best of its kind. It had been handled with care. When it was opened each individual lemon had its paper blanket about it and was as ready for business as it was when it left the home orchard. The dealer, knowing he had a good thing, used it accordingly. He put it where it would have a chance to show exactly what it was—the best. He took care that its surroundings were in harmony with it and so made one article of merchandise help sell the others. There was not a movement which did not tend towards the main idea—the sale of a good article at a good price—and when the customer for whom the lemons were grown and packed and shipped—chance and fore-ordination have nothing in common in commercial lines—looked upon them she knew her own, paid a good price for them and they were delivered that morning. "It is a pleasure to deal in goods like that. It is pleasant to buy them, pleasanter to display them, pleasantest of all to realize the profit on them, and that can always be done if one is willing to take the time and trouble which the best always demands."

This "trouble" business is playing a great, if not the leading, part in the drama of failures on the boards of trade. There is an idea in too many men's minds that somehow business is a concern which, once started, will run itself. These lemons carry out the idea fairly well. They all grew on one tree—it is a tree that encourages only the largest lemons. When the harvesting time came the first man on the ground was sent to gather them. He shook the tree, hustled the fruit into any old basket and hauled it to the packing house. There the formality of wrapping the lemons in paper was hurried through with and off they started on the journey

to the far off temperate zone—the business runs itself and that's all there is to it.

When business of any kind reaches that stage the end may not be in sight, but it is not far off. It is beginning to run itself; and self-running means that the man at the head of it is finding painstaking too troublesome. It does not pay. More money can be made in something else. A gentle decline begins; a rotten speck appears in the lemon of trade, the fruit is not disposed of and pretty soon the alley receives it, with others of its kind. Too much care was needed—at all events, it was not received; indifference and then neglect took charge and failure was the inevitable result.

It may well be questioned if this same condition of things can not be found to exist in the management of the orchard behind the fruit market. When the trees are young and in good bearing condition they seem to know what is expected of them and, with something between a pat and a promise from the producer, in the matter of care, the boughs are laden with the choicest fruit, which, because it is the best, calls for the earliest bidder and is disposed of at the highest price. That is the time that fruit raising pays and the proposition to sell the farm is laughed at. The time comes, however, when there is a falling off. The peaches are not so large and the amount this year is less than it was last. The tree is on the decline, but is ready to go on with its old-time work if care can be given to it. That it does not get. The dead limbs are not disturbed. The soil is left unplowed. Neglect creeps in. It is too much trouble. The peach insists on the care that only the best can exact, and, not receiving it, ceases to be the best. It is too much trouble. Let it go. Fruit raising is getting to be an old story anyway. It is tiresome and does not pay any longer. The highest bidder takes the farm and the price paid shows that the sale is due to the fact that the demands of the best can no longer be met by inefficient management.

Can this kind of business be given as the reason why Michigan is no longer the leading apple center in this country? Are there old apple orchards, with trees full of dead limbs and scraggy branches, where the neglected soil, wasting what little strength is left in the production of briars and golden rod, tells its own unquestioned story of failure due to an unwillingness to give to the best what it has every reason to demand? Has there ever been a time in the history of the Michigan apple industry when its choice fruit was carefully looked after, carefully harvested and as carefully sent to market? Was there ever a time when the Michigan apple—at its best there is nothing better—wrapped in its own paper mantle as the lemons are, confirmed the belief in the buyer that he had bought the best? The question needs no repeating. The time came when "Care killed a cat" became the proverb of the orchard owner. It was too much trouble to pack the fruit as it should be packed. It was too much work to pick it when a shake would bring it down. It took too long to give it the careful handling which it required; and the idea, started and entertained in the State which once was first as the producer of the best apples in the world, led to the condition of things as they exist to-day.

Is there a chance of Michigan's get-

ting back her old pre-eminence? The answer is suggested by a question behind the first: Is the grower ready to work for the best and meet its exacting demands? Is he ready, with the best that is in him and that he has at his command, to go into his orchards and give to his trees what their unkempt branches, like so many scrawny hands, are pitifully begging for? Has he become ashamed of his neglect? Has the constant care the orchards must have to thrive ceased being too much trouble? There is the gist of the whole matter. The soil and the climate have not changed. The Michigan sun is as ready as it ever was to foster the cared-for fruit. The rain and the dew will still drop fatness if bough and branch and cultured ground are ready to receive them. Bring back the old conditions and the old results will follow. The markets of the world will be only too glad to receive their old-time favorites and more than one delighted dealer, as he opens the barrel of fruit that is again a joy to look upon, will be glad to know that the old painstaking care has again returned and that Michigan again assumes her old place as the leading apple producer of the world.

An instance is at hand for illustration: A much-run-down New England farm, whose apple orchards were the principal means of support, was taken in hand by the owner, who had his own ideas about horticulture, although he did not dignify them with that title, and will power enough to carry them out. The spring he moved there and went to work the farm was as worthless a piece of property as a man could have. The orchards received his earliest and greatest attention. Saw and pruning knife were his constant companions. Day in and day out the brush piles grew and when the work was done the trees looked like a modern "hayseed" fresh from the hands of the barber. It took a week for them to find out that they were the same respectable citizens of the orchard that they used to be when they were the pride of the district and the township. Given a chance, they yawned and stretched as vigorous manhood does when he gets up in the morning to go to work. They laughed when the plow stirred the soil about their roots. They shouted and clapped their hands when the farmer came with loads of compost and then, when the warm rains came and gave every thirsting fiber to drink, every tree settled down to the old task with the newness of life and the result that same fall saw was the opening of the old market with the same old customers, who were only too glad to fill barrel and bin with the old favorites they never expected to see again.

The soil is ready, the other conditions of success are ready; it remains only for the man behind them to say whether the scepter thrown down because it was troublesome shall be again picked up and the apple again be enthroned in Michigan and its old crown restored.

Chicago dealers have had their feelings hurt by Sir Thomas Lipton. They sold him pork they did not have, and he is unreasonable enough to ask them to ship it to his London address immediately, as he has an army to feed.

The man who flies into a rage if he has to sit behind a big hat in the theater doesn't mind it in the least if the same thing happens in church.

WHAT EIGHT MEN DID.

The Tradesman delights to encourage home industry. It believes in the gospel of caring sharply for its own doorway. The interest of the close-by is dear to its heart. Whatever is going on within sight of its chimney smoke is of the utmost concern. What is good gets its encouragement and its hearty support. What it condemns soon becomes aware of its disapproval; and first, last and all the time, there is the unshaken belief that prosperity comes to a community and stays there just in proportion as first-class business ability gives its attention to the matter in hand and so gives to the public undertaking the intelligent push which makes the private enterprise a success.

Eight business men of Middleton made up their minds to make that village a good place to live in. They drew up their chairs around the council table, agitated their gray matter in line with the abundant common sense which nature has endowed them with, crystallized the best plan which reading and travel and conference with experts could give them and set to work. What they have done the pen of the very-much-in-earnest Secretary has told the readers of the Tradesman in another column of this week's paper—a three months' record which can not be too heartily commended. There is not the hint of the guidepost in a single sentence. It tells plainly what they did, not what they ought to do or to have done. That is, by no means, all. It is the hard knots in the public woodpile that are always the toughest to split and that knot these sound business men hit squarely in the center at the first blow. A single sentence tells the whole story: "The surveying was done by a member of the Association, every member doing what he could to help"—not standing around with his hands in his pockets and finding fault and making fun; and, later on, "The work of setting, painting, etc., was all done by business men."

Extend the work of those eight business men to a year and multiply that by ten, after "shooing" the imagination out of the council chamber. Will the village all told then number 250 persons or more? Will the improvements at the end of the decade find the principal street only 200 feet long? Will the streets still be fair to look upon and will they be as full then as they are now of boys and girls?—happy the village and the home that has its quiver full of them! Will there be then only the one straight street? The questions are too foolish to answer. In five years the length of the street will double. The school children will have swarmed into a larger and prettier hive and the Sunday morning bells will call double the number of worshippers to church. Gratiot county mud will still be the same old article and will be still the best of its kind; but, robbed of its terrors and kept where it will do the most good, it will settle down into the prosperous grower that it was intended to be and will laugh with its thrifty owners at "the pastures clothed with flocks" and the fields covered with abundant harvests.

It is to be hoped that those eight men will not be weary of well doing and that the remainder of the community, appreciating what is going on for its good, will second heartily and continuously every good move made.

The early bird catches the worm, but the early worm catches the fish.

WHAT TWO MAXIMS TEACH.

There was an old man died the other day who had amassed a fortune of millions. On a certain occasion when he happened to feel like it he repeated to an enterprising reporter a few maxims which he had practiced from his youth up. They are all short, sharp and to the point. By living up to them he made his money; and among them are two which may or may not furnish the secret of his success; but they give a pretty fair idea of the man behind the business and for that reason they are copied: "When I was a boy on my father's farm, I worked hard, utilizing every moment, for there was plenty to do; but if I had any spare time I did chores for the neighbors." "I have never cared a cent what any human being thought or said about me or my action, so long as I was satisfied." In other words the maxims boiled down mean: "Work from morning until night and, as much as you can, from night until morning," and "Never let your self-satisfaction be disturbed by what people think of you."

If that last was the ruling of the life just closed, it will make as little difference as ever what is said of it, now that it is over; but a boy who begins working like that may die a millionaire with the chances all in his favor of finding himself a near neighbor to that other one who called on Lazarus for a drop of water to cool his tongue, with just as much prospect of getting it. Life in its best development does not consist of self denial for the sake of gloating over the amount saved by niggardly living. Hard work and a good deal of it, with prudent management, can not be too heartily commended any more than it ought to be earnestly practiced; but in those days, sixty or seventy-five years ago, "all work and no play made Jack a dull boy" as surely as it does now and, if carried too far, made him just as mean a one. Anybody who has had even a little of the experience which the old homestead abounded in knows what the boy was good for after "utilizing every moment" all day, and a man with a boy like that who would allow him to do the neighbors' chores for little or much proves pretty conclusively that more than one generation of "nearness" was required to gather up that hoard of millions. Consider the breakfasts of fried pork and Johnny cake, the dinners of boiled codfish and potatoes and the mush and skim milk suppers those millions are based upon! And what a glorious and justifiable evening up there will be at the banqueting table of old Croesus' descendants when once the dollars he scrimped himself to save go rolling down hill! Was ever a trout brook in that boy's neighborhood whipped by his fishline? Did snare or trap, set by that boy's hands, ever catch rabbit or partridge or quail? Were the leaves in the chestnut woods ever scuffed by his exultant feet and did their brown nuts or those of the beech and hickory ever contribute to his winter store? No; and how glad they who spend his money for the play and opera will be that they did not! What books they will buy that he could not afford even to read! How they will make up for the gems and the jewels that he never allowed to tempt him; and when the last dollar is gone Justice with level balance will exclaim, "There! That one-sided account is settled at last! So much for that maxim and its teaching!"

It would be a task, neither pleasing nor edifying to trace even for a little way

the development that comes from an indifference to "what any human being thought or said about me or my action so long as I was satisfied." He is not the only one whose life has been thus uninfluenced, and the simplest statement to make in regard to it is that that kind of self-satisfaction has never so far in the history of mankind reared a monument differing in the slightest degree from that one set up and worshipped by the children of Israel in the wilderness of Sinai.

The world has been giving itself, of late, considerable anxiety in regard to the disposition by the millionaire of his money. It should not let its heart be troubled. Even-handed Justice is on the constant lookout and sees to it that the foolish blood which gathered shall receive the curse that comes with the foolish spending. Let the world waste no energy in envying that scattering. It will be all the happier for not sharing the woe that is sure to come with it. The maxims will for the most part be but the idle wind. They may mean much and they may mean nothing; but American manhood to-day has higher ideals of life than the following of these can furnish, the carrying out of which will be the illustrating of the higher teaching that "it is not all of life to live nor all of death to die."

The present artistically colored issue of internal revenue stamps is to be withdrawn, and the new issue will be admittedly ugly. There is reason for the change. For more than a year past the Treasury Department has been defrauded of thousands of dollars by the washing of canceled revenue stamps. Those engaged in the business have secured canceled stamps of all denominations, washed them clean, regummed them and sold them. Now, however, the Treasury chemists have found an olive-gray ink for the stamp itself which will fade away if any attempt shall be made to wash out the cancellation mark. Unfortunately it has proved impossible to blend this fugitive ink with any chemical producing an agreeable color, and beauty has, therefore, been sacrificed to safety. The design of the battleship Maine will be retained.

For workmen the walking delegate is the most expensive man who walks. They have been known to give up their money and situations and homes for him, who can do nothing for them.

There are some drunken men who have no desire to make a home happy. If they did, they would stay away from it.

The young man who saves money he has earned is a prince beside the fellow who spends money he has not earned.

The constitution of the United States is all right. It is what cheap lawyers think of it that provokes discussion.

Emperor William claims to be ruling by divine power, and it is a serious thing to say he makes mistakes.

There are times when a woman does not know what she wants; but that does not prevent her from getting it.

There are lots of political prophets who will take a tumble early in November.

The right kind of a man keeps to the right when walking or driving.

PROPER PUNISHMENT.

One of the problems of civilization is to find a punishment to fit the crime. We want a penalty for wrong doing sufficiently severe to stand as a warning and mild enough to meet the approval of humane sentimentalists, and between the two stools justice generally falls to the ground and gets lost in the shuffle. Putting a tramp, for instance, in prison, where he is better fed, better clothed, better lodged than he ever was before, savors as much of reward as of reprobation, and even when we do the best and the worst in our power, and hang a man for his crime, it is still inadequate to the case, for it can not bring back to the wronged that of which he has robbed them. In minor offenses deciding on a proper punishment is quite as difficult as it is in great ones. Probably the reason why we let so many social highwaymen and garroters go free is because we can't decide on a punishment to fit the crime of those who politely hold us up and rob us of our time and money and choke us to death on their chestnutty old stories. In this dilemma the world is indebted to an Upper Peninsular justice for a happy suggestion: Two women who were professional scolds were brought before him for disturbing the peace of their neighborhood. They had quarreled over a back fence until the boards had fairly sizzled under the warmth of their language, and when they appeared in court they were still having such a hot debate that the justice of the peace could not get a word in edgeways. Thereupon His Honor ordered them locked up together in a small room and told them to give their tongues full swing. For an hour they needed no encouragement, and criminations and recriminations flew back and forth fast and furiously. The end of the second hour found them using milder terms. By the end of the third hour they were weak and in tears, and half an hour later they fell on each other's necks and swore undying friendship. They had had a dose of their own medicine and they were cured. Neither will ever risk a scolding match again. What a pity, it seems, that the idea can not be extended so as to take in all the malefactors of society—the people about whom we have all thought boiling oil thoughts, but whose crimes we haven't known how to punish.

THE PARIS EXPOSITION.

The time is now fast approaching when the Paris Exposition of 1900 will come to a close. It is now generally admitted that it has not been a financial success, the admissions, large as they have been, falling greatly below the estimates. It is regarded as certain that the total admissions will fall much below those of the Chicago Exposition.

The French people have spent vast sums of money in carrying on the Exposition, and in the matter of exhibits there can be no doubt at all that it is entitled to rank with the very finest of the great world fairs of the past. The site has probably lacked something of the picturesqueness of the Chicago fair, and in many of the accompaniments and facilities it has fallen short of the effort of our great Western metropolis; but in exhibits, whether of industry, agriculture or art, the Paris display has been the equal of the best displays of the past, if it has not actually surpassed them.

The failure of the attendance to come up to expectations is probably due to the international political conditions

which have prevailed. Irritation caused in England by the caustic comments of the French press upon the war in South Africa, as well as some ill-mannered caricatures of Queen Victoria, not only induced British manufacturers and tradesmen to refrain from exhibiting at the fair, but greatly curtailed the number of British visitors at the fair itself. This absence of British visitors undoubtedly hurt the general attendance.

On the other hand, there was a marked increase both in the number of exhibitors as well as of visitors from Germany over all expectations. Americans not only exhibited to a very considerable extent, but they also visited the fair in large numbers, a fact which has helped to promote friendly international relations.

The French nation is entitled to every credit for the magnificent scale upon which the Exhibition has been managed. Money has been lavishly expended, and the outside world has been made to feel that the great fair is, in every sense, a national undertaking, in the success of which the national honor is concerned. This patriotic spirit is much to be admired and commended.

Monarchs and princes of the blood are nowadays to be found haunting the antechambers of great financiers and bankers, this being the inverse of what happened in the middle ages when the banker or money lender was compelled to grovel before the throne in mortal terror as to whether its occupant would not cut short the bartering as to the terms of the accommodations by throwing him into jail, by subjecting him to torture, and by confiscating all his worldly possessions. There are two reasons for this altered attitude: The first is that the ruler has no longer any rights to the property of the bankers in his dominions, whose possessions are safeguarded by the laws of the land, and who can, therefore, afford to be very independent. The second cause is that, owing to the appalling increase of cases of dishonesty among the most trusted officers of royal and imperial households, the royal rulers now consider it necessary to transact their own financial business, even to the extent of cashing their letters of credit in person. The king of Greece, the King of Belgium, Prince Ferdinand of Bulgaria, the Crown Prince of Denmark—in fact, all those rulers and regents who do much traveling abroad—now invariably visit the bankers themselves to present their letters of credit when being in a foreign city they find themselves in need of funds. Their letters of credit, too, are always nowadays made out in their own personal name, and to such an extent is this practice carried that the fact that the money deposited at Vienna for the shah's use in the Austrian capital should have reached him from Persia in the form of a letter of credit drawn in favor of one of the dignitaries of his household, instead of in his own name, excited much comment and remark as to the risk of such a proceeding.

There is a cabbage famine in Germany; but the policy of the German government will be to let her subjects die for want of sauerkraut, rather than import American cabbage for preserves.

The man who cheers himself hoarse at a political meeting is the man who shuts his mouth on election day and votes for the candidates of another party.

Shoes and Rubbers

How a Chicago Cobbler Had a Good Time.

In the basement of a dingy frame building in a mean west side street, "Old John" Bodie kept his little cobbler's shop. He had been there hammering wet leather and pegging and stitching and trimming sole edges with his keen, well-worn knife ever since the oldest resident of the neighborhood could remember. Day after day his bowed legs had carried him briskly down the street, from where nobody knew, to the scene of his daily toil, and this with the regularity of clockwork. At 8 o'clock his key was in the door and five minutes later he was sitting on his well-polished stool, his spectacles pushed up on his forehead and his shirt-sleeves rolled up from his yellow hairy forearms attacking the heap of dilapidated boots and shoes that all his industry never seemed able to diminish.

He was a little elderly and wrinkled man with the tan of his leather in his skin, and a beard that seemed always in the same condition of red and gray bristle. He spoke seldom, and then shortly and only in reply to a direct question. Not even with Mr. Tickey, the coal and express man who shared the basement with him and paid the rent, did he ever become confidential. Tickey tried to draw him out, being a sociable soul, with a flow of language, but neither politics nor religion nor the failings of the neighbors could ever elicit more than a grunt from "Old John." So it was all guesswork whether the little cobbler was married or single, democratic, republican or socialist; whether he ever experienced an emotion, a hope or a thought beyond his patching and pegging and the scanty wages that this brought him.

Tickey's idea was that the old man's soul never soared above leather. "It's all he knows an' all he cares about," he said. "Take him away some place where he couldn't never punch a hole in a piece of calfskin an' then draw a waxed end through it an' he'd go crazy an' croak inside of a week. I may be right or I may be wrong, but I've 'ben too long around him not to be able to size him up about right.

"I don't know where he eats morning an' night, but I'd be willing to bet \$5 that it's the same thing year in an' year out, f'r it's always the same thing that he eats for lunch in the shop—a hunk of rye bread an' a piece o' cheese an' a onion an' then a drink out the little bottle he carries down in his coat pocket. No, it ain't whisky, nor nothin' o' that kind. It might be cold tea or coffee, but he never offered me none of it, so I can't tell you. What I say is this: If you took 'Old John' to some hightoned restaurant downtown an' give him a bill o' fare with quail on toast an' fried oysters an' things like that on, an' told him it was all free gratis an' f'r nothin', 'Old John' 'd say to the waiter, 'Bring me some rye bread an' Swiss cheese an' a onion, that's all I want.' I may be right an' I may be wrong, but I'll bet on it.

"An' then," said Tickey, "you can't get him to smoke nothin' but that plug tobacker in that old black wood pipe with the bone stem. Time an' time again, I've offered him good tobacker, but he won't never have none of it. Oncet I gave him a cigar, an' I thought he was goin' to smoke it at first, but he laid it up on the winder sill with his

threads an' wax an' leather parin's, an' it laid there a month, an' got all dried out an' covered with dust, an' I guess it would have be'n there yet if I hadn't reached it down an' smoked it myself one mornin' afore he got there. An' you never see him wearin' anythin' but the same clo'es he's wearin' right now."

"I guess 'Old John's' saltin' down a little bunch o' money somewheres," remarked the man Tickey was talking to.

"I don't know so much about that," said the expressman, doubtfully, and with apparent regret that he was unable to support so enticing a theory. "He may not live high, an' there's always work, but you don't make much profit half-solin' at 50 cents, not if you use good leather, an' the rent's somethin'. He may be puttin' away a little stuff—as like as not he is. My idea is that he'll never know what to do with it anyway. He ain't like you an' me."

* * *

One morning a well-dressed young man, whose shoes were in good repair, but who had, nevertheless, the air of a man who had business to transact, came down into the basement and asked "Old John" if he was Mr. Bodie. "Old John" laid down his hammer, arranged his spectacles for a careful survey of his visitor, and then admitted that he was.

"Mr. John Bodie?"

"That's what I said."

"You came from Glidden, Pennsylvania?"

"Did you want any mendin' done or anything in my line?" asked "Old John," rather surlily.

"I'm not asking you out of curiosity," said the young man. "It's business with me. We're lawyers—there's our card—and if you're John Bodie, brother of Mrs. Helen Mackay, of Glidden, and you can give us some reasonable proof of it, there's about \$2,000 coming to you. You can come up to the office with me now or whenever it's convenient for you. If you come up to-morrow morning at 9 o'clock we can get your business settled. Will that suit you? Very well, then. Good morning."

And the young man went out and left "Old John" staring at the card.

Tickey came from out of his dirty little railed pen and offered warm congratulations. He wanted to see the card, but "Old John" tucked it into his waistcoat pocket and picked up his hammer again.

"Was it your own sister?" asked Tickey.

The cobbler grunted something that might have meant yes or no, but its general meaning was unmistakable. Tickey felt rebuffed, but he persevered.

"You want to keep your eye skinned for them fellers," he cautioned. "It's an old trick, that legercy trick. Don't you let 'em con you into payin' out money for expenses an' legal dokyments. If they've got money of yours they can use that. There ain't no call for you to pay out anythin'."

It was good advice, but the cobbler was not grateful for it, or if he was he concealed his gratitude successfully and drowned all further conversation in a shower of taps on his last. But Tickey, returning to his desk and watching him saw him presently pick up his blacking bottle and with the inky swab carefully stain the soles of a pair of russet shoes. Then, perceiving his mistake, the little cobbler impatiently picked up a knife and pared and scraped the stain off again.

THEY ARE DIFFERENT

"GRANT"



BEACON FALLS
RUBBER SHOE CO.
Pure Gum, Ribbed Overs,
10 inch Chrome Tops.

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 Kangaroo Calf, Cuba Calf, Vici Kid and Chocolate Vici.

Write for Sample Dozens.

BRADLEY & METCALF CO., Milwaukee, Wis.

Rubbers

Advance

5 per cent.

on Nov. 1st

Send us your order immediately so that we may fill same at old prices and discounts with the famous

Goodyear Glove

brand. Also

Hood

and

Old Colony

at extra 5 per cent. discount.

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

"YERMA" CUSHION TURN SHOE

A SHOE FOR DELICATE FEET

The "YERMA" is an exclusive product of our own factory and combining as it does the best materials and workmanship, produces a shoe far excelling the so-called Cushion Shoes now on the market. Our salesmen carry samples. Ask to see them. The process by which this shoe is made makes it possible to use much heavier soles than are ordinarily used in turned shoes and reduces to a minimum the possibility of its ripping. The cushion is made by inserting between the sole and sock lining a soft yielding felt, serving the double purpose of keeping the feet dry and warm as well as making it the most comfortable turned shoe ever made.

F. Mayer Boot & Shoe Co.

Exclusive Manufacturers. Milwaukee, Wis.

Shortly after that Tickey went out to give some directions to the man with the wagon and when he came back "Old John" was gone.

Three days later Tickey, who had been in his glory, holding forth to the crowd of curious neighbors who had come to wonder and speculate and gaze with awe upon the vacant stool, received a letter from the legatee. It ran as follows:

"Friend Tickey I am not goin' to cum back for sum tim so i want you tuk after mi tuls and letther ile pay the rent the same as bifer so now I must cios from yors trueley John Teed Bodie."

That was all they heard of "Old John" for a long time, except for the money order for the rent that came with another short misspelled note. Tickey wondered and talked and raked about in the leather scraps for something that might afford him a clew to the mystery that enveloped the cobbler's disappearance, but in vain. The postmark on the letter showed that "Old John" was still in town, but it is a big town when you want to find something that the police are not interested in. Within the week nearly all the customers had called and taken their shoes away, and the basement began to get very quiet, for the express business was not what it had once been with Tickey.

For, after all, if "Old John" had not talked there had been nothing to prevent Tickey from talking to him, and the dull tapping of the hammer and the steady swish of the drawn thread had been something, to say nothing of the customers. Once a sallow, hollow-chested man with dark brown thumbs and forefingers came down to enquire whether he could not buy out the stock and the lapsing good will of the business, but Tickey had to send him away.

News of the missing man came at last. King Fletcher came down into the basement one morning and said that he had seen "Old John" Bodie coming out of a hotel in Wabash avenue dressed up in a check suit and plug hat, and with a carnation in his buttonhole. He was going to speak to the old man, but he pushed ahead and got into a carriage and drove off "with another swell guy, and, hully gee, you oughter see him!"

King not only said this, but he supported his statement with strong and strange oaths. "D'yer think I wouldn't know them bow legs of his, even if I hadn't seen his face?" he exclaimed. So Tickey believed him.

Dan Coggins saw the cobbler next, and not only saw him but spoke with him. He had asked after Tickey and the shop and said that he might be around after awhile. Dan corroborated the details of the plug hat and the checked suit and carnation, and added to that a gold-headed cane and gold watch, which "Old John" had consulted before he had said that "he must be gittin' along." Then Tickey saw him with his own eyes.

For a moment the expressman distrusted the evidence of those reliable optics, but there was no mistake about it. It was "Old John" himself—"Old John" shaved clean and with a spreading shirt bosom, ornamented with three big gold studs and the ends of a blue and white necktie coyly tucked into it. "Old John" with a large, black, clean-ashed cigar crushed between his teeth and an almost unapproachable dignity of bearing. He was coming out of the "swell restaurant" where Tickey's glowing imagination had once taken

him; but Tickey knew better now than to suppose that he had been dining on rye bread and cheese and onions.

"How are you, John?" said the expressman.

The former cobbler peered at him for a moment and raised his hand to his forehead as if in search of his spectacles. Then he recognized his old companion.

"How are you? How are you, Tickey?" he said graciously. "How's everything, and how's the shop?"

"Everything's all right. How are you makin' it? What are you doin' with yourself anyway?"

"Just taking life easy. Come and take something with me."

He led the way into a gorgeous place, where he regaled the expressman with potent and variegated liquors, the like of which Tickey had never tasted before. The old man drank, but soon relapsed into his old silence and began to respond with his accustomed grunts—until Tickey had told him that he had a good chance to sell the shop. Then "Old John" broke out at him furiously.

"Who told you to sell it?" he shouted. "You've no right to sell it. I never gave you no right. I pay you the rent, don't I?"

"Sure," replied Tickey; "but—"

"There ain't no 'but' about it," said "Old John," angrily. "Don't you dare sell my stuff. You take care of it, that's all you've got to do, and if there is charges I can pay 'em—understand?"

"That's all right," said Tickey, shrinking back. "I ain't goin' to sell, not unless you tell me."

"Then that's all right" said "Old John." "Now, I've got an important 'ngagement and I've got to go, Tickey. It's all right, though."

A month from that time Tickey went down into the basement and found that his key would not turn in the lock. He turned the handle of the door, and it opened, and he entered to find "Old John" sitting on his stool, whetting his knife on the oilstone. For a moment he thought he saw a ghost and he started back with a gasp, for the cobbler's beard was bristling in red and gray and his arms were bare to the elbows and the clothes that he wore, down to the patched shoes, were those that he had worn when the young lawyer had entered the shop before. He dropped his spectacles from his forehead to his nose and looked quizzically at the expressman.

Tickey said the first thing that came into his head.

"Did you have a good time?" he asked.

"Old John" groped in the scraps and pulled out an old shoe and regarded it thoughtfully. Then he looked up at Tickey and said: "I had a — of a good time."

Prevents Grease From Dripping.
From the Philadelphia Record.

There is scarcely a household where the candle has been entirely banished, as it is still called into service for the exploration of the dark recesses of cellars, outside kitchens and similar dark corners. One of its great disadvantages is that unless very carefully handled the melted paraffine or tallow is apt to drip on the clothes, carpets, floors, etc.

To prevent this a candle holder has been devised in which the opening for the reception of the candle is supported on the gimbal principle, so that the candle is always maintained in an upright position, no matter at what angle the candlestick is held. The weight that is attached to the holder to secure this result has been neatly fashioned into a match receptacle, making a very convenient and complete outfit.



Write for prices and terms to

A. H. KRUM & CO., Detroit, Mich.

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.

Rindge, Kalmbach, Logie & Co.,

*Manufacturers and
Jobbers of*

Boots and Shoes

Grand Rapids, Michigan.

Agents Boston Rubber Shoe Co.

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.

Clothing

Importance of Children's Clothing Department to the Dealer.

The retail clothing dealer who has been in business for twenty, or even ten years, does not need to be reminded that in that time the clothing trade has witnessed surprising and even revolutionizing changes in methods of making and selling goods, as well as in styles, lines and materials employed for male apparel. New lines of business have been developed, and under the pressure of competition such changes have been made, and are even now making, that it requires all the dealer's time and thought, if he is a progressive man, to keep up with the changes in his business. If he loses step for a year he loses what he may never be able to regain, try as hard as he may, and changes are constantly being made that, unless he informs himself of them in time, will make him a back number in his business.

Within the last fifteen years practically, a department of the business in male apparel has been developed that is of vital importance to the dealer in clothing, but of whose importance the dealer is still largely unaware. We refer to the ready-made trade in children's, boys' and youths' clothing. The possibilities of this business for the retail clothing dealer have not been properly appreciated and there is such a lack of knowledge of the proper method of handling these stocks that the business has largely been allowed to slip into the hands of department stores, with the result that a large part of the men's trade that formerly went to the clothing man is now going to the department store.

A leading buyer in one of the most important department stores in New York recently said: "Our department of children's clothing is of value to us if for no other reason than that it brings trade to our men's clothing department. If a woman is successful in fitting out her children in our children's department, she reasons that our store is the place for her husband to buy his clothing, and sooner or later he is almost sure to come here to see whether his wife is right. The clothing department in department stores owes its success largely to our having been able to get the trade of the men through the children's department."

Of the substantial truth of this fact there can be no question, but what is the clothing man going to do about it? The objections to the carrying of a department of children's clothing in connection with a line of men's clothing are very apparent. It takes as much, and very often more, time to sell a boy's suit on which there is a profit of two dollars than to sell a man's suit on which there is a profit of five dollars, and much more patience and care are required for the successful handling of children's trade than for the handling of men's trade. Men's clothiers object to carrying more lines than are required for men's trade, and are doubtful about their ability to successfully handle a line of goods that is largely, if not entirely, bought by women. They question their ability to attract women, they are timid and reluctant about a line of goods that strictly falls outside of the beaten lines of the trade, and from their ignorance of its peculiar demands, and their inadequate appreciation of the development that the trade in clothing for

males under the age of nineteen has undergone, they are allowing the department store to monopolize this trade exclusively, or handling it in such an inadequate manner that they are gaining little advantage from it for themselves.

The trade in boys' clothing is likewise underestimated. It is regarded by many men as a line that is carried for the sake of necessity rather than profit, and if parents desire to have their children from seven to nineteen years of age fitted out in well-fitting stylish garments, it is necessary for them in the great majority of communities to go to the merchant tailor and have the garments made to order, because the clothing dealer is not able to supply goods for boys proportionately as stylish, well-made and desirable as he supplies his men's trade with.

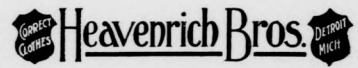
The clothing dealer will do well to remember that far more attention is today paid to style and quality in children's goods than was ever paid before. The number of people who buy their children's garments ready-made is far greater, even in small places, than was the case even five years ago, and the natural result is that people in buying their children's garments now pay great attention to style and quality. This means in the long run that they are ready to pay higher prices for children's garments and that an opening has been made for the sale of a finer, better made, better fitting and more stylish line of goods for lads and youths than could formerly be sold. The clothing merchant in many cases has remained oblivious to this fact. He has been content to buy only what he absolutely had to. He has not tried to anticipate the wants of his trade, even when they have been made clearly apparent, and he has remained steadfastly convinced that he could do little with fine lines of boys' and youths' goods. Consequently here is a field that is largely undeveloped.

As a matter of fact, many clothing dealers are not in a position, either because of insufficient capital or because of insufficient intelligence, to handle these lines of goods to advantage. They are practically deficient in the ability to develop a new department of their business, or they are so inherently conservative by nature that they can not step outside of the beaten track without loss to themselves. They lack the dash and nerve to make an effort to keep the trade that is going before their eyes to more enterprising merchants. But as many dealers are obliged to handle these lines of goods by circumstances not of their own choosing, it is a matter of importance to study how they can do so to advantage. It is well for them to consider the reasons why they should be ambitious to hold all the male trade of a family. Every mother and father wishes her or his boy to be as manly as possible, and nearly every boy takes his father as a model. It is a great satisfaction to a boy to know that he wears clothing "just like father wears," and naturally things bought where father buys his things come nearer to satisfying the young lad's pride than if they were bought in that preserve for females—the department store. There is not a boy who would not prefer to buy his clothing at the store his father patronizes—if he can get what he wants there. And there is not a mother who would not for the same reason be willing to patronize the clothier if the price and material are right. A boy always remembers where he bought his first pair of trousers. It is an event in

his life and he usually has a kindly memory ever after for that particular store. So has his mother. Naturally this has an important influence upon their future trade. To say nothing of the convenience of purchasing all the male apparel of the family at one place, most people prefer to continue trading at the same place as their children advance in years, and, other things being equal, they will do this if they can do it with profit to themselves. This is a point to be considered by the retailer as he weighs the advantages and disadvantages of a children's department. He should look at the matter as the department store man does. He may not make much money on his children's goods, he may be obliged to give a disproportionate amount of care and attention to his children's goods, but by having a well conducted children's department he is winning trade that, as the years pass by, is going to be his best and most reliable youths' and men's trade.—Apparel Gazette.

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.



Bryan Show Cases

Always please. Write for handsome new catalogue.

Bryan Show Case Works,
Bryan, Ohio.



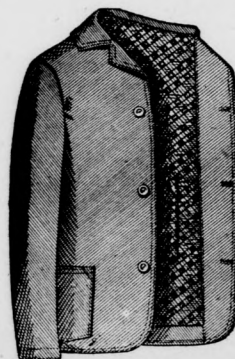
Praise for the President

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

President Suspenders (Improved)

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

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



Voorhees Mfg. Co.

LANSING, MICH.

We manufacture a full line of

**Jackets, Overalls
and Brownie Overalls**

We make a specialty of mail order business and shall be pleased to send you samples and prices. We sell the trade direct and give you the benefit of the salesman's salary and expenses.

Dry Goods

The Dry Goods Market.

Staple Cottons—In the bleached goods end there has been a considerable better business reported, and the recent advances are obtained without a question. Buyers seem to feel that even at the latest quotations bleached cottons are on a very moderate basis. Wide sheetings show an upward tendency; several advances have been already made. As a matter of fact, however, for present delivery there is nothing to be found. Brown sheetings and drills have been in fair request, although they show no particular change from our last report. Prices remain absolutely firm. Fine brown sheetings are steady, and coarse colored cottons, while showing no open changes at the present writing, are in some cases reported to have been quietly advanced.

Linings—Cotton linings have shown a very slight improvement during this week, particularly in the staple lines, where jobbers have been producing somewhat more freely. Kid finished cambrics are apparently wanted, but buyers are not willing to pay the market price for leading lines. The clothing trades have not increased their purchases to any extent, but twills, serges, Italians and other cotton linings show an upward tendency, influenced by the market for raw material.

Underwear—Agents report that they have practically completed all their spring business, although a few orders are still being booked. The spring season seems to have been an exceedingly satisfactory one, in spite of the fact that cheap grades of balbriggans have seen perhaps the largest business; still the amount of goods ordered of fine ribbed and other lines has been in excess of past seasons, so there is nothing to actually complain about.

Hosiery—Both the importers and domestic manufacturers have reported a business in hosiery that is ahead of anything they have ever seen, both in men's and women's lines, and they fear that a heavy shortage will be the result before spring. In fact, a number of lines are entirely out of the market already. Importers are hurrying forward their goods from the other side as fast as possible, but that does very little good. Prices have been advanced in keeping with the market for raw cotton, but no more than that. Present prices are hardly more on many lines than enough to clear the manufacturer.

Carpets—Business is still dull in carpets, particularly so in the wholesale trade, where little or no activity is apparent. Some manufacturers' agents are still receiving a fair number of small duplicate orders, which, taken all together, make a good showing. The cut order jobbers report as much business as last year, but a great deal more work is required to accomplish it. In the retail trade business is beginning to improve, and as the warm weather was very much against this trade, thereby holding back house-cleaning, it is expected that a very noticeable and welcome change for the better will be experienced when cooler weather comes. It is also just between seasons in carpets, and this adds to the dullness.

Rugs—In the retail trade rugs of all kinds are doing very well, particularly in the larger sizes, but in wholesale, as with carpets, rugs are rather quiet, although some manufacturers' agents report encouraging duplicate orders.

Prices of carpets for the new season will be withheld until after the election, when the samples will be shown.

Lace Curtains—Medium grades of Nottingham curtains have been receiving some attention of late, as well as the fish net varieties, but they are not very active. New lines have not yet been shown, but it is understood that there will be a large variety of new and attractive designs to please the trade. The manufacturers are anticipating a good fall season. Five years ago the market called for ecru colors to the amount of one-half of the production. To-day the proportion is 20 per cent. ecru as against 80 per cent. white. From the standpoint of capacity to-day, Philadelphia leads in the production of lace curtains three-fourths as against one-fourth for the balance. Four weeks ago manufacturers expected a slump in prices until within two weeks, when the outlook became more favorable, and instead of a cut, manufacturers are now confident of prices being higher for domestic lace curtains. In chenille curtains agents who handle this line direct for the manufacturers report that a very fair amount of business was done in chenille curtains this past season.

The Revival of Brown.

One of the most interesting features in the fall color scheme is the marked revival of brown. While at the opening of the season brown was considered a moderately promising tone, even the most sanguine supporters of brown colorings could hardly have anticipated so marked a revival of these tones.

In all woolen dress goods, from heavy tailor suitings to fine reps and crepe cloths, in the various fashionable silk weaves, in satin, velvet and panne, tones of brown are leading sellers.

While green is developing the favor that was expected of it in the early season, and is proving a good second in the race, brown is the present leader with high class trade. The dress goods department, the silk department and the millinery department find ready sale for all choice effects in brown tones.

The combination of fur with cloth and velvet on wraps, gowns and millinery is adding to the vogue of brown. So many of the most popular furs come in the brown tones that it is difficult to get away from this color scheme in a season when furs are to be so pronouncedly popular as they are at the present time.

The color card shown at the opening of the fall season was woefully in lack of novelty brown tones, but since the development of so much favor for brown, manufacturers of high novelties have set about producing new and desirable tones of this order.

The present fashionable list includes a long range of tones shading from the most delicate tint with only a suggestion of brown in the make-up to the deep, dark, earthy tones. The tendency is to get away from the ordinary browns such as tobacco and nut tones and go into the browns that hold suggestions of other colors. While the new browns are not exactly what may be termed fluorescent they partake of that effect.

Some very new light tones of brown are the champagne tones, so delicate that they seem at first to be a faint pink, yet having just the shadow of brown to make them decidedly new.

There are other browns which have the violet cast and a full range of the bronze browns, which reflect a surface suggesting green. Two very new shades

of brown go by the names "peat" and "mould." Both of these names are accurately descriptive. There is a long range of reddish brown tones, one series of which are purely mahogany, and another the wine browns. These are both much favored and are equally fashionable.

The revival of brown probably owes a good deal of impetus to the present craze for gold. There are no other color tones which take so kindly to gold trimmings. Combinations of brown with gold are less glaring than with any other color, not excepting even black. The light tones of brown, as mode, fawn and the champagne tints, are much beautified by gold trimmings. The touch of gold enlivens and greatly enhances the beauty of these colorings. Thus one is the complement of the other. The craze for gold finds its corollary in brown shadings for dress goods and millinery materials.—Dry Goods Reporter.

One of Them Might.

A certain doctor, when only a beginner in practice, had occasion to attend a trial as a witness. The opposing counsel in cross examining the young doctor made several sarcastic remarks, doubting the ability of so young a man to understand the profession.

"Do you know the symptoms of concussion of the brain?"

"I do," replied the doctor.

"Well," continued the attorney, "suppose my learned friend, Mr. Baging, and myself were to bang our heads together, should we get concussion of the brain?"

"Your learned friend, Mr. Baging, might," was the reply.

When the Omaha trading stamp concern closed its doors it failed to redeem over 500 books.

READY TO WEAR

TRIMMED FELTS

In all the new shapes for Ladies and Misses.

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

Write for samples and prices.

Corl, Knott & Co.

Jobbers of Millinery
Grand Rapids, Michigan

Michigan Fire and Marine Insurance Co.

Organized 1881.
Detroit, Michigan.

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

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Floor Rugs

In Moquet, Brussels and Smyrna They come in 3 sizes and retail at from \$1.50 to \$5.00. Full line of Linoleum, Oil-cloth, Matting and Stove Rug patterns. All at our usual low prices.

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.

The Meat Market

Purchased Sausages and Shoes at the Same Time.

One evening as Mr. Drinkwater was on his way home, he stopped at the shoe store where he dealt and obtained a pair of shoes which he had left to be half-soled. The dealer made them up into a nice square package, and with them in his hand Mr. Drinkwater proceeded on his way until he came to another store where they sold German sausages. For a man with no German blood in his veins he is very fond of frankfurters, and he bought three pounds, which the dealer made up into a nice square package. Shortly afterwards he met two friends, with whom he joined in conversation, and before long one of them made a suggestion which was favorably received by the others. Mr. Drinkwater was not a man who would quickly desert his friends, and his friends thought too much of him to desert him on short notice, so they clung together with extended continuity and Mr. Drinkwater clung to his packages. Parting with his friends after the friendship of each for the others had been frequently, fully and freely expressed, all of which took time, for to pretend to be glad to meet a friend and then leave him in a hurry looks like insincerity, and as neither he nor his friends showed any symptoms, it was somewhere near 12 o'clock when he of the water-drinking name reached his dwelling with his two packages in his hand. Out of respect for the frankfurters he let himself in by the basement door, and going to the refrigerator raised the lid and laid one of the packages on the ice. As the family had retired, he went quietly to his room and, opening the door of his clothes closet, placed the other on a shelf to lie there until he felt a desire to put on the newly soled shoes. His wife, who was awakened by his entrance, sleepily asked what time it was, and he answered by a guess with a margin in his favor, and to ward off any conflicting guessing on her part he mentioned the sausages and asked to have some of them for his breakfast. In a few minutes he was in bed and asleep.

The next morning, while the girl, who was not over ripe, was getting breakfast, Mrs. Drinkwater spoke down to her through the tube telling her there were frankfurters in the refrigerator for breakfast.

"How will I cook them, ma'm? Sure I never had to dale with their likes before."

"Put them in a saucepan in boiling water and don't let them cook more than five minutes."

"Will I skin them, I don't know?"

"No, no. Put them in just as they are."

Recollecting a late and lively experience with crabs which had been put in boiling water just as they were, Maggie determined to take no chances, and tearing open one end of the package dumped the contents into the pan and quickly clapped on the cover.

"Where are the frankfurters, Maggie?" said Mr. Drinkwater, as he and his wife sat down to the breakfast table.

"In the dish foruinst ye, sir."

"You need not have put them in a covered dish; but never mind. Now, Mrs. D., let me help you. I bought these where they keep the best, and you will like them, I'll swear. What the de—" he cried, as he uncovered the

dish and gave a glance at its contents. "Maggie, what's this? What have you done?"

"Sure, I did only as I was bid. It's bewildered entirely I am with the cooking in this country. If ye don't like the broth ye needn't ate it. Sure, I wouldn't throw it out after the missis bidding me not be wasteful."

"But she never bid you boil my shoes. Don't you know a pair of shoes when you see them?"

"Sure, I thought frankfritters was the Frinch for brogans, and were'n't they in the ice box with the other ateables? If ye don't like it I'll lave when me month's up, and I after doing me best to plaze ye."

"That will do, Maggie. You can retire to the kitchen," said Mrs. Drinkwater in a kindly tone, and as the girl closed the door she turned to her husband with a severe expression and asked, "Now, what does this mean, lonly? I want you to explain."

He did not answer, but rising hastily rushed upstairs and the next minute came down two steps at a time with the other package in his hand. He quickly tore it open, and as the surface of the sausages was exposed to view he dropped into his chair and roared with laughter.

"It means, my dear, the two packages almost exactly alike outwardly were interchanged. But we will have them for breakfast yet." And he carried them to the kitchen, where he said to Maggie, as he slipped a bill into her hand, "You need not say anything about this to the girl next door."

When he returned to the dining room his wife said solemnly, "lonly Drinkwater, the next time you have occasion to carry shoes and sausages at the same time, I trust you will remember your name."

Honesty in Duty.

Let a man model his career upon a basis of absolute, undeviating honesty and he will not have to seek long for a place of trust. Let him always be in a position to shake hands with himself, for self-respect is as good as the respect of others. The men who to-day control great business enterprises are looking for those in whom they may place limitless confidence. The world stands ready to wait hand and foot upon those who have proved themselves beyond the seduction of any tempter. Diogenes looking for an honest man has not yet ceased his searching, for although there are many men who are honest in matters of money, there are many more who lack honesty in matters affecting the perfect performance of duty. There is a dishonesty which does not stoop to steal, but which pretends to a faithful service while actually shirking work waiting to be done. That is the commoner transgression of commercial ethics, and one to be avoided by the man who seeks to mould himself for higher things.

Robert C. Ogden.

Potted Head and Brawn Seasonings.

No. 8.
2 lbs. pepper.
1½ ozs. cayenne.
1 oz. cloves.
¾ lbs. salt.

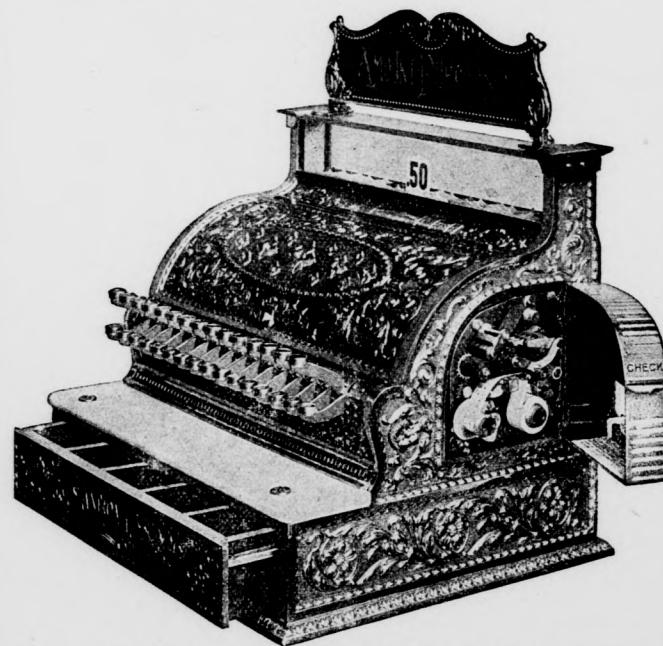
No. 9.
3 lbs. pepper.
6 ozs. ginger.
2½ ozs. cinnamon.
7 lbs. salt.

No. 10.
6 lbs. pepper.
6 ozs. nutmeg.
3 ozs. cloves.
¾ lbs. cayenne.
11 ozs. ginger.
15 lbs. salt.

National Cash Registers

Always Reliable

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



Key Total-Adder with Detail-Printing Attachment
(Showing Printing Mechanism)

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.

If preferred, the amount of each transaction may be printed on a paper check instead of on the strip.

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.

Our Great Guaranty.

We guarantee to furnish a better cash register and for less money than any other concern in the world.

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.,

Dayton, Ohio

Grand Rapids Office, 180 East Fulton St.

Citizens Phone 1772.

COON CAME DOWN.

How a Clerk Added to His Income.

John Carter was filled with a big idea. John was a bright young fellow, who had recently married and gone to live in the town of Mapleville, where he had secured employment as a clerk in a factory office. Since his marriage, however, John had learned that "two can live as cheaply as one" was all right as an aphorism, but was false when one came to try it, and had spent much thought on ways and means whereby to piece out his modest salary.

Mapleville was a modest little town, possessing a water power, around which a group of factories clustered, and was the market town of a prosperous farming district. It boasted of a weekly paper, the Mapleville News, and its main street was lined with stores which did a good business with the farmers and the factory population. The News, like many other country papers, was run in a conservative manner, and changed little in appearance from week to week, especially in its advertising columns, where many of the town's prominent store-keepers were conspicuous through their absence.

John's big idea was this: Why shouldn't he turn his spare time to profitable account by writing advertisements for the Mapleville tradesmen? People in the city made big money at the business, and he could write the advertisements all right if he could induce the merchants to hire him.

He took his idea to the editor of the News, who received him affably, but gasped when he unfolded his plan.

"You don't know our merchants, young man," he said; "it is all I can do to get some of them to pay for keep-

ing their business cards at starvation rates, and there is not a man in town who would pay for a fresh advertisement every week, let alone paying some one to write it."

John, with his plan, which seemed so feasible a moment before, a trifle dashed, started to turn away.

"I tell you what you can do," volunteered the editor. "Try some of the store-keepers who are not advertising in the News, and I'll give you a good commission on the business you get, and give those weekly changes good 'set-ups.'" And he smiled ironically, as one who foresaw the outcome of the attempt.

A visit or two to the larger stores seemed to justify the editor's pessimistic views, but John, who, as has been told before, was a bright young fellow, was not discouraged, and tried a plan which he had in his mind which seemed promising.

Going to the grocery where he traded, he interviewed the proprietor.

"Advertise in the News?" said that person. "Huh! I had my business card in with the rest of 'em for a year, and it didn't bring me one penny; no, sir, not one penny. It's just throwing money away."

"I have an improved style of advertising that will pay you, Mr. Scales," replied the young fellow, dashing into a carefully prepared exposition of the advantage of a "fresh-ad-every-week-I-write-it-and-put-it-in-the-News-for-a-dollar plan."

Mr. Scales listened grimly.

"Sorry, Mr. Carter," he said, "but I don't see much advantage in your way over the old way. I'm pretty well known around here without ad—"

"I'll take my pay in trade," said

John, "and work hard to produce results that you will see."

"No," said the grocer, "dollars are too scarce—"

"Make out your account, Mr. Scales," smiled the young man. "I think by taking Seed & Co. as a cash customer I may possibly interest them in my proposition."

Competition in Mapleville, as elsewhere, was brisk, and John Carter was a good customer. His prospective loss caused the grocer to change his mind.

"Hold on," he said, hastily. "While I don't put much faith in your notions, I'll try the scheme for a few weeks, rather than have you go away mad."

Hurrah! John had a customer for his side line. By similar gentle pressure, he interested Mr. Horns, the butcher; Mr. Waite, the coal man, his barber, and several other people with whom he dealt, who grumblingly agreed to exchange goods or services for advertising on the weekly-change plan.

The writing of the first advertisement for each was a serious undertaking, and the midnight oil burned; but the newsy little advertisements, with a dainty border thrown in by the editor, looked well and read well when they made their appearance in the News of the following Saturday, and the advertisers were well chaffed over them—showing that, at least, they had been read. As luck would have it, some business followed the very first advertisements, for a family moving in from the city, on reading them, hunted up the stores, as a matter of course, and became customers, saying, "I saw your advertisement in the News," which helped John mightily with his clients.

Still his trade in advertisement writing was limited to those with whom he

was able to "take it out in trade," and John, as the facility for writing grew, sighed for clients on a cash basis, and laid a trap to catch them.

For spot cash, he bought a block of space in the News for a few weeks, very cheaply, and by coaxing and arguing, induced his advertisers to take increased space and advertise a series of "specials" on the market day of each week, when the country people were in town. John spent his best efforts to make the advertisements extra attractive, and awaited the outcome with anxiety.

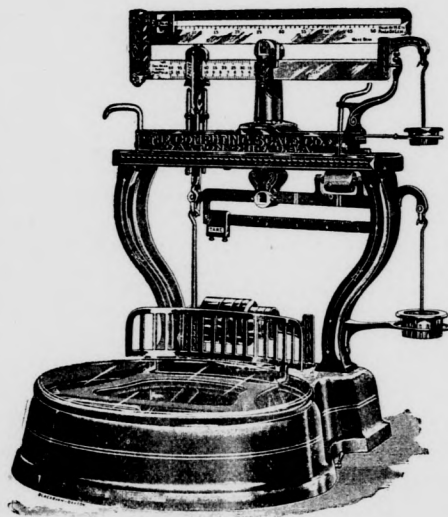
The first "special" day came, and the business that was done in the commodities which each advertiser had elected a "drive" on surprised them; and many people who ordinarily traded elsewhere traded that day with the "special" folks for all their needs.

The other tradesmen were furious at the defection of their customers, and hung out big signs and cut rates, but without perceptibly changing the state of affairs.

A second and third "special" day followed, with ever increasing results, and then the coon came down. John found in his mail notes inviting him to call with terms, etc., from many of the paper's business card advertisers, who now wanted advertising on the weekly-change plan.

John's side line was established. At no greater expense than a few hours' work weekly and the wear and tear on the grey matter of his brain, he enjoyed a pretty addition to his income, and the problem of "two living as cheaply as one" was solved.—Advertising World.

Do not rest satisfied in the belief that you control the trade and that it is sure to remain with you without effort.



His Majesty

In Courtly Splendor
Does the King Appear

We have named this handsome production the "MAJESTIC," for it is the finest scale ever put upon the market in this or any other country. We ask you to investigate the above statement by sending us a postal card for particulars.

Sold on easy monthly payments.

The Computing Scale Co.

Dayton, Ohio

Hardware

The Implement Maker.

Napoleon once said that every square yard of land reduced from a state of nature to a state of cultivation broadened the foundation of civil liberty just that much. This sound, economic truth can be paraphrased by saying that with the manufacture of every additional implement there is added to the superstructure of our world-wide reaching civilization a stone that lifts it that much higher into the sunlight. In earlier days the tool was the symbol of industry and progress, but the tool has now lost its identity in the mighty machine that moves its thousand arms to toil for man. But the implement remains; it is welded and used by the individual and it is his companion and agent.

The implement of to-day, in its magnificent and watchlike niceties of construction, is the measure of man's progress from the infancy of racehood to the present. A great thinker once said: "Show me a people's songs and I will show you their progress in wisdom." Better might he have said: "Show me with what aids the people tempt the fruitful soil to yield of its abundance and I will show you what has been their progress from barbarism to refinement."

The agricultural implement maker stands close to the heart of humanity. He appeals to the individual, to the desire to advance, to the spirit of industry, to hope and ambition. He is the genius of civilization, the pioneer of true and abiding progress, and the arbiter in the great make-up of destiny for good in the onward march of all peoples to our ultimate aim and end.

Industrial Enlightenment.

The probable effect of American industrial energy on foreign peoples can not be easily surmised, because of the essential differences, racial and mental. When future philosophers come to write of the grand upheaval which occurred in the Nineteenth Century in the intellectual, moral and physical condition of the people of the United States, they will write of it as the greatest sociological fact of the ages. We can not estimate the energy, power and magnitude of the mighty agencies under which the United States has advanced within a little over a century from a wilderness to a garden.

The true significance of that mighty force, which has surprised the world at large, as well as ourselves, is that it is to penetrate the outside world and work wondrous transformations there, not necessarily of a political character, much less of a religious nature. This greatest crusade of intelligence, industry and enlightenment on the part of Europe and America will penetrate all lands, and change the conditions of the peoples through industry, creating discontent with poverty, and stimulating a desire to know more of life and its latent energies. The spirit of unrest, which was born in the Nineteenth Century, will be a mighty crusade in the Twentieth.

It is well to keep in mind that in the past five fiscal years the farmers of the United States have raised and exported \$3,500,000,000 worth of agricultural products, figures which demonstrate the value of our export trade.

The Wonderful Progress in Rakes.

One of the most interesting features of the agricultural implement business

is the evolution of the rake, from a stick with a crooked end to the present masterful stroke of mechanical genius, that almost talks as it glides through its work. One of the foremost mechanical experts in agricultural machinery, when recently asked what is the next step of progress in the rake, said, "To sell a rake to every farmer that needs one."

It would appear that skill, ingenuity and expertness had exhausted themselves in perfecting this highly useful implement. European agriculturists have always admired the American rake for its extreme lightness and the thoroughness with which it does its work. The struggle among rake manufacturers would make quite an interesting history. The present masterpieces represent a thirty-years' struggle of skill against skill, of gradual evolution, of refinement upon refinement, until the rake of the past few years appeared, ready for every condition of crop and able to meet every exigency that presented itself. Its instant changes, its automatic action, its adaptability to rough land, its various combinations, all converge in a degree of perfection which leaves nothing to be desired. But to-day there are scores of eagle eyes and brains watching the rakes of this and other countries as they perform their work, to detect some latent defect and to anticipate some little improvement. We agree with the mechanical expert, for the thing to do is to sell rakes, and the farmer who uses an old rake in preference to one of the newest may not be doing the best thing for his interest in the end.

Ruskin's First Lesson.

Mr. Ruskin, who wrote so many famous books, said that the first lesson he learned was to be obedient.

"One evening," he says, "when I was yet in my nurse's arms, I wanted to touch the tea urn, which was boiling merrily. It was an early taste for bronzes, I suppose, and I was resolute about it. My mother bade me keep my fingers back; I insisted on putting them forward. My nurse would have taken me away from the urn, but my mother said, 'Let him touch it, nurse.'"

"So I touched it, and that was my first lesson in the meaning of the word liberty. It was the first piece of liberty I got and the last which for some time I asked for."

Better Agriculture.

One of the impulses now at work in agricultural interests is more scientific farming. This tendency was originated and since stimulated by the high development of implement making. Splendid implements demand scientific farming, and the progress made in this direction, especially in the Northwest, is truly encouraging. The awakening on this subject is also due in a measure to our agricultural colleges, but the greatest impulse is yet to come—is now in sight. The turning point is due to the enormous growth of our export trade, and to the narrowing down of the available limit of fertile territory. The next ten years will develop more scientific farming than the past fifty.

World's Coming Financial Center.

From the St. Louis Globe-Democrat.

It is well known throughout the world that the United States is the one great nation which, in these days, has a big surplus of ready cash beyond its own needs, large as those are, and that although the needs here keep on growing, the surplus is increasing at a still faster rate. The rapid approach of the day when New York, and not London or any other point in Europe, will be the acknowledged financial center of the nations is one of the most impressive facts in the social history of the world at this age.

Japanese Diplomacy.

It was at the time of the Paris exhibition in 1867. A Japanese embassy went to Paris to treat for three free ports in France, in return for which France was to have three in Japan. The negotiations proved short and amiable.

"Make your choice," said Japan, "we will choose afterward."

The Minister of Foreign Affairs selected Yokohama, Yeddo and Hang-Yang.

The embassy made no objection; they simply smiled and went on their way.

Some time afterward Japan sent word that the three ports mentioned were agreed to, and in return Japan desired Havre, Marseilles and Southampton.

This last name gave the French officials fits. They never laughed so much before, and certainly never since. Southampton a French port! Oh, it was too good. Gently, but unmistakably, they explained the situation.

"Why, Southampton is in England," they replied.

"We know that," came the cool response, "but then Hang-Yang is in Corea."

Whereupon the French officials collapsed.

Metals Not Insoluble in Water.

A Russian chemist has found that copper is dissolved by an alkaline solution of gelatin, the copper going into the solution as colloidal copper. The old rule that the metals are insoluble in water is being widely disproved, solutions of metallic gold, mercury and silver, and now of copper, having been prepared quite recently. In all these the metals are in a very fine condition, but are true metallic solutions.

A Masterpiece of Mendacity.

"That Chinese student says he enjoys the life of George Washington more than any other biographic work."

"Yes. He just remarked to me that he regarded the story about a man's not being able to tell a lie as a masterpiece of mendacity."

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

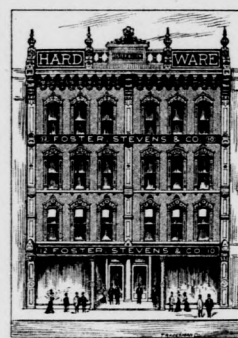
Finely ground and of superior quality.

For lowest prices address

Alabastine Company,

Plaster Sales Department

Grand Rapids, Mich.



Sporting Goods, Ammunition; Stoves, Window Glass, Bar Iron, Shelf Hardware, 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.

NO ONE ESCAPES.

Every Merchant Is Pestered With Similar Proposals.

Written for the Tradesman.

One could see at glance that the man believed himself to be a very "smooth" article, and that his mind was in a perpetual state of self-congratulation. He opened a small leather handbag, closely packed with printed blanks and cards, all neatly sorted and ticketed, and sat himself down at the clothing merchant's desk. It was easy to see that the merchant was in for a siege.

"I represent the Independent Order of the Whole Thing," he said, watching the merchant's face for some expression of approval, "and I am about to organize a branch of the order in this city."

The merchant glanced up from the statement he was drawing and dipped his pen into the inkstand again.

"What can I do for you?" he asked, shortly.

"We've got the best society on earth," said the man, "and want to interest you in it. If you go in as a charter member it won't cost you a cent."

"I don't think—"

But the representative of the Independent Order of the Whole Thing did not give him a chance to complete the sentence.

"In towns where we are fully organized," he said, "we run things. The political parties hold no caucuses there. We fix up the local tickets in our lodge rooms. If a man wants to be mayor he has to be a Whole Thing. See? If a dealer wants to succeed in business, he has to be one of us. We control the city council, and if a man wants to have his street graded and paved he becomes a Whole Thing and the work begins. In our society you see the only anti-trust organization on the face of the earth. We make and unmake congressmen and governors. What might your age be?"

The agent had a blank out and was rapidly filling out the dotted lines, having crowded the merchant half out of his seat at the table in order to make room for himself.

"I am twenty-one years of age and upwards," replied the merchant, shortly. "Why do you call your society the Whole Thing?"

"Because it is the Whole Thing in any town we get into," was the reply. "You go down here to Fighting Creek and see if we haven't got the town. We've got the biggest membership and the biggest lodge room and more men in office and more gold braid on our band uniforms and more merchants living in steam-heated houses—oh, I can't tell you all we've got."

"I'm a member of thirty-nine societies now," said the merchant, "and each society was to make my shop a ten-story department store as soon as I got all the degrees."

"But they all draw trade?"

"Yes," was the reply. "They all draw trade. I can't tell you now exactly how much some of them draw, for I haven't time to look over my bad accounts."

"But the Whole Things regard it as dishonorable to owe a brother," said the agent. "And, then, suppose you are taken sick? They care for you, sir. They sit up nights with you and hand in dainties and take you out into the country when you get better and lay flowers on your grave if you die and give your family enough to live on in comfort and see that your children are educated. Of course, you want the insurance degree? You can take five

thousand if you pass the examination. Shall I make it that amount?"

"Oh, they sit up nights with me, do they?" demanded the merchant. "Do they fill up with the wine lunch provided and go to sleep on the floor? And leave the screen doors open and fill the house with bugs? And mix the medicines so that the doctor has to come and tell whether to give a brown powder at midnight or a hot foot-bath? And do they come down to the store the next day and get a suit of clothes on credit, so you will be certain to remember them? We've got numerous societies of that sort here now. Of course, we've got good societies, too, with ladies and gentlemen for members, but we have the other kind, too. I don't see that there is any room for you here."

"We'll make room, sir. We'll make room. We have men of capital and influence interested. And why shouldn't they be interested? Suppose you get into trouble financially? You've got some paper in the bank that you can't meet? Why, the cashier is a Whole Thing, and there you are. Suppose you meet with an accident of conviviality, as the great and good Webster used to say, and become confused and tangled up on the way home? Up comes the wagon! But the policeman is a Whole Thing, and there you are again. No handcuffs, no police judge, no name in the papers."

"In this town," said the merchant, sadly, "the bank cashier and the police force are the whole thing now."

"I see. I see. Good joke. How much insurance shall I put you down for?"

"I've got twenty-six life insurance policies now," replied the merchant. "Whenever a secret society agent or a life insurance solicitor has nothing else to do, he comes in here and catches me. If I had all the trade those fellows have promised, I'd have a thirty-story edifice here, with an elevator running a mile a minute and a conservatory on every floor. Well, you see, I haven't got it. I get up in the morning and come down here and build the fire because I can't afford a boy. The man who owns this building belongs to nineteen secret societies that I do, and calls me brother, but he comes in here the first of every month and smokes my cigars and talks politics until I raise his money for him. I stay out nights now, attending lodges, until the neighbors begin to cast pitying glances at my wife and wonder how she ever came to cast her lot with a drunkard."

"I've got the leading men of the town already," insisted the agent, "and want your name to close the list. I came here the first thing, but you wasn't in that day. Our receptions here this winter will be the swell events of the year. If you want to have your wife and children in the social swim, you must become one of us. How much insurance will you take?"

"Oh, you're in the fashion way, too, are you?" demanded the merchant. "You go around and get women in the notion of going to swell receptions and having front seats at the theater and wearing better clothes than any one else and having a coachman and giving afternoon teas and heading charity lists, do you? Well, I can't stand for it. My wife can't go without me, and I can't go because I'm not dressed properly. I have but two suits in the world and one is a lawsuit. I have worn most of the clothes in stock until they won't sell

and I'm thinking of going into the second-hand clothing business."

The agent gathered up his blanks and made for the door.

"I presume," he said, icily, "that you wouldn't care to have me repeat what you say about the condition of your goods?"

"Of course I should," was the reply. "I'd rather you'd say I was bankrupt than to say that I was dodgasted fool enough to join another secret society. If a man is poor he may get rich, but if he is a confounded fool he'll never recover. Good day, sir."

The Independent Order of the Whole Thing has not yet secured a foothold in that city. Alfred B. Tozer.

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			
	3/4 in.	5-16 in.	3/4 in.
Com.	7 c.	6 c.	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 Sinks	65		
Elbows			
Com. 4 piece, 6 in., per doz.	net 65		
Corrugated, per doz.	1 25		
Adjustable	40&10		
Expansive Bits			
Clark's small, \$18; large, \$26	40		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
Files—New List			
New American	70&10		
Nicholson's	70		
Heller's Horse Rasps	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28			
List 12 13 14 15 16	17		
Discount, 70			
Gauges			
Stanley Rule and Level Co.'s	60&10		
Glass			
Single Strength, by box	dis 85&20		
Double Strength, by box	dis 85&20		
By the Light	dis 85&		
Hammers			
Maydole & Co.'s, new list	dis 33 1/2		
Yerkes & Plumb's	dis 40&10		
Mason's Solid Cast Steel	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3	dis 60&10		
Hollow Ware			
Pots	50&10		
Kettles	50&10		
Spiders	50&10		
Horse Nails			
Au Sable	dis 40&10		
Putnam	dis 5		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japanned Tinware	20&10		
Iron			
Bar Iron	2 25 c rates		
Light Band	3 c rates		
Knobs—New List			
Door, mineral, jap. trimmings	75		
Door, porcelain, jap. trimmings	85		
Lanterns			
Regular 0 Tubular, Doz.	5 00		
Warren, Galvanized Fount.	6 00		
Levels			
Stanley Rule and Level Co.'s	dis 70		
Mattocks			
Adze Eye	dis \$17 00		
Metals—Zinc			
600 pound casks	7 1/4		
Per pound	8		

Miscellaneous	
Bird Cages	40
Pumps, Cistern	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	15
Casing 10 advance	25
Casing 8 advance	35
Casing 6 advance	25
Finish 10 advance	35
Finish 8 advance	45
Finish 6 advance	85
Barrel 1/2 advance	
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, 1/4 inch and larger	8
Manilla	12
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	25 00
Sheet Iron	
com. smooth	com.
Nos. 10 to 14	\$3 20
Nos. 15 to 17	3 20
Nos. 18 to 21	3 30
Nos. 22 to 24	3 60
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	
1/20 3/4	21
The prices of the many other quantities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	65
Tin—Melyn Grade	
10x14 IC, Charcoal	\$ 8 50
14x20 IC, Charcoal	8 50
20x14 IX, Charcoal	9 75
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal	7 00
14x20 IC, Charcoal	7 00
10x14 IX, Charcoal	8 50
14x20 IX, Charcoal	8 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	10
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Community, Hawley & Norton's	65&10
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 20
Barbed Fence, Painted	2 90
Wire Goods	
Bright	80
Screw Eyes	80
Hooks	80
Gate Hooks and Eyes	80
Wrenches	
Baxter's Adjustable, Nickleled	30
Coe's Genuine	30
Coe's Patent Agricultural, Wrought	70&10

Village Improvement

What Is the Rock Bottom Reason For It All?

When the man in his unwashed blouse and forgotten finger nails asked, as if it were a hard question to answer, what all this talk and this writing about Village Improvement amounted to anyway, it was evident that the rock-bottom question must have a rock-bottom answer. They are both of the earth, earthy, and both must appeal strongly to the senses to be listened to and understood. When, then, the Socratic method of answering one question by asking another was resorted to and the man was asked, "What is the use of eating a good fat dinner?" with an introductory, "Now, you are shouting!" came the expressive reply, "Because it's blank good!" With no attempt to show the incongruity of the forceful adjective and its antagonistic word a little questioning brought out the facts that it tastes good; it makes a fellow feel as if life was worth living; it gives him something "nice" to think of while he is eating and a long time after he gets through; it makes him strong in the legs and, while it lasts, makes a better man of him anyway. "There is some sense in that. It's practical. It'll wash. Make your society the Village Improvement Dinner Society and I'll join!"

It is a good, straightforward answer, given heartily and without reserve and, while confined to a single sense and the one generally looked upon as the most sordid, it has the virtue of meeting squarely every condition and that, too, from the man's own practical standpoint. Test it with sound. From the world of harmony prepare a banquet according to this man's taste, for he is to be the guest. Its chords and discords will please him. Again he feels as if life is worth the living. All the next day and for days afterwards he whistles and sings snatches of the melody that has pleased him. His step is lighter for the music and "while it lasts"—he never wholly forgets it—he is "a better man" for it. Surely there is sense in that. It is practical—so thought his mother as she crooned above his cradle—and beyond that test there is no need to go.

Look at it as we may, the Improvement Society is dealing with the same facts in regard to sight. Its object is to furnish a feast on a larger scale than the dining room can give. Nature furnishes the viands and the Society spreads the table and the guest comes and partakes and calls it good—with or without the forceful adjective! Does the meal meet the other requirements? The man's blouse may be dirtier than it is and more of the soil in which he works may cling to his hands, but the morning's red and the evening's yellow will always please him. He may make fun of spring poetry—a wholesome sign—but a sprig of arbutus stays between his lips all day. He cares nothing for your summer landscapes; but he stands by the pasture bars after the cows have passed until twilight hides the picture made by the spring and the overhanging leaves after the sun went down. He does not gush when the maple leaves turn red; but he never hurries by a certain bend in the road where the brook spreads into a pool and, stealing under the rickety bridge, skirts the cornfield "when the frost is on the pumpkin and the corn is in the shock." Complain of

winter's dreariness and, like a man whose friend has been abused, he will refute with winter pictures and pleasures every ungrounded complaint. An appreciation of beauty is there, the Society knows it and appeals to it and its work is done.

The eye does what the ear and the tongue did; but life is more than meat and the eye, knowing this, looks out for it and sees that it has beautiful surroundings. It cares for the streets, smoothing the road and planting the walks with trees. The picture is completed with well kept lawn and cared for church and school house and when the work is done and looked at, the "feller" feels as if life was worth the living. He has something to think of when busy with other things; he tires less easily; and show me the man who has in his mind all day a beautiful thought and when the day is over that man will be found a better one. Like seeks like no more surely than it begets it and the children of the good have always the strong features of their parentage. There is sense here and it is practical and the doubting Thomas will find it eminently so if he cares to become a Society member.

Fun is often made of the newly rich for buying so many pictures. "A man no sooner makes his pile than he breaks out into a picture gallery. 'It is due to the inborn craving after ownership of the beautiful, with the hope that a portion at least of the purchased loveliness may become a part of himself. Shut up with these he hopes soon to put off the rough. With them to look upon he must be better. No man can think of the bad while his eyes are feasting upon a half unfolded rose, and the Easter lily would lose its favor as the flower of Christendom if it failed to teach its sacred lesson. It is the lesson of beauty, of purity, of goodness, which beautiful surroundings are intended to teach and the landscape is the best of teachers. It is better than the art gallery for it is always changing. Spring comes and every morning a new picture appears on the canvas. July may catch upon her camera the same view but the picture is not the same. October is pleased but repaints it and when winter removes the leaves and covers everything with snow, the seasons have done their best and humanity has been bettered by it at little cost.

This is the idea from beginning to end. It has taken a long time for the world to believe it, especially the common, every day, working world. Beauty has been kept too long as an ornament. For years she has been shut up in the parlor with the haircloth furniture and the family album, while the sitting room and the kitchen and the dooryard, front and back, have been growing coarse and ugly from neglect. Genius, weary of working with nothing, has finally rebelled. He has pulled up the parlor curtains and let in the light. He has opened the door and out into the back yard he has invited the long imprisoned goddess and together they have been working to brighten up things. They have just one object in view: to give beauty a chance to earn her own living; and it is the intention of this department to show in a series of papers that she has not only done that but has increased the happiness of those about her—her long acknowledged mission—far more than she did and could when she was set up on a pedestal and worshipped at a respectful distance,

New Sleeping Bag for German Troops. From the Philadelphia Record.

A German manufacturer has just taken out a patent for a new sleeping device in the form of a bag. In order to avoid the inhalation of cold and humid air and the entrance of rain, and insects, and, on the other hand, to get sufficient warm air to enable the occupant of the bag to breathe freely, the headpiece of the bag has been provided with a number of small air tubes, covered on the outside with a kind of mosquito netting. It is said that a number of these bags have been shipped to China, to be tried by the German troops.

Forgot Himself.

Employer—You say that your habits are all correct?

Applicant—Yes, sir.

Employer, (after a moment's pause)—Do you drink?

Applicant (absent-mindedly)—Thanks! Don't care if I do.

Geo. S. Smith

99 N. Ionia St.

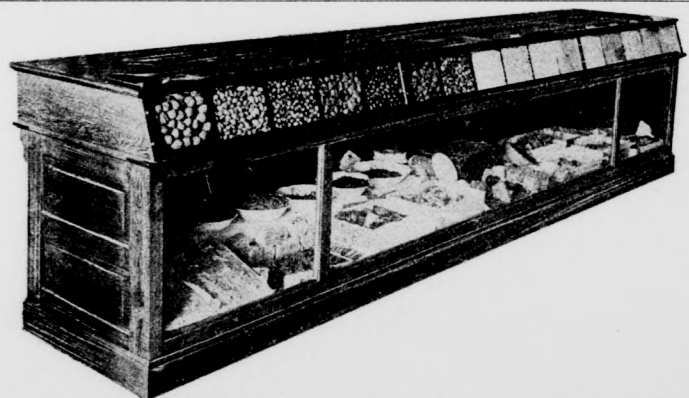
Phone 1214

Grand Rapids, Mich.

MAKER OF

Store and Office Fixtures

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



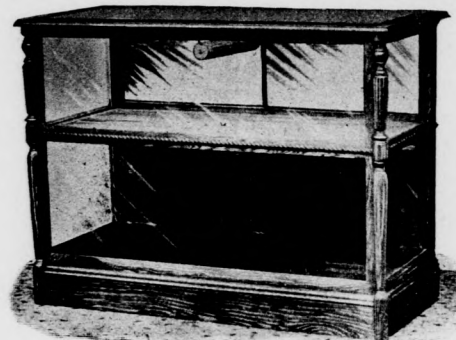
The above cut represents our grocery display counter. These counters should be seen to be appreciated. We build them in three different ways, all having a similarity in design.

No. 1, like above cut, is fitted with plate glass, has 16 display fronts, and a paper rack the entire length, below that sliding doors. Quarter sawed oak top 1 1/4 inches thick. The projectiles both front and back are so arranged that the feet never mar the wood work. It is handsomely finished built in 10 and 12 foot lengths. With parties contemplating remodeling their stores we solicit correspondence as we will make special prices for complete outfits of store furniture.

McGRAFT LUMBER CO., Muskegon, Mich.

GRAND RAPIDS FIXTURES CO.

Cigar Case. One of our leaders.



Shipped knocked down. First class freight.

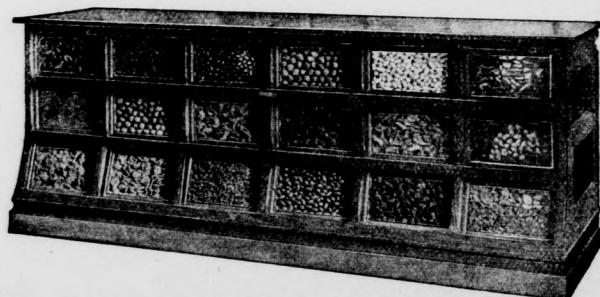
No. 52.

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

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

What you need is the Ideal Grocer's Counter

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.

Window Dressing

Unique Ideas Regarding the Display of Furnishing Goods.

Handkerchiefs make a very useful accessory for a glove trim. The floor of the window can be occupied by small "T" stands on which colored bordered handkerchiefs are displayed as a background for single pairs or bunches of gloves. The handkerchiefs are simply folded cornerwise and hung on the stands with butterfly ties or gloves dropped over them, or they are folded in curves which display the borders gracefully with gloves depending from the ends of the stand or hanging over the center of the handkerchief. A half circle of crepe tissue paper can be attached to the front of the stand and the gloves draped over; such an accessory would be very useful to relieve the bareness of a plain glove display.

Another unit for a clothing window is made as follows: A low box is laid on the floor and a steamer rug or handsome lounging robe spread over it. Back of it is placed a coat stand with an overcoat hung on it with the skirts spread out on the rug. On one side of the center is placed a vest coiled up and on the other end a pair of trousers laid flat. In the center a short coat stand is placed with the coat of the suit depending from it. A silk hat and a pair of gloves can also be introduced if desired. They are placed at either side of the smaller coat stand.

Rings cut from stiff cardboard can be used in this manner in a neckwear trim: The ring is run on the window bars and a flowing end scarf is drawn through it. The ends of the scarf are again drawn through another ring of paper in such a way that they stand out on each side with a graceful stiffness and so that the band forms a graceful circle. This same arrangement can also be used on T-shaped stands.

Still another figure can be made as follows: Three pieces of stiff wire are arranged fan-shaped and so attached to the bars. The lower ends are bent into a ring shape. Through these rings the broad ends of scarfs are drawn and the bands are twisted about the stem of the wires until the small ends can be drawn over the bar and secured.

Where rings are used it is a good idea to take the tie at the middle of the band and draw it through the ring from the back so that the ends flare out on either side. Through the loop thus formed a collar can be drawn.

Nothing makes a richer display than fine neckwear silk in the piece. If neckwear silk is draped over low standards in the window and a single collar displayed on the top of the pile with a tie made up from the silk, a very pretty and elegant effect can be obtained.

Bolts of shirtings can be utilized for neat and appropriate drapery by drawing out several pieces and bringing them forward in loose folds on the floor. Over these folds small ties can be loosely tossed.

A neat background for a clothing window can be made with white cheese-cloth, which is draped over the back and sides in plain folds. Yellow ribbon is then used to cut the side wall into regular divisions, in each one of which a coat, vest or pair of trousers is hung. At the crossing points of the bands of ribbon chrysanthemums are attached to the wall.

The floor of a window may be covered with T-shaped stands with goods dis-

played after this manner: The head of a cane rests on one end and the cane projects to the right. An umbrella similarly placed extends to the left. Two pairs of gloves hang from each end of the stand and a bunch of gloves is fastened upright on it.

What One Improvement Association Accomplished in Three Months.

Middleton, Oct. 18—Middleton is a village of 250 population and not incorporated. On July 18, 1900, eight business men at a meeting formed the Middleton Improvement Association. At their first meeting among the many committees appointed was a street committee of two.

The principal street of Middleton is 200 feet long; that is, the business portion. There are eighteen lots, 22 feet front, counting each side of the street, which are owned by thirteen persons, eight of these belonging to the Association. We decided to pave the gutters, gravel the streets and put in uniform hitching posts. Any one who is acquainted with Gratiot county mud can imagine what the streets were in wet weather. We had no idea how we wanted it, nor how much it would cost, and we did not know whether we could get anything out of the owners not belonging to the Association.

The committee visited several towns and brought in their reports. From these reports and from trying where a wagon and team would stand, we decided to have the grade 8 inches fall to 200 feet; the gutters to be 12 feet from sidewalk and an 8 inch fall; the wing to be 3 feet wide and 3 inches above gutter stone. The surveying and setting the grade stakes was done by a member of the Association who had had some little experience in that line, every member doing what he could to help. The heaviest part of the work of grading was donated by the Pathmaster of the district and the Highway Commissioner of the township, probably three days' work, amounting to \$7.50 a day, there being two teams and drivers and two extra men. The remainder was done by shovels handled by the several business men. We hired two pavers at \$1.75 a day and board. We used, on an average, 5 inches of sand to lay the stone in a cord and one-third of stone to a lot. We hired teams to draw the sand and stone at \$2.50 a day. They hauled in a day three loads of stone, averaging one-fourth cord to a load or four loads of sand, about a yard to a load.

The Secretary collected of the owners \$15 for each lot. Some wished to furnish stone and sand, which we accepted, paying them for the same. The paving of the gutters cost us \$250, which would have amounted to \$300 had we counted the cost of labor donated. The time taken for grading and paving was two weeks.

About the middle of September we set a day for a gravel bee. We sent out invitations to farmers, giving them a big dinner if they would draw gravel. It was not a success. Only two teams responded. The farmers were too busy. So on October 12 we advertised another bee. It was a success in every way and we obtained a nice lot of gravel.

The hitching posts we obtained were oak 4x6, 7 feet long, and cost us \$18 per M. We ordered fifty and set them uniformly each side of the street, three feet in the ground. We painted them black and capped them with sheet iron. The work of setting, painting, etc., was all done by business men.

One great work we have done for the town is to unite the business men. They are working together for the mutual benefit of the town.

We have offered inducements to factories and taken other steps to improve existing business conditions.

Next year we expect to set out 500 shade trees, thereby beautifying the town.

L. H. Moss, Sec'y.

The city of Baltimore has resolved to dispense with gas entirely and use electricity unless the gas companies reduce the rate for gas from that now charged—\$1.10 per 1,000 feet,

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.)

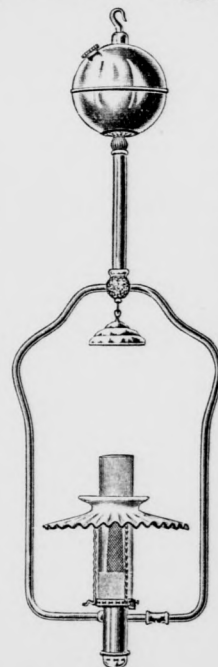
OLD RELIABLE **B.L.** CIGAR
ALWAYS BEST.

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.

Woman's World

Crimes Committed By the Careless Who Never Think.

A great many of us—and we are not hard-hearted people either—read with delight, the other day, of a Pennsylvania judge who had the courage to sentence a man to eight years in the penitentiary for accidentally killing his friend. It is about time that somebody called a halt, not only on the fool who fools with a gun, but on the other criminally careless individuals who go on their devastating way through the world, breaking hearts and ruining homes, and who think they have sufficiently atoned for the harm they do by saying they didn't intend it. To the woman who agonizes above the dead body of her husband or the mother who mourns her son, it can not make much difference whether she was robbed of all that made life dear through accident or by design.

In all the length and breadth of contradictory human nature there is nothing stranger than that we should take this overly charitable view of carelessness. The simple testimony that "he didn't know the gun was loaded" has been accepted as handsome apology for murder in innumerable cases. To say we "didn't think," the rest of us regard as a blank excuse that we can stretch over all the lesser crimes in the calendar. We work it for all that it is worth, yet in reality it is a plea for pardon that nobody but an idiot is justified in putting forth in his own behalf. What reason, that anybody ought to be expected to accept, can an intelligent human being give for not thinking? It always reminds me of a colored philosopher I once knew, who meted out a stern justice to her offspring, and who was particularly severe on them when they dared to offer the excuse, "I didn't think," by way of a panacea for their shortcomings. "Didn't think, didn't think," she would exclaim, wrathfully, "whut's de good in havin' a thinker ef you don't wuk hit?"

So say we all, brethren and sisters; what's the use?

To take the matter up in its most practical aspect is to recognize the fact that it is other people's carelessness that lays our heaviest burdens upon us. This is particularly true as regards women, and there isn't a mother and wife and housekeeper in the land who doesn't know that it is because her family don't think that she must slave at a never-ending job, and that has no let-up from year's end to year's end. She spends her time picking up clothes off the floor, hanging up hats, putting back books on the shelves, straightening chairs, picking up newspapers, arranging the things other people have disarranged. Nobody thanks her for it. Nobody knows she does it. Her husband and children are of the opinion that one's best clothes always brush themselves and get back where they belong by themselves, and that if you will only give a house time it will tidy itself up and become spick and span. They never connect mother's tired face with the process, and when she speaks of being busy, "Oh," they say, "you ought to have to do what I do," and they wonder how she really puts in the time, with so little to do.

Every now and then some dreamer of Utopian vision who is looking a mile backward or a century or two forward, devises some wild scheme for the lightening of domestic labor and solving the

housekeeping problem, and we hear about co-operative millenniums when we shall all eat out of the same pot and live in barracks, and when we shall only have to push a button and a paternal government will do the rest. It is the folly of a fanatic. Domestic reform must begin at home, but it never will until the man who can only afford to hire one servant learns to pick up his own dirty collars and keep from strewing the Sunday paper from the basement to the attic. When everybody in a house acquires the habit of putting things back where they got them, we shall have fewer over-worked women who are the victims of the criminal carelessness of those of their own family.

Even more to be deplored than this is the lack of thought we show in our conduct to those of our own household, and whose happiness or misery lies in our hands. I often think that when the great judgment day comes for each of us and we must answer for the deeds done in the flesh, we shall not be so appalled by the one or two great wrongs we may have committed as by the thousand little acts of criminal carelessness that darken our past. What are those husbands going to say who took the jewel of a woman's happiness in their keeping and then were so careless that they threw it away?

The world is full of heart-hungry wives who are starving for a little appreciation, a little love, a little praise. We don't recognize it as a tragedy because we are too familiar with it; but there is really no sight sadder than that of the woman who spends her life trying to please a husband who accepts her labor without thanks, who passes over her achievements without commendation and who growls and grumbles over every mistake. To far too many men courtship ends the lovemaking, and the marriage ceremony converts the adoring admirer into the carping critic. They are not bad men. They are not intentionally cruel, but not all sins are sins of commission. Sometimes the thing we don't do is just as cruel a wrong as anything malice could devise and fiendish malignity put into execution.

I was told once the story of a woman who was married to a good man, but one who broke her heart slowly through long years by his apparent indifference and lack of affection. For nearly half a century she gave to him a ceaseless devotion, unrewarded by any word or sign that showed that he knew or appreciated the work of her hands and brain. At last the time came when she lay dying, and the gray-headed old husband sobbed out to her all that had lain silent in his heart so long—the love and devotion and gratitude and admiration with which he had always regarded her. The woman turned on him eyes dimmed by years of weeping and asked: "Why did you never tell me this before?" and the man answered: "I never thought that it mattered;" and the woman said: "It would have paid me for everything I have endured. It would have made my life happy instead of full of misery. Now it is too late," and she turned her face to the wall and died.

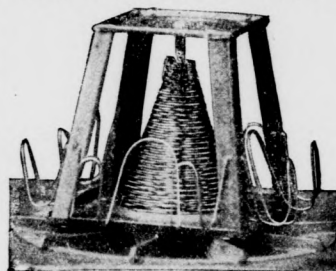
It takes so little to make a woman happy—just a little love, a few caresses, a flower, a word of remembrance. Every man knows that, and when he neglects to give them to his wife it is no excuse to say that he didn't think of it. He doesn't forget to jolly the man

of whom he wants a favor. He remembers to treat the customer to whom he expects to sell a bill of goods. He can remember the things he thinks worth while, and surely among these is making his wife happy. Let's be done with men pleading the baby act that they didn't think. If they can't remember any other way, let them tie knots in their pocket handkerchiefs and every time they pull them out at home be reminded to pay their wives a compliment. To marry a woman and then not make her happy is a crime, whether it is the result of carelessness or set intention.

Another place where we deserve to do time for our criminal carelessness is in the way we talk before servants. We discuss the most intimate matters before them. We hazard guesses at people's motives. We repeat rumors of intrigues.

JIM'S TOASTER

TOASTS BREAD ON A GAS OR GASOLINE STOVE



The wire cone is heated red hot in one minute. The bread is then placed around in wire holders. Four slices can be toasted beautifully in two minutes. Write for terms to dealers. It will pay you.

HARKINS & WILLIS, Manufacturers
ANN ARBOR, MICH.



The Guarantee of Purity and Quality in Baked Goods. Found on every package of our goods.

Good goods create a demand for themselves. It is not so much what you make on one pound. It's what you make in the year.

National Biscuit Co.

Grand Rapids, Mich.

Fleischmann & Co.'s Compressed Yeast



Strongest Yeast
Largest Profit
Greatest Satisfaction
to both dealer and consumer.

Fleischmann & Co.,

419 Plum Street, Cincinnati, Ohio.

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

We talk as if the maid who is waiting behind our chair were deaf as the adder of the scriptures, and dead as a coffin nail, instead of being an elongated ear and a talking machine combined. Then when a distorted and garbled report goes forth of some family happening we wonder how on earth it got out. Perhaps it is not far short of the truth to say that we are all the authors of our own scandals and that our own servants are the disseminators. They get a word here and there and put their own interpretation on it, and the result is that reputations are ruined. Mr. and Mrs. X. discuss family finances at the table, and Mr. X. remarks that they can't afford so and so. Listening Mary Jane, bringing in the dinner, picks up a few sentences, and, by the time she has confided what she thought she heard to Mrs. Jones' cook, and she has passed it on to Mrs. Brown's nurse, all the world is aware of a rumor that the X's are toppling on the verge of bankruptcy and can't pay their servants. We despise the base rumor we call kitchen gossip, but we listen to it. It makes and mars characters, and the pity of the thing is that it is our own criminal carelessness that lays its foundations.

There are also the criminally careless people who terrorize society with their malapropos remarks. A forbidden subject attracts them and draws them on to their doom as surely and irresistibly as the magnet does the needle. If there is a tender spot in your soul they put their finger right on it. Let an old maid be present and they get funny on the subject of women who are trying to marry. Is there a divorced person in the company, wild horses couldn't drag them away from a discussion of marital unhappiness. Has somebody a son who is a black sheep and who has brought shame and sorrow on his family, they discourse on forgery and betrayed trusts and prisons. Of course, these people always excuse themselves by saying they didn't think. It should never be accepted. People who haven't enough brains to think have no business in society. They should be locked up in asylums for the feeble-minded until they learn enough intelligence to keep them from wounding other people by their dangerous conversation. For my part, I would prefer to be killed by the clean stiletto stab of an enemy to being kicked to death by a donkey, and I would just as soon have my feelings hurt or my vanity wounded by an intentional unkindness as by the blundering stupidity of the criminally careless, who never think.

Dorothy Dix.

Buying a Bonnet a Serious Matter.

The real time that tries a woman's soul is the agonizing moment when she is called upon to buy her spring or fall hat—when she must decide between the rival merits of toques and turbans, picture hats and rainy day fedoras, and must finally and irrevocably make up her mind whether she will indulge in a creation that will make her pocketbook look as if an elephant had trodden upon it or will adorn her head with a topknot that will make her look like thirty cents herself. This does not apply, of course, to those lucky mortals who can buy bonnets by the dozen, and who can chuck their millinery mistakes on top of the wardrobe and be done with them. It refers to the average woman who can have only one hat a season, with no possibility of divorcing herself from it, no matter how uncongenial they prove on close acquaintance. Wherever she

goes the hat must go, too, to advertise her mistake to the world.

The seriousness of the situation is augmented by the fact that the hat is by far the most important part of a woman's toilet. It at once strikes the keynote to one's appearance and provides the frame for the picture one makes. If it is chic, appropriate, becoming, a woman may possess herself in peace, no matter how plain her frock. If it is commonplace, inappropriate, dowdy, in vain does one strive to atone for its shortcomings by other gorgeousness of apparel. The hat has killed it all. It is a subject, therefore, worthy of the utmost thought and consideration, and should be neither an accident of the millinery shop, an inappropriate climax, nor an ill-judged ambition.

Important as all women concede their head covering to be, it is little less than tragical to look over an assemblage of women and note the millinery horrors of which they have been guilty. It convicts the entire sex of lack of good judgment, as well as good taste, for the truth must be admitted, far too many women look as if their enemies had picked out their bonnets for them. It is depressing, too, as illustrating how little we know ourselves, how little account we take of grizzling locks and gathering crow's-feet and increasing avoirdupois, or else surely we would not buy the hats that emphasize our every defect and cry out with clarion tongue that we are not as young as we used to be.

In all good truth there is something almost sardonic in the grim jest so many women play on themselves every time they buy a new hat. What, one asks themselves, can a rugged-featured woman be thinking of that she should pick out the freak hat that is all hard knots and nob? Why should the hatchet-faced woman desire to aggravate her misfortunes still further by appearing in a structure that is topped by towering bows and upstanding aigrettes? Isn't there something actually pathetic in the sight of a poor shop girl putting her pennies in imitation ostrich feathers that are bedraggled after one wearing? Most incomprehensible of all, what lack of sense of the eternal fitness of things is it that makes elderly women cling with a death grip to youthful headgear?

It ought to be a misdemeanor punishable by law for a woman over 50 to wear anything but a bonnet.

Not all women, of course, are lacking in good taste and good judgment. Some have the tact of knowing just what suits them, and we all know women whose hats always seem like a visible halo. We can never think of them without seeing the Gainsborough that was the background for a fair young face, or the exquisite toque that seemed to express the knowledge of the world that made some middle-aged woman so fascinating, or the dainty little bonnet that always crowned some old woman's snowy locks. This tact every woman may acquire, but to have it she must first study herself, and try to find out what she looks like to other people. Buying a bonnet is a serious matter, and is not to be lightly undertaken.

Cora Stowell.

Heard Him Sigh.

"I have been sitting on the porch listening to the sighing of the wind," she said sentimentally, by way of explanation of her long absence from the house.

"Yes; I heard him sigh," promptly put in the small boy.

"Him? Who?" demanded the head of the household.

"Why, that young fellow you always said was nothing but wind," answered the boy; and thus was the secret betrayed.

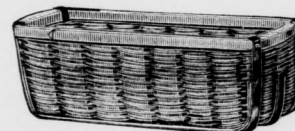
Be always as good as your word. Your reputation for memory and conscientiousness depend upon it.

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.

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

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich.

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.

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. 20.—For the present the business men of New York are whooping and yelling and marching and singing and speechmaking and raising flags and banners and other things. Broadway is becoming a festoon of red, white and blue and, while all this is going on, we have as good a trade as could be hoped for. There are hosts of out-of-town buyers here and they make good purchases. Other hosts are waiting to see which William will be next President, and there is certainly some quietude on this account.

Coffee has been rather dull during the week. Advances from Europe show lower rates and, with continued very heavy receipts at both Santos and Rio, the situation is one that makes for a lower range of quotations. We have Rio No. 7 at the close quotable at 8¼c. The demand is not active and buyers seem to take a quantity only sufficient to mend broken assortments. In store and afloat there are 1,017,283 bags, against 1,350,555 bags at the same time last year. Mild sorts are quiet, but as supplies are rather light, holders are not disposed to make any concession to effect sales. Good Cucuta is worth 10@10¼c. East India sorts meet with little call, but prices are firm.

Little business is being done in teas. Stocks in the interior are thought to be rather light, but there is no anxiety whatever shown by buyers to take more than enough for present wants. Invoice trading is quiet. The quality of teas continues good and few parcels are being rejected.

Not a single item of interest can be gathered in the sugar market. Dull and featureless seems to be the saying with almost every house visited. Buyers seem to think they are safe in taking very small lots and act as though they anticipated lower prices. But this is something that no fellow can find out.

No changes of note have taken place in rice. Buyers appear to be pursuing a waiting policy and as prices here are "wobbly," they are inclined to take only enough for present wants. Still holders seem satisfied with the outlook and think their prospects improve every day.

The spice market lacks animation, yet matters might be worse. As the season advances holders say they anticipate a good run of trade, and it is to be hoped they will not meet with disappointment. Pepper is a little higher, being quotable at 13¼c. Aside from this quotations are practically without change.

Supplies of molasses are light and prices are firm. The demand, however, is moderate and there seems to be an impression that we shall have lower rates before long. Good to prime centrifugal, 18@32c.

Syrups are quiet and unchanged. Prime to fancy, 20@26c.

Canned goods are quiet and quotations on many things are nominal. In some cases holders are almost forced to sell and hence make sacrifices in price. The firmness which characterized the market during the early summer seems to have melted away. There is said to be a large stock of New York State corn in packers' hands and if it is all cleaned up quotations will take a tumble. It is rumored that a good deal of this corn has been doctored with bleaching agents. The demand for tomatoes is exceedingly slack. New Jersey standards, 85@87½c. Gallons are worth \$2.15 @2.20. Salmon is easier. The Columbia River pack is likely to be larger than last season and the outlook is hardly in the direction of higher quotations than now prevail.

Lemons and oranges and the whole line of foreign fruits have moved with only moderate activity. Lemons are worth from \$1.60@2.50 for 360s, and for very fancy 300s the range is up to \$4. Valencia oranges, \$5@6, the latter for choice.

Some lines of dried fruits, notably

raisins, dates and prunes, are meeting with increasing demand and prices are firmly adhered to. New seeded raisins range from 8½@9½c in bulk and cartons, respectively. Currants are still meeting with good enquiry and the range is from 12@13¼c in barrels up to 14¼c for cleaned in cartons.

There is a stronger feeling on the better grades of butter and choice Western creamery is now held at 22@22½c, with an upward tendency; thirds to firsts, 16@20c; imitation creamery, 14½@18c; factory, 14½@16c.

The demand for cheese is light, but, as the supply is not overabundant, the situation seems rather favorable for the producer and owners of factories are pretty firm in their views. Fancy full cream colored State cheese is worth 11c; white, 10½c.

Prime Western eggs are worth 21c; choice to prime, 18@20c; fair to good, 16@17c.

Medium beans are in very light supply and readily fetch \$2.20; choice pea, \$2.10@2.15; choice red kidney, \$2.30.

Infertile Eggs Preferable For Commercial Purposes.

J. Dixon Avery says there are many things pertaining to "henology" that would be very gratefully received if they could be discussed by some of the scientific people of our agricultural colleges. He asks which eggs carry better, the fertile or non-fertile, in cold storage. The organized study of the hen and her product seems for the most part to be deferred to some future and wiser generation to take up and diffuse among the people the results of their research. If the time ever comes when egg raising and the handling of them until they reach the consumer shall be conducted on strictly scientific lines, there will be no place in the commercial world for fertile eggs. That which contains life has also the elements of death and decay. The fertility of the egg is to carry out the perpetuation of species, and is of no benefit except for the purpose intended. The destruction or transformation of the body of the egg is accomplished by various agents, of which the life principle (fertilized germ) is the initial one. If the environment be favorable, the life principle, in obedience to the law of conformity to type, takes of the surrounding material and with it constructs living flesh in the form of its progenitor, but if the natural or artificial course of incubation is not followed to the end, the germ under certain conditions becomes the seed of destruction. It is safe to estimate that in 90 per cent. of worthless eggs incipient deterioration took place directly at the seat of the germ. If eggs could be put into cold storage within twenty-four hours after they have been laid, as recommended by the Secretary of Agriculture for Australia, there probably would be no bad effects from the fertilization of the eggs; but this is not practicable, and we know that under present methods many of the eggs have undergone more or less change at the point of fertilization before they reach the storage house, and this causes the real trouble. The Secretary of Agriculture for Australia has reached the conclusion that half a day of sunshine on a fertile egg has injured it for cold storage purposes. Private experiments have shown conclusively that infertile eggs are preferable for commercial purposes, but the task of revolutionizing present methods in egg production seems of herculean proportions when we reflect that the farmer doesn't care two peas about it, and as long as he can sell anything with a shell around it he is not likely to become interested.—Egg Reporter.



Highest Market Prices Paid Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

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

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.

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 Sherif Street Cleveland, Ohio.

References: All mercantile agencies and Park National Bank. **WANTED: 1,000 Bushels White Rice Pop-Corn.**

F. CUTLER & SONS, Ionia, Mich.

WHOLESALE DEALERS IN

BUTTER, EGGS AND POULTRY,

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

Branch Houses. ESTABLISHED 1886. References. New York, 874 Washington st. State Savings Bank, Ionia. Brooklyn, 225 Market avenue. Dun's or Bradstreet's Agencies.

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.

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.

WHEN YOU WANT

A good produce house to do business with drop a line to us and get honest quotations.

F. J. SCHAFFER & CO.,

Leading Produce House on the Eastern Market.

DETROIT, MICH.

We Buy and Sell

Potatoes, Apples, Onions, Cabbage

In carlots or less. Consignments solicited. Write for terms and prices

Vinkemulder Company,

Grand Rapids, Mich.

CAPITAL IS CAPTIOUS.

Why It Undertakes to Avoid Questionable Neighborhoods.

When the grocer whose store stands on the corner in a disreputable quarter of the city undertook to secure certain favors wholly in the legitimate lines of business, he was met with a firm refusal. "You have, it is true, met every commercial requirement, you are honest, so far as we know, and we have no fault to find with you as a customer; but you live in a most objectionable neighborhood; your surroundings are not all that could be desired and, while we are willing to do business with you generally, so long as your accounts are straight, we do not feel justified in going beyond that. Move into another and a decent quarter or change the reputation of your present locality and we are with you; but unless one or the other of these conditions obtains the trade between us will be necessarily limited. Your money may be just as good as another man's; but neither money nor reputation from that quarter is desirable; and, to be candid with you, the proposed investment can not be considered a safe one. Physically clean money can come from very dirty business. Morally the statement is an impossibility. We are sorry we can not oblige you."

The fact is, capital, not noted for moral squeamishness, insists on a cash business when the locality is in any way doubtful. It is respected only in respectable communities and where human life is lawless and cheap it does not find a safe neighborhood to be intimate with.

The governor of a large and influential Southern State has been visiting New York. He says, frankly and honestly, that it would be for the best interests of both States if New York and Texas were closer together in a business way. He says that there is every condition to warrant the advantage of such commercial intimacy. There will be 3,000,000 bales of cotton to dispose of this year. Yearly hundreds of thousands of bushels of wheat, corn, oats and rye will be ready for the market. Fruit of every kind and rice and sugar are raised and every condition for prosperous business relations is full of the greatest encouragement.

To be sure, there is truth in every word he speaks and the facts are not confined to the all-powerful now, nor to the great commonwealth of Texas. The whole South for years has been picking up. From utter ruin and desolation she has left poverty and almost beggary far behind her and is standing now in a brighter sunshine than has ever blessed her before. Prosperous as she is, her resources, almost wholly undeveloped, are foreshadowing a prosperity beyond the wildest calculation. There is but one condition that bars her progress: She occupies a very questionable neighborhood. She not only continues to live there but she does not improve it. Human life is not respected. Blood runs freely on the slightest provocation. Lawlessness reigns. Manhood is at a discount and passion is the mistress of the hour.

If there is one thing capital looks out for it is to keep as far off from such a neighborhood as possible. There may be cotton and corn and wine; the soil may be full of vegetable gain and mineral deposit; climate may throw her mantle about it and ward off the extremes of heat and cold; thrift may bless every corner of it; but the man

with the money wisely shakes his head. Where manhood is not recognized and protected capital will never make his home nor will he risk his money where such a condition of things exists. Put out of the account morality. Let not religion even be mentioned. Solely on the sordid principle of gain let the question rest; and right here comes the same old reply: "Get out of your neighborhood or clean it out and I am with you. Refuse to do that and you will receive no helping hand from me."

Getting at the Soft Side of the Grocer.

The grocer is a mighty sight more important man than he thinks he is.

And some grocers think themselves pretty important.

The grocer is such an important man that his customers make a business of adopting the attitude toward him that they think will be best inclined to get his favor, which means the best service and the biggest measure.

He may not know this, but it's true, all the same. Some customers adopt one attitude toward him, in their everyday intercourse with him, and some adopt another. Each aim for the same end, however, the jolly of the grocer along so that he shall treat them well.

Now I call a man whose favor people scheme to get, a great man.

I heard several ladies talking the other evening. Housewives are very apt, I find, to talk about their grocers when they get together. It's an important housekeeping detail. If a grocer could only do a little scheming himself, so that when his name comes up in these talks it will be surrounded by a halo, he would wear a plug hat oftener.

"Say," said one of these ladies, "did you ever notice how Mrs. Smith goes on with Mr. Blank? I think it's perfectly disgusting! Why, she's as familiar with him! I suppose she thinks she'll get Mr. Blank real friendly, so he'll give her better things."

Mr. Blank is the neighborhood grocer, and Mrs. Smith is a young married woman of a type that every grocer will recognize. I heard her jolly Mr. Blank along one night, something like this: Mr. Blank is a bachelor of uncertain age.

"I saw you down town with her the other evening, Mr. Blank."

"With whom?" asked Mr. Blank, weakly.

"Oh, you know. When is it to be?" Mr. Blank protested inarticulately.

"I always said you were a great man with the girls!" pursued the jollier.

All of which was punctuated with "He! He! He's" on the part of the lady.

Mr. Blank blushed, smirked and looked conscious.

The ladies whose conversation I heard the other evening didn't think this was the proper way to reach the grocer's heart at all.

"Now, when I go in to buy things," said one, "I am as businesslike as I can be. I simply give the order, and have no conversation whatever with the grocer or his clerks. I believe they appreciate it, and if there's any favoritism to be shown, they'll show it to the woman who confines herself strictly to giving her order."

"My husband told me the other day," said another of these fair schemers, "that the best way to get good service out of a grocer was never to be satisfied. Kick, kick, kick all the time. He says he does that with all the people he deals with and they'll put them-

selves out to please him a good deal more than they will the man who is satisfied with everything."

I'll bet that husband is a regular Mr. Bowser. That may be a good way to act with your wife, but I'll be darned if I believe in it for the grocer.

So these experiences went. If I were to tell what all of the women said I should spin my column out so that the editor would refuse to print it. But the point of all of 'em was the same—the best way of getting the grocer to smile upon them, to the end that he might bestow upon them an extra handful of prunes or an extra potato or two. It's a good scheme, I admit that, for the grocer has a soft side, even although it is sometimes under his hat.—Stroller in Grocery World.

Bill Nye on Advertising.

A young man who was about to embark in the shoe business wrote Bill Nye for advice about advertising and he got the following—and more, in return:

When a lady calls, don't jump at "business" the first thing by asking her if she wants a pair of shoes; she always goes to the drug store for them. Ask her how old she is; if her teeth are false and if she lives happily with her husband. Then introduce the subject of shoes carefully but firmly with a slight innuendo, as: "Ah! I see you've got your feet with you!" or "When small feet were given out in Maine you were in Texas!" Try a line of Ella Wheeler on her; woman like poetry:

Laugh and the world laughs with you.

Weep and we all rejoin;

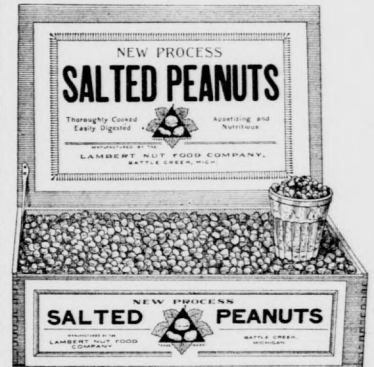
An extra sized shoe is the thing for you

When your foot is a number nine.

When she flounces out, ask her if that's her own hair or a switch. Then, when her husband or big brother comes around, laugh yourself as he jams your measily head through a shoe case. This programme will keep the town talking about you, and is much cheaper than advertising in the papers.

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.

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.

We want

B E A N S

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

G. E. BURSLEY & 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

Clerks' Corner.

One Way to Keep Track of a Clerk.
Written for the Tradesman.

John Brown, of Brownville, has the best store in that thrifty village. He has been bothered about to death by his clerks. There hasn't been anything they haven't done and won't do again if they have a chance. Their leading idea in life is to get ahead of him in some way and so far they have succeeded. For a long time he satisfied himself by discharging them when they proved not to his liking. He soon learned that he was teaching a commercial kindergarten and that other store-keepers were ready to take his pupils by the time he was ready to graduate them. He found that his old idea of taking raw hands and moulding them into his pet forms, while it did carry out the idea of "clay in the hands of the potter," did as surely carry out the kindergarten thought, and of that he had had more than enough.

He made up his mind to change his plan. For some years now his show case had furnished his youthful helpers shirt studs and sleeve buttons. His neckties went the same way. He supplied at less than cost the collars and cuffs which none of them had when they came to him and while he had been willing to do this and so help the boys along in the world—at all events to get started in it—he began to find that it was only so much patience and generosity thrown away and he made up his mind to have no more of it.

He noticed that the two clerks he now employed were pretty well fixed so far as goods were concerned which his stock could furnish, and he noticed, too, that both were showing those unmistakable signs which mean an early good bye. He sat down and made a little calculation—his books furnished him the needed data—and he found it would be money in his pocket to raise the boys' wages and save himself the trouble of breaking in another pair of clerks and the expense of supplying them with the usual outfit.

So far as he could judge, the trouble seemed to be in the fact that the boys began by being out nights and getting into the kind of mischief which ends in making them uneasy and discontented and good for nothing. Every case he could think of was traced directly or indirectly to that and the problem, so far as he understood it, was how to prevent the young fellows from being up and out at night long after the time when they ought to be in bed.

To add to the difficulty Brownville

was at that stage of its existence when, like the meeting of the waters, it was neither rivulet nor river. A big clumsy gawk of a place, it had spread itself over a large territory and had a frame like a giant, which the years in time might fill up; but there were no strong inducements for the boys to stay and grow up with it, and the minute they were plumed for their flight off to the city they went and the Brownville which knew them once knew them no more forever. Like most places, as it grew it fought vigorously against the evils which attack the growing town. The saloon came and stayed. There were some billiard tables set up and they thrived. Cards began to be played; and almost before the people knew it the young folks began to be fast. The Sunday school began to grow thin, and nobody but women went to church. In a word, while the town could not be said to be going down at the heel, it did seem to be a bad place for a boy who was inclined to fear being called a "wayback" or, what was far worse, "not up to date."

Mrs. Brown was in every sense of the word a helpmeet. She had no longings which took her away from her husband and his calling and, while it had been years since she had given up her place behind the counter, she never cared to look beyond the horizon which shut in the Brownville store. When, therefore, the question was asked if she couldn't take the boys into the house, just as she did years ago, and she had been told the reason, like the devoted wife she was there was but one answer to be thought of and that was given promptly and heartily, and the childless woman made up her mind to take the boys in and do for them and love them as if they were her own flesh and blood.

That night after closing the store-keeper had the boys stay for a while for a talk. "I've made up my mind," he began, "to raise your wages, boys. You've been doing good work and you've been faithful enough to please me and, while I shan't give you much more, it's something, and it'll let you know anyway that I want to keep you. There are two conditions that I want to make and insist on if I raise your wages—one is that you live with me and the other is that you are at home nights by nine o'clock, unless I know where you are and what you are doing. I'll give you good board and each of you shall have a good room; but I want you to be in it at nine o'clock and stay there. Think it over and tell me your decision to-morrow. I'll raise each of you 10 per cent. Good night."

The boys left the store on air and came back the next morning in the same frame of mind. Mrs. Brown came down during the morning to report that the rooms were ready and that afternoon saw the transfer of bag and baggage. Everything was done for the young men that could be thought of or asked for and Brown himself was forced to admit that he had hit on the only thing that could ever have worked with those fellows. They were honest to a dot. They were industrious to a fault. They meant well from first to last, and all they needed was just that little bit of restraint which John Brown had wit enough to insist upon; and on that and on every night, after the town clock struck nine and he knew both boys were in, he locked the only door they could get out of and put the key under his pillow; and every night Susan Brown heard him say to himself with infinite satisfaction, "There, darn ye! With the windows fastened on the outside, and the only key under my pillow, you can skin out and carouse all night if you can, and I'll never say a word!"

It was a good while before the boys found out that they were locked in from nine o'clock until morning. The first thought was rebellion; but when sober sense came to the front and they saw what an advantage the rest and the home had been to them they kept the matter to themselves, glad that "Uncle John," as they learned to call the store-keeper, had marked out the way and compelled them to walk in it; while Brown himself, to this day, affirms that "the only way to get along with clerks is to put 'em under lock and key and keep 'em there!"

Richard Malcolm Strong.

Make a Good Showing.

Make as good a showing of your clothing stock as possible. Keep the stock as neat and as well matched up as your men's stock. Men usually are far better keepers of stock than women. They keep it cleaner and more neatly—points of great importance in determining the selling of goods of this class. Stocks should be arranged so that the very small boys and the large lads are kept as far apart as possible. The boy of twelve or fourteen feels that he is no longer a "baby" and he does not wish to buy his clothes where "babies" buy theirs. Consequently it is as well to keep goods for boys of that age as far as possible from goods for smaller lads. This is a point that the clothing man should pay particular attention to. Different mirrors for large and small boys should also be provided for the same reason.

Buy within your means, then you are sure to be able to pay in like proportion.

The Modern Commercial Traveler.

A commercial traveler's life is not to be gone into for the "fun of traveling." Travel very soon loses its fun when one must catch trains at all hours of the night and morning, wait for hours at stations for belated trains, ride in cold, illy-ventilated cars, snatch a bite of food at such eating places as present themselves, and often sleep sitting up in a "day coach." Yet all these discomforts enter into the life, particularly at the beginning when a "drummer" is given the small towns.

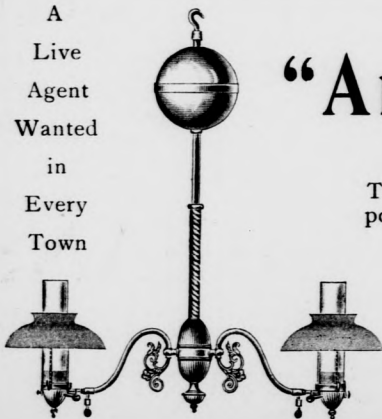
And even after he is years "on the road," and his route covers only the large cities, the life is full of hardships. The life makes one keen—sharpens a man's wits; it develops what there is in him, and gives him experiences without number. No class of men are more interesting than commercial travelers, for their experiences are varied and innumerable; they run up against all kinds and conditions of people. Each customer is an individual problem to be handled and solved in a way best suited to the individual. The life makes one a keen judge of men; it gives one a knowledge of the country and its people which no other life does in the same period of time. But there is no "fun" in traveling to a "drummer." Don't get that wrong notion into your head.

Traveling, as a commercial traveler must travel, is work, and the hardest kind of work. The life is only to be commended to one with special adaptability for it. It takes a keen-minded, a quick-thinking, equable-tempered man, a man, too, of robust health and capable of easy adjustment to all kinds of conditions and inconveniences, to make a successful "drummer." The hardest-worked men in the country today are those we call "drummers."

Selling goods in the face of modern competition in all lines of business, and living, as they must, at all sorts of hotels, eating at all times of the day, they are a class to whom not half enough credit is given—and, what is more to the point, not half enough salary is generally paid.

The plow industry of the United States has grown to mammoth proportions. While a plow is a plow, there are differences enough to make it worth while to know something about the leading plows in the market. The reputation of our plows in foreign countries has been well earned, and is lasting. There is no requirement of the foreign trade which can not be met as thoroughly as the requirements of our home farms. The facilities of our shops are complete, and the experience of our manufacturers covers every possible need.

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Live
Agent
Wanted
in
Every
Town



Try the

"Ann Arbor" Gasoline Lamps

"The Lamps That Don't Go Out Nights"

They'll stand by you, and you'll stand by them. Cheapest artificial light known—100 candle power, 7 hours 1 cent.

Light With a Match—No Alcohol Required. All Styles—\$4.50 to \$18.00.

Mantles, Shades, Chimneys and Supplies. Write for catalogue and discounts to trade.

The Superior Manufacturing Co.,

329 South Main Street,

Ann Arbor, Michigan

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.

Why He Did Not Want To Be a Boy Again.

"There are two conditions in life," said the gripsack man, as he threw down the paper that had evidently displeased him, "which I wish could be wiped out of existence. One of them I have lived through and the other I hope to shun. From the time a human being is fifteen years old until he is old enough to put a stop to it he lives in an atmosphere of 'ought.' 'You ought to do this and you ought to do that.' It begins at home, it goes on in the school house, the church takes it up until sermon and Sunday school are unendurable and then the world at large takes a hand and plays it for all it is worth. When the time comes and the man gets all of it he can stand, he turns with a 'You just mind your d—lightful business!' and the advice-receiving period of life is over. It isn't any wonder the nineteen year older wants to get away from home where he can have his own room and his own night key. That doesn't mean half the mischief that the majority insist it does; but it does mean that manhood has come and with it the desire to get used to its responsibilities early and in its own way.

"If I am not mistaken the desire to be a dispenser of advice comes at that period when wickedness ceases to have charms and is insisting on its usual back pay. 'The devil then is getting sick and so a saint would be,' and because he can't 'carry on' and charge it up to the future any longer, he tries to balance his account with wholesome advice to the next generation.

"That will do for the moral side; and the intellectual is just as bad. You 'ought' and 'if you don't' are the substance of it all and the wonder is that the sufferer, boy or girl, doesn't oftener 'go contrary' just to show that the 'ought' and the 'if' are not what they are cracked up to be. Until I got disgusted with it I used to like to hear the first old codger I ever worked for put on his glasses, that made him look like Dogberry, and hear him tell me what I 'ought' to do if I was to be a success in business: 'Before a young man can expect to get along in business he must be able to write a good plain hand.' That sounds all right, but that old skezecks, worth \$50,000 that he had made in trade, couldn't write for sour apples and, by jingo! once when he went to charge up a grindstone to a farmer he made a circle with a square in the center of it. Did, for a fact.

"Another old string he and a good many others like to harp on is in the same line: 'You ought to write a good sensible letter, you ought to speak and write good English, you ought to add up a column of figures right straight off and get it right the first time, you ought to make neat entries in your books, and

if you don't you're going to fail just as sure's you don't do what I tell you.' It's all right enough. A man that knows how to handle English with tongue or pen has something to be proud of; but old Dogberry knew, as well as anybody does, that a good many millionaires—I guess a majority of them—can't write good English any more than they can talk it, and if their money-getting depended on it they'd be poorer than Job's traditional turkey.

"Don't misunderstand me—I'm not crying down these things. I've a boy and girl who are up in that line and I'm proud of them; but I hate and detest the advice that the Dogberries are giving and I always break a lance with them when I get a chance. They do more harm than good. Their lives are too often a refutation of what they say; the whole thing is a sham and I'm down on it.

"What young folks need more than anything else is less advice and more practice. That mother was a fool who told her children that they mustn't stick beans up their noses; and the doctor who removed them ought to have sent in a big bill, if he didn't. That man with a smart fourteen year old boy calling him Dad knows on general principles, every time that he turns him over to his mother—or, what is almost as bad, to the street—that the boy is starving for a little practical father-training, which nobody under heaven but himself can give, the lack of which during the next ten years is going to make his foolish, old paternal head a great deal whiter than it is now. It isn't the number of dollars that will do the mischief, but the not knowing how to spend them; and when I look back over the dreadful time I had learning how, I wouldn't like to be a boy again to go all over it again. Drop out of life the advice-taking and the advice-giving periods and I haven't a word to say. I have lived through the first, and I have made arrangements with both my children that when I reach the other and show signs of the complaint's breaking out, I am to be quietly put out of the way."

Gradually Gaining Ground—Condemn the Lake Shore.

Grand Rapids, Oct. 22—The local council of the United Commercial Travelers of America is fast advancing to the front in point of numbers, having a membership already that crowds the hundred mark closely and a nice bunch of applications awaiting their turn at the "goat." The boys are determined to make our council the leading one in the State and are fast nearing the goal. Come, all ye knights of the road, and join our ranks! We want to extend to you the glad hand of good fellowship and protection.

At our last meeting our Council exemplified the usual generosity of traveling men by contributing a snug little sum from our general fund to the U. C. T. sufferers at Galveston.

We received an invitation from the Knights of the Grip to attend their meetings preparatory for their entertaining the State delegation here in December, for which we wish to say thanks.

Every member of our Council condemns the action of the Lake Shore & Michigan Southern Railway in withdrawing from the Northern Mileage Bureau. We may in the near future feel it our duty and only means of effective retaliation to ship our goods over competing lines altogether; but it is not agreeable to a small minority of our members to antagonize the interests or progress of any corporation or industry and we hope for a speedy reconsideration and reinstatement of the Northern mileage book by the Lake Shore system.

Two Good Traveling Men Stories.

It is said that on one occasion a drummer and his family were gathered at his breakfast table, and his little boy said: "Papa, I had a strange dream last night. I thought I died and went to heaven, and when I knocked on the gate good St. Peter asked me who I was. I told him I was a drummer's boy and he gave me a piece of chalk and showed me a very high ladder, and told me to begin climbing that ladder. And he said every time that I thought of a mean thing to make a mark on a round of the ladder. And I began climbing, and climbed higher and higher until I was so high that I was almost dizzy, and I met you coming down." The father, with a startled exclamation said: "Me coming down?" "Yes, you coming down." "What was I coming down for?" "More chalk," said the boy.

A drummer who had been a book-keeper started to enter the portals above without knocking. St. Peter said: "Hold, who are you?" He answered: "I am a drummer; I used to be a book-keeper." Good St. Peter said: "Well, if you were a good book-keeper you should know that your account is overdrawn." "How do you make that?" asked the drummer. "It is just that way; the books show it." "Let me see the books," said the drummer. He made a rapid calculation, and saw how much he was overdrawn and made an entry on the other page of that same amount to the credit of Profit and Loss, which, of course, made the books balance. St. Peter scratched his head, looked first at the drummer, then at the books and said: "What system do you call that?" The drummer replied: "The double entry system." With considerable dignity St. Peter said: "You've made one entry here; go below and make the double entry."

Gripsack Brigade.

Chas H. Worden has removed to this city from Detroit to take up the work of introducing Virginia Brights cigarettes to the attention of Western Michigan dealers.

Coopersville has no hotel and needs one badly. The lack of hotel facilities is a great drawback to the town and a source of annoyance and inconvenience to those traveling salesmen who would like to remain in the place over night.

Alma Record: Chas. E. Silsbee, who has had charge of the clothing department of H. J. Vermeulen during the past two years, has resigned to take a position as traveling representative for the Goshen Shirt Co., of Goshen, Ind.

O. A. Perry, who has had charge of the bicycle department of C. B. Metzger for the past two seasons, has engaged to travel in the Southern and Gulf States for the Snell Cycle Fittings Co., of Toledo, visiting the jobbing trade exclusively.

It is confidently expected that there will be a full attendance of Grand Rapids traveling men at Sweet's Hotel Saturday evening to take up the matter of effecting preliminary arrangements for the coming convention of the Michigan Knights of the Grip.

Eaton Rapids Journal: Chas. D. Buell, formerly traveling salesman for the T. M. Bissell Plow Co., was married Wednesday to Miss Winifred LaFluer, a popular young lady of Hillsdale. Mr. Buell is State agent for the Moline Plow Co. The happy couple will make their future home in Jackson.

"I am an admirer of the commercial

traveler of to-day," remarked a prominent merchant the other day. "He is the very essence of push and enterprise. He comes to me with a happy face and a glad hand. He brings good stories to amuse me and a fund of knowledge regarding each and every market which is not alone surprising but interesting and valuable. He appears just as much at home in a village of one hundred people as he does in a city of twenty thousand, and that spirit of cheer and contentment which he carries in stock has drawn me closer to him. I like the drummer and do all I can to encourage him. The man who calls on me soliciting trade is the one who gets the business. He has every shade and discount in price which the market will stand and his schemes are better than I could do in his own house. Fact is, the drummer fills me with ideas of enterprise and I believe that it is through his views being put to practical use that the country merchant sells thousands of dollars' worth of goods which otherwise would not be sold on the market. Let the traveling man continue to be honest and worthy and his confidence will never be misplaced among the merchants. I will always have a kind word to say for the traveling man, for I like him, and if possible would encourage every house who wishes to do business to extend territory and place more men on the road. The man on the road always deserves my orders, and those who come after the business get it. I always will save orders for the traveling men, and feel that every merchant should do likewise. It is a mutual good, but the predominance of benefit is always on the merchant's side, for we absorb every idea which the drummer gives out of his large business knowledge accumulated in experience's true school."

Port Huron Merchants Active in Good Work.

Port Huron, Oct. 20—At the last regular meeting of the Merchants & Manufacturers' Association, H. C. Hope and O'Brien Brothers were admitted to membership.

It was voted to hereafter sell 15 pounds of sugar for \$1.

F. C. Woods reported that the Buchanan school was full and that the accommodations were poor. He said there was no playground around the school house and that only four grades were taught in the school. Mr. Woods said a number of families would take up their residence in the tunnel district if they could find houses and better school facilities. He maintained that there were not enough seats in the school room.

School Inspector Busby was present and stated that all the necessary seats could be obtained if desired.

It was brought to the attention of the Association that certain members had violated their agreement and purchased gift goods. A motion was made to suspend all members who did not live up to the agreement of the Association. The motion was voted down.

W. D. Brown jumped on John M. Hoffman. He said that he was building an ice house on city property on the lake front. He wanted some action taken to restrain him from going ahead with the work. W. D. Smith also condemned the action of Mr. Hoffman. He said if the aldermen did not know enough to stop him that the people should take a hand. It was voted to ask the council to take immediate action.

It was voted to hold a smoker with refreshments at the next meeting.

It seems reasonable that when the worst comes to the worst, the best thing to do is to make the best of it.

The man who saws wood and does not talk would do well anywhere.

Drugs--Chemicals

Michigan State Board of Pharmacy

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

Examination Sessions

Lansing—Nov. 7 and 8.

Mich. State Pharmaceutical Association.

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

Crippled By Reason of Defective Education.

My experience on the Board of Pharmacy brings me in constant contact with many pharmaceutical cripples— young men who go hobbling along, stumbling and blundering because they are too indolent or too self-indulgent to make the effort and sacrifice needed to secure themselves a pharmaceutical education. When I see a young man less than 30 years of age with no one dependent upon him for support, ignorant of the principles of chemistry, knowing only such pharmaceutical technique as can be picked up in the drug store, with little definite scientific knowledge of any kind, and he tells me that he can't go to college because he hasn't the money, as a general thing I do not believe him. If he has a thorough determination to master his profession and has good health, I tell him that "where there's a will there's a way." Assiduous industry and rigid economy will enable such a young man in these days to secure a pharmaceutical education. He may have lacked early advantages at school. This loss can be made up by utilizing his spare hours and minutes. If he has had a fair preliminary education and is thoroughly in earnest in his endeavor to go to college, some way will present itself, provided he be industrious and economical.

There is another class whom I will call voluntary cripples who, because they do not like some branch of science which is essential to the well-rounded pharmacist's education, deliberately refuse to study it. Even in college I have known young men who found chemistry difficult, and therefore would skip it all they could, and others who, claiming that they were not going to be botanists but druggists, almost refused to study botany; and so with other subjects. They are voluntary cripples, because they are willing to remain in ignorance of a portion of the pharmacist's equipment while fair students in other branches, preferring to trust to their good fortune in being able to find some one who can help them out, should they ever need assistance in those matters which they have failed to study, instead of mastering them themselves. They remind me of those two men who used to ride tandem on a bicycle in an Eastern city. One had lost the right arm and left leg, and the other had lost the left arm and right leg. By dint of long continued, persevering practice, these two men could get along as the average man by joining their forces together on a tandem wheel; but any one can see that for all cycling purposes each of these was only half a man. These half-men we have in our colleges, and sometimes in our drug stores. They are voluntary cripples, because they have deliberately refused to study that which was difficult or uncongenial. How

much better for each man, when he has the opportunity, to develop his powers in all needful directions, so that he may become a well-rounded pharmacist.

And what shall we say of the young man who, by cramming with quiz compends, examination questions, and other subterfuges for legitimate study, supplemented by no little cribbing, has managed, partly by good luck and partly by cunning, to get through the State board, and rejoices in the possession of a certificate as a full-fledged licentiate? Too often he thinks he knows it all. His case is the most hopeless that we have to deal with. He is like the blind man who has no sense of color. He does not know how much he loses by not seeing what others see, and it is hard for any one to tell him. He is beyond hope. Unlike the man who knows his own defects, he makes no effort to overcome them.

But there is another class of cripples, fortunately not so hopeless, whom I often meet in my capacity as dean of the College of Pharmacy. I refer to young men who wish to acquire a knowledge of pharmacy, but are crippled by reason of their defective general education. For almost a generation I have watched such young men, and have seen how handicapped they have been in their efforts to learn their profession after they have set about it in good earnest. Often we see them hobbling along as indifferent students, because they find they do not make as good progress as others. This discourages them, and after a time they drop out altogether, having wasted time and money in a fruitless effort to build the top story before they had laid the foundation. I am not speaking of those who never were disposed to study, and consequently made but little progress in the public schools and less in a school of pharmacy. Such persons are not fitted for any calling in which success depends largely upon the acquisition of scientific knowledge. These young men sometimes enter drug stores with erroneous views as to what will be required to make them successful pharmacists. Being averse to study, they acquire no more than a smattering of knowledge. It is scarcely to be expected under these conditions that they should persevere until graduation. Frequently they drop out after attending college a few months.

Our best opportunity of serving the future pharmacists occurs whenever we have an opportunity of inducing youths to postpone entering drug stores until after they have completed their high school course. By doing this we not only render them a service, but also promote the cause of legitimate pharmacy.

W. M. Searby.

A Case of Poisoning by Oil of Wintergreen.

B. Pillsbury in the Medical Record reports the case of a middle-aged farmer who took two ounces of oil of wintergreen, thinking it was whisky. The substance was taken at 4 p. m., and he continued at his work; two hours later there came on a copious diarrhea, which continued until death. In a domestic way mustard was given as an emetic, with the whites of a dozen raw eggs and a little water. He was not seen by a physician until 9 p. m., five hours after the drug was taken. He was then found to be sweating profusely, with a subjective sense of heat internally. The following day the skin was very red and the itching of the surface was intense. In the afternoon the pulse did not intermit, but it was very rapid. Death occurred forty-one hours after the wintergreen was taken.

Those Jokes About the Druggists.

Once upon a midnight dreary, as some fool reporter pondered, weak and weary, he said to himself, "I will write a joke about the druggists." And he wrote the one that came out in the daily papers about twelve years ago (and which we trust our esteemed contemporaries will soon quit printing, as it will in time grow ancient) about the druggist at church who was asleep and responded to the minister's question if there was no balm in Gilead, by saying that he was out but had something just as good.

History records but two other jokes about druggists. In Homer's early youth, which is farther back than we can remember, there appeared a joke in the almanac credited to the Jurassic age, which was the story of the deaf woman who paid the druggist five cents instead of seventy-five as she should. You all know how much the druggist made anyhow, and we will let that pass. The other joke regarding the difference in price between a solution of sodium chloride in aqua pura and common salt and water, has never yet been traced to the guilty wretch who perpetrated it, but the common belief now is, among druggists, that it was coeval with the first appearance of Adam in the fruit business, and probably was one of the good stories with which the other and smoother gentleman beguiled Eve into eating that which she should have left alone.

The Drug Market.

Opium—The market is firmer and has advanced 5c per pound. It is believed that prices will rule higher, on account of the situation in the primary markets.

Morphine—Is unchanged.

Quinine—Is firm at unchanged prices.

Cocaine—Is in very small supply and many manufacturers are not offering for sale, and others restrict their sales to small quantities. An advance is expected.

Glycerine—The consuming season is now on and the demand is large. Manufacturers will not accept future orders. Another advance is looked for.

Menthol—Continues to advance and the market is decidedly strong.

Juniper Berries—The advice that the new crop would be short has been confirmed and higher prices are expected.

Essential Oils—Clove has advanced 2½c. Erigeron has been advanced 10c per pound. Cedar leaves is very scarce and has again advanced. Sassafras has advanced again. Stocks are small and tending higher. Wormwood is very scarce and has been advanced.

Lemon Grass—Has been advanced, on account of scarcity.

Linseed Oil—Advanced 10c on the 20th and 2c per gallon on the 22d, on account of the high price for seed.

The Devil For a Patient.

Lord Morris of the Irish Bench, whose procedure is more noted for wit than for judicial dignity, was once trying a case in which damages were claimed from a veterinary surgeon for having poisoned a valuable horse. The issue depended upon whether a certain number of grains of a particular drug could be safely administered to the animal. A doctor proved that he had often given eight grains to a man, from which it was to be inferred that twelve for a horse was not excessive.

"Never mind yer eight grains, docther," said the judge. "We all know that some poisons are cumulative in effect, and ye may go to the edge of ruin with impunity. But tell me this: the twelve grains—wouldn't they kill

the devil himself if he swallowed them?"

The doctor was annoyed and pompously replied:

"I don't know, my lord; I never had him for a patient."

From the bench came the answer: "Ah, no, docther, ye niver had, more's the pity! The old boy's still alive."

Few men are so constituted that impressive airs and haughty demeanor will draw them trade.

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 and 34 Western Ave.,

Muskegon, Mich.

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

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

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES



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.

Ginseng Wanted

Highest price paid. Address

Peck Bros.,
Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—Opium, Oil Wormwood, Oil Sassafras, Oil Erigeron, Linseed Oil, Turpentine.
Declined—

Acidum		Conium Mac.		Scilla Co.	
Aceticum, German.	60¢ 8	Copaiba	50¢ 60	Tolutan	50
Boracic	70¢ 75	Cubebae	1 15¢ 1 25	Prunus virg.	50
Carbolicum	30¢ 42	Cubebae	1 00¢ 1 10	Tinctures	
Citricum	45¢ 48	Erigeron	1 10¢ 1 20	Aconitum Napellis R	50
Hydrochlor.	30¢ 5	Gaultheria	2 00¢ 2 10	Aconitum Napellis F	50
Nitrosum	80¢ 10	Geranium, ounce	75	Aloes and Myrrh	50
Oxalicum	12¢ 14	Gossypii, Sem. gal.	50¢ 60	Arnica	50
Phosphoricum, dil.	15	Juniper	1 40¢ 1 50	Assafetida	50
Salicylicum	55¢ 60	Lavendula	90¢ 2 00	Atrope Belladonna	50
Sulphuricum	13¢ 15	Limonis	1 50¢ 1 60	Aurant Cortex	50
Tannicum	1 10¢ 1 20	Mentha Piper	1 25¢ 2 00	Benzoin	50
Tartaricum	38¢ 40	Mentha Verid.	1 50¢ 1 60	Benzoin Co.	50
Ammonia		Morrhuae, gal.	1 20¢ 1 25	Cardamom	50
Aqua, 16 deg.	40¢ 6	Myrcia	4 00¢ 4 50	Cardamom Co.	50
Aqua, 20 deg.	60¢ 8	Olive	75¢ 3 00	Castor	50
Carbonas	13¢ 15	Picea Liquida, gal.	10¢ 12	Catechu	50
Chloridum	12¢ 14	Ricina	1 00¢ 1 08	Cinchona Co.	50
Aniline		Rosmarini	1 00¢ 1 00	Columba	50
Black	2 00¢ 2 25	Rose, ounce	6 00¢ 6 50	Cubebe	50
Brown	80¢ 1 00	Succini	40¢ 45	Cassia Acutifol	50
Red	45¢ 50	Sabina	90¢ 1 00	Cassia Acutifol Co.	50
Yellow	2 50¢ 3 00	Santal	2 75¢ 7 00	Digitalis	50
Baccae		Sassafras	60¢ 65	Ergot	50
Cubebae, po. 25	22¢ 24	Sinapis, ess. ounce	1 50¢ 1 60	Ferri Chloridum	35
Juniperus	60¢ 8	Tigili	40¢ 50	Gentian	50
Xanthoxylum	75¢ 80	Thyme, opt.	1 60	Gentian Co.	50
Balsamum		Theobromas	15¢ 20	Guaiac	50
Copaiba	50¢ 55	Potassium		Guaiac ammon.	50
Peru	1 85	Bi-Carb.	15¢ 18	Hyoscyamus	50
Terabin, Canada	45¢ 50	Bichromate	13¢ 15	Iodine	75
Tolutan	40¢ 45	Bromide	52¢ 57	Iodine, colorless	75
Cortex		Carb.	12¢ 15	Kino	50
Abies, Canadian	18	Chlorate, po. 17@19	16¢ 18	Lobelia	50
Cassia	12	Cyanide	35¢ 40	Myrrh	50
Cinchona Flava	18	Iodide	2 60¢ 2 65	Nux Vomica	50
Euonymus atropurp.	30	Potassa, Bitart. pure	28¢ 30	Opil, comphorated	50
Myrica Cerifera, po.	20	Potassa, Bitart. com.	7¢ 10	Opil, deodorized	50
Prunus Virgin.	12	Potass Nitras, opt.	6¢ 8	Quassia	50
Quillaja, gr'd	12	Potass Nitras	23¢ 26	Rhatany	50
Sassafras, po. 15	12	Prussiate	15¢ 18	Rhel	50
Ulmus, po. 15, gr'd	15	Sulphate po. 15	15¢ 18	Sanguinaria	50
Extractum		Radix		Serpentaria	50
Glycyrrhiza Glabra	24¢ 25	Aconitum	20¢ 25	Stromonium	60
Glycyrrhiza, po.	28¢ 30	Althea	22¢ 25	Tolutan	50
Hamatox, 15 lb. box	116¢	Anchusa	10¢ 12	Valerian	50
Hamatox, 18	136¢	Arum po.	6¢ 25	Veratrum Veride	50
Hamatox, 1/4s	146¢	Calamus	20¢ 40	Zingiber	20
Hamatox, 1/4s	166¢	Gentiana, po. 15	12¢ 15	Miscellaneous	
Ferru		Glycyrrhiza, pv. 15	16¢ 18	Aether, Spts. Nit. 7 F	30¢ 35
Carbonate Precip.	15	Hydrastis Canaden.	75	Aether, Spts. Nit. 4 F	34¢ 38
Citrate and Quinia	2 25	Hydrastis Can., po.	80	Alumen	24¢ 3
Citrate Soluble	75	Hellebore, Alba, po.	12¢ 15	Alumen, gro'd. po. 7	3¢ 4
Ferrocyanidum Sol.	40	Inula, po.	15¢ 20	Annatto	40¢ 50
Solut. Chloride	15	Ipecac, po.	4 25¢ 4 35	Antimoni, po.	4¢ 5
Sulphate, com'l.	2	Iris plox, po. 35@38	35¢ 40	Antimoniet Potass T	40¢ 50
Sulphate, com'l, by	80	Jalap, pr.	25¢ 30	Antipyrin	25
bbl, per cwt.	7	Maranta, 1/4s	6¢ 35	Antifebrin	20
Sulphate, pure	7	Podophyllum, po.	22¢ 25	Argenti Nitras, oz.	50
Flora		Rhei, cut	75¢ 1 00	Arsenicum	10¢ 12
Arnica	15¢ 18	Rhei, pv.	75¢ 1 35	Balm Gilead Buds.	38¢ 40
Anthemis	22¢ 25	Spigelia	35¢ 38	Bismuth S. N.	1 90¢ 2 00
Matricaria	30¢ 35	Sanguinaria, po. 15	40¢ 45	Calcium Chlor., 1s.	9
Folia		Serpentaria	40¢ 45	Calcium Chlor., 1/4s.	10
Barosma	35¢ 36	Senega	60¢ 65	Calcium Chlor., 1/4s.	12
Cassia Acutifol, Tin-	20¢ 25	Smlax, officinalis H.	40	Cantharides, Rus. po.	75
nevelly	25¢ 30	Smlax, M.	10¢ 12	Capsiel Fructus, af.	15
Cassia, Acutifol, Aix.	25¢ 30	Sella	10¢ 12	Capsiel Fructus, po.	15
Salvia officinalis, 1/4s	12¢ 20	Symplocarpus, Foeti-	25	Capsiel Fructus B. po.	15
and 1/4s	8¢ 10	dus, po.	25	Caryophyllus, po. 15	12¢ 14
Uva Ursi	8¢ 10	Valeriana, Eng. po. 30	15¢ 20	Carmine, No. 40	3 00
Gummi		Valeriana, German.	14¢ 16	Cera Alba	50¢ 55
Acacia, 1st picked	65	Zingiber a.	25¢ 27	Cera Flava	40¢ 42
Acacia, 2d picked	45	Semen		Coccus	40
Acacia, 3d picked	35	Anisum, po. 15	12¢ 15	Cassia Fructus	35
Acacia, sifted sorts	28	Apium (graveleons).	13¢ 15	Centraria	10
Acacia, po.	45¢ 65	Bird, 1s.	4¢ 6	Cetaceum	45
Aloe, Barb. po. 18@20	12¢ 14	Cardamom	1 25¢ 1 75	Chloroform	55¢ 60
Aloe, Cape, po. 15	12	Cardamom	8¢ 10	Chloroform, squibbs	1 10
Aloe, Socotri, po. 40	12	Coriandrum	4 5	Chlorid Hyd Crst.	1 65¢ 2 90
Ammoniac	55¢ 60	Cannabis Sativa	4 5	Chondrus	20¢ 25
Assafetida, po. 30	28¢ 30	Cydonium	75¢ 1 00	Cinchonidine, P. & W	38¢ 48
Benzoinum	50¢ 55	Chenopodium	10¢ 12	Cinchonidine, Germ.	38¢ 48
Catechu, 1s	12	Dipterix Odorate.	1 00¢ 1 10	Cocaine	7 05¢ 7 25
Catechu, 1/4s	12	Feniculum	10	Corks, list, dis. pr. et.	70
Catechu, 1/4s	12	Foenugreek, po.	70¢ 75	Creosotum	35
Camphore	60¢ 73	Lini, gr'd	34¢ 45	Creta	2
Euphorbium, po. 35	40	Lini, bbl. 3/4	4¢ 45	Creta, prep.	9
Galbanum	1 00	Lobelia	45¢ 50	Creta, rubra	11
Gamboge, po	65¢ 70	Phalaris Canarian.	45¢ 50	Crocus	15¢ 18
Gualacum, po. 25	30	Rapa	9¢ 10	Cudbear	24
Kino, po. \$0.75	75	Sinapis Alba	11¢ 12	Cupri Sulph.	6 1/4¢ 8
Mastic	60	Sinapis Nigra	11¢ 12	Dextrine	70¢ 10
Myrrh, po. 45	40	Spiritus		Ether Sulph.	75¢ 90
Opil, po. 4.80@5.09 3	45¢ 50	Frumentum, W. D. Co.	2 00¢ 2 50	Emery, all numbe.s	8
Shellac	25¢ 35	Frumentum, D. F. R.	2 00¢ 2 25	Emery, po.	6
Shellac, bleached	40¢ 45	Frumentum	1 25¢ 1 50	Ergota	85¢ 90
Tragacanth	50¢ 80	Juniperis Co. O. T.	1 65¢ 2 00	Flake White	12¢ 15
Herba		Juniperis Co.	1 75¢ 3 50	Galla	23
Absinthium, oz. pkg	25	Saacharum N. E.	1 90¢ 2 10	Gambie	8¢ 9
Eupatorium, oz. pkg	20	Spt. Vini Galli	1 75¢ 6 50	Gelatin, Cooper	60
Lobelia, oz. pkg	20	Vini Oporto	1 25¢ 2 00	Gelatin, French	35¢ 60
Majorum, oz. pkg	23	Vini Alba	1 25¢ 2 00	Glassware, flint, box	75 & 70
Mentha Pip. oz. pkg	28	Sponges		Less than box	11¢ 13
Mentha Vir. oz. pkg	23	Florida sheeps' wool	2 50¢ 2 75	Glue, brown	15¢ 25
Rue, oz. pkg	39	Nassau sheeps' wool	2 50¢ 2 75	Glue, white	17 1/2¢ 25
Tanacetum V oz. pkg	22	carriage	2 50¢ 2 75	Glycerina	25
Thymus, V. oz. pkg	22	Velvet extra sheeps'	2 50¢ 2 75	Grana Paradisi	25
Magnesia		wool, carriage	2 50¢ 2 75	Humulus	25¢ 55
Calcined, Pat.	55¢ 60	Extra yellow sheeps'	2 50¢ 2 75	Hydrarg Chlor Mite	1 00
Carbonate, Pat.	18¢ 20	wool, carriage	2 50¢ 2 75	Hydrarg Chlor Cor.	90
Carbonate, K. & M.	18¢ 20	Grass sheeps' wool,	2 50¢ 2 75	Hydrarg Ox Rub'm.	1 10
Carbonate, Jennings	18¢ 20	carriage	2 50¢ 2 75	Hydrarg Ammoniat	1 20
Oleum		Hard, for slate use	2 50¢ 2 75	Hydrarg Unguentum	50¢ 60
Absinthium	6 50¢ 7 00	Yellow Reef, for	2 50¢ 2 75	Hydrargurum	85
Amygdala, Dule	38¢ 65	slate use	2 50¢ 2 75	Ichthyobolla, Am.	65¢ 70
Amygdala, Amarae	8 00¢ 8 25	Syrups		Indigo	75¢ 1 00
Anisi	2 10¢ 2 30	Acacia	50	Iodine, Resubi.	3 85¢ 4 00
Aurant Cortex	2 25¢ 2 30	Acacia Cortex	50	Iodoform	3 85¢ 4 00
Bergamit	2 75¢ 2 85	Zingiber	50	Lupulin	50
Caliputi	80¢ 85	Ipecac	50	Lycopodium	70¢ 75
Caryophylli	80¢ 85	Ferri Iod.	50	Maeis	90¢ 75
Cedar	50¢ 70	Rhei Arom.	50	Liquor Arsen et Hy-	25
Chenopadii	2 75	Smlax Officinalis	50	drarg Iod.	10¢ 12
Cinnamonil	1 30¢ 1 40	Senega	50	Liquor Potass Arsinil	20¢ 3
Citronella	35¢ 40	Scilla	50	Magnesia, Sulph.	20¢ 3
				Magnesia, Sulph. bbl	1 1/4
				Manna, S. F.	50¢ 60

Freezable Goods

Now is the time to stock

Mineral Waters,
Liquid Foods,
Malt Extracts,
Butter Colors,
Toilet Waters,
Hair Preparations,
Inks, Etc.

Hazeltine & Perkins
Drug Co.

Grand Rapids, Mich.

Our Holiday Line will be on exhibition
at Lansing from Oct. 22 to 27.

GROCERY PRICE CURRENT

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

ADVANCED

Rolled Oats
Sauerkraut
Mop Heads

DECLINED

Spring Wheat Flour
No. 1 White Fish
Sisal Rope

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



Mica, tin boxes	75 9 00
Paragon	55 6 00

AMMONIA

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

BAKING POWDER

Acme	
1/2 lb. cans 3 doz.	45
1/2 lb. cans 3 doz.	75
1 lb. cans 1 doz.	1 00
Bulk	10
Artic	
6 oz. Eng. Tumblers	90

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
5 oz. cans, 6 doz. in case	75

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

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

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

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

BATH BRICK	
American	70
English	80

BLUING	
Small 3 doz.	40
Large, 2 doz.	75
Artic, 4 oz. per gross	4 00
Artic, 8 oz. per gross	6 00
Artic, 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, ss	12
Electric Light, 16s	12 1/2
Paraffine, 6s	10 1/2
Paraffine 12s	11
Wicking	20

CANNED GOODS	
Apples	
3 lb. Standards	80
Gallons, standards	2 30
Blackberries	
Standards	75
Beans	
Baked	1 00 @ 1 30
Red Kidney	75 @ 85
String	80
Wax	85
Blueberries	
Standard	85
Clams	
Little Neck, 1 lb.	1 00
Little Neck, 2 lb.	1 50
Cherries	
Red Standards	85
White	1 15
Corn	
Fair	75
Good	85
Fancy	95
Gooseberries	
Standard	90
Honey	
Standard	85
Lobster	
Star, 1 lb.	1 85
Star, 1 lb.	3 40
Picnic Tails	2 35
Mackerel	
Mustard, 1 lb.	1 75
Mustard, 2 lb.	2 80
Soused, 1 lb.	1 75
Soused, 2 lb.	2 80
Tomato, 1 lb.	1 75
Tomato, 2 lb.	2 80
Mushrooms	
Hotels	18 @ 20
Buttons	22 @ 25
Oysters	
Cove, 1 lb.	1 00
Cove, 2 lb.	1 80
Peaches	
Pie	1 65 @ 1 85
Pears	
Standard	70
Fancy	80
Pineapple	
Grated	1 25 @ 75
Sliced	1 35 @ 55
Pumpkin	
Fair	70
Good	75
Fancy	85
Raspberries	
Standard	90
Salmon	
Columbia River	2 00 @ 12 15
Red Alaska	1 40
Pink Alaska	1 10
Shrimps	
Standard	1 50
Sardines	
Domestic, 1/2 s.	4
Domestic, 1/4 s.	8
Domestic, Mustard	17
California, 1/2 s.	22
French, 1/2 s.	28
French, 1/4 s.	28
Strawberries	
Standard	85
Fancy	1 25
Succotash	
Fair	90
Good	1 00
Fancy	1 20
Tomatoes	
Fair	90
Good	95
Fancy	1 15
Gallons	2 45
CATSUP	
Columbia, pints	2 00
Columbia, 1/2 pints	1 25
CHEESE	
Acme	@ 12 1/2
Amboy	@ 12 1/2
Carson City	@ 12
Elsie	@ 13
Emblem	@ 12
Gem	@ 12 1/2
Gold Medal	@ 11 1/2
Ideal	@ 11 1/2
Jersey	@ 12
Riverside	@ 12
Brick	11 @ 12
Edam	@ 90
Leiden	@ 17
Limburger	10 @ 11
Pineapple	50 @ 75
Sap Sago	@ 18
CHOCOLATE	
Walter Baker & Co.'s	23
German Sweet	35
Premium	46
Breakfast Cocoa	46
Runkel Bros.	21
Vienna Sweet	28
Vanilla	31
Premium	31
CHICORY	
Bulk	5
Red	7

COCOA	
Webb	30
Cleveland	41
Epps	42
Van Houten, 1/2 s.	12
Van Houten, 1/4 s.	20
Van Houten, 1/8 s.	38
Colonial, 1/2 s.	70
Colonial, 1/4 s.	33
Huyler	45
Wilbur, 1/2 s.	41
Wilbur, 1/4 s.	42
CIGARS	
The Bradley Cigar Co.'s Brands	
Advance	\$35 00
Bradley	35 00
Clear Havana Puffs	22 00
"W. B. B."	55 00
Columbian Cigar Co.'s Brands	
Columbian	35 00
Columbian Special	65 00
Columbian Regalia	65 00
Columbian Inevitable	90 00
H. & P. Drug Co.'s brands	
Fortune Teller	35 00
Our Manager	35 00
Quintette	35 00
G. J. Johnson Cigar Co.'s brand	
S. C. W.	35 00
Lubetsky Bros.' Brands	
Gold Star	35 00
Pheps, Brace & Co.'s Brands	
Royal Tigers	55 @ 80 00
Royal Tigerettes	35
Vincente Portuondo	35 @ 70 00
Ruhe Bros. Co.	25 @ 70 00
Hilton Co.	35 @ 110 00
T. J. Dunn & Co.	35 @ 70 00
McCoy & Co.	35 @ 70 00
The Collins Cigar Co.	10 @ 35 00
Brown Bros.	15 @ 70 00
Bernard Stahl Co.	35 @ 90 00
Banner Cigar Co.	10 @ 35 00
Seidenberg & Co.	55 @ 125 00
Fulton Cigar Co.	10 @ 35 00
A. B. Ballard & Co.	35 @ 175 00
E. M. Schwartz & Co.	35 @ 110 00
San Telmo	35 @ 70 00
Havana Cigar Co.	18 @ 35 00
C. Costello & Co.	35 @ 70 00
LaGora-Fee Co.	35 @ 70 00
S. J. Davis & Co.	35 @ 185 00
Hene & Co.	35 @ 90 00
Benedict & Co.	75 @ 70 00
Hemmett Cigar Co.	35 @ 70 00
G. J. Johnson Cigar Co.	35 @ 70 00
Maurice Sanborn	50 @ 75 00
Boek & Co.	50 @ 300 00
Manuel Garcia	80 @ 375 00
Neuva Mundo	85 @ 175 00
Henry Clay	85 @ 550 00
La Carolina	96 @ 200 00
Standard T. & C. Co.	35 @ 70 00
H. Van Tongeren's Brand	
Star Green	35 00

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

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	
Apricots	@ 10
Blackberries	@ 11
Nectarines	@ 11
Peaches	9 @ 11
Pitted Cherries	7 1/2
Prunelles	@ 11
Raspberries	@ 11
California Prunes	
100-120 25 lb. boxes	@ 4 1/2
90-100 25 lb. boxes	@ 4 1/2
80-90 25 lb. boxes	@ 5
70-80 25 lb. boxes	@ 5 1/2
60-70 25 lb. boxes	@ 6
50-60 25 lb. boxes	@ 6 1/2
40-50 25 lb. boxes	@ 7
30-40 25 lb. boxes	@ 8 1/2
1/2 cent less in 50 lb. cases	
Raisins	
London Layers 2 Crown	
London Layers 3 Crown	2 00
Cluster 4 Crown	2 75
Loose Muscatels 2 Crown	7
Loose Muscatels 3 Crown	7
Loose Muscatels 4 Crown	9
L. M. Seeded, 1/2 lb.	10 1/2 @ 11
L. M. Seeded, 1/4 lb.	8 1/2 @ 9

DRIED FRUITS—Foreign	
Citrion	
Leghorn	11
Corsican	12
Currants	
Patras, cases	
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	
Sultana 2 Crown	
Sultana 3 Crown	
Sultana 4 Crown	
Sultana 5 Crown	
Sultana 6 Crown	
Sultana package	
FARINACEOUS GOODS	
Beans	
Dried Lima	6 1/2
Medium Hand Picked	2 00 @ 2 10
Brown Holland	
Cereal	
Cream of Cereal	90
Grain-O, small	1 35
Grain-O, large	2 25
Grape Nuts	1 35
Postum Cereal, small	1 35
Postum Cereal, large	2 25
Farina	
24 1 lb. packages	1 25
Bulk, per 100 lbs.	3 00
Haskell's Wheat Flakes	
36 2 lb. packages	3 00
Hominy	
Barrels	2 50
Flake, 50 lb. drums	1 00
Macaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50

COFFEE	
Roasted	
Special Combination	20
French Breakfast	25
Lenox	30
Vienna	35
Private Estate	38
Supreme	40
Less 33 1/3 per cent.	
Rio	
Common	10 1/2
Fair	11
Choice	13
Fancy	15
Santos	
Common	11
Fair	12
Choice	15
Fancy	17
Maracaibo	
Fair	12
Choice	16
Mexican	
Choice	16
Fancy	17
Guatemala	
Choice	16
Java	
African	12 1/2
Fancy African	17
O. G.	25
P. G.	29
Mocha	
Arabian	21

AIC	
HIGH GRADE COFFEES	

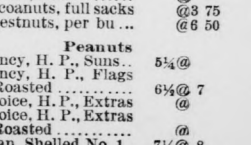
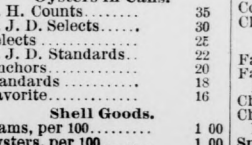
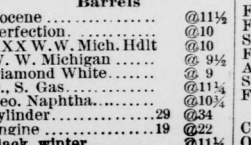
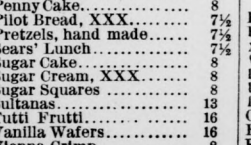
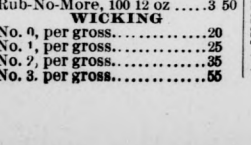
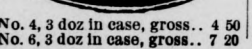
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5 and 10 lb. wooden boxes	30
Bulk in sacks	29

LaGora-Fee Co.....	35@	70	00
S. I. Davis & Co.....	35@	185	00
Hene & Co... ..	35@	90	00
Benedict & Co.....	7.50@	70	00
Hammeter Cigar Co.....	35@	70	00

Police, H. P., Extras	
Toasted	(@)
an. Shelled No. 1..	7½ @ 8



Getting the People

Striving For Something Original and Startling.

There is no way in which more brain tissue is wasted than in the struggle for originality in advertising. Usually the advertiser himself is forced to give up the struggle and, with aching head, go to the poor printer and plead for something new and catchy. Usually out of the generosity of his heart, sometimes with a view to selling space, the publisher takes up the brain-racking task. If he has the luck to hit upon something that catches the fancy of his patron he scores a success, even although his production be utterly worthless as an advertising factor.

There are circumstances that make something new and original of value. This is strikingly illustrated in the use of Uneda by the National Biscuit Co. The conditions were that a new kind of goods in a new kind of package was to be brought before the public. The goods in themselves and the principle of air tight packing presented features that strongly commended them to the market. The double play catch word was so suited to the goods that it took the public by storm.

In another instance conditions were such that a name became necessary, and the fact that a name having no merit in itself became a success tends to prove that the circumstances controlled and not the name. An advertising agent, Geo. P. Rowell, was so situated that he could command a great quantity of publicity in various ways. To utilize this he obtained a medicinal tablet of slight alternative quality as being suited for the general public. A name became necessary and, lacking the ability to find one with attractive or catchy qualities, he hit upon one, Ripans Tabules, utterly worthless in itself. The conditions under which it is used make it a success. If the name had been a better one the success would have been greater.

A good name or catch word or other advertising device may be of great value, but it is a mistake to be constantly striving for something of the kind with no definite plan for its utilization. It is better for general business to turn the attention to straightforward, simple methods, as is shown by the fact that the majority of great mercantile institutions are turning from the ultra startling to plain, dignified, unpretentious statement. There is less of the picture element, except for the purpose of illustration, and less of the expletive in expression and more of common sense English.

A good idea in advertising well carried out is that of W. I. Benedict. Such an advertisement serves the purpose of gaining the attention and interesting the housewife and will result in many calls. The increase in the sales of the special articles may not amount to much in the increase of the profit account, but the aggregate of calls gained of those intent on buying something will be an important factor in present and future business. The advertisement is well written and well displayed.

Another well-written advertisement is that of Geo. W. Wait, and the printer has done his part pretty well, although his work could be improved. The parallel rule over the name should have been omitted—the white space is much more valuable.

Where an advertisement can be set in a single series of type by an intelligent

FOR HOUSE CLEANING TIME!

Little things at Benedict's Prices

Ammonia.

The best and strongest, in pint bottles, 10c —for cleaning woodwork use one or two tablespoonfuls in a pail of water, and little or no soap need be used,—for the laundry, use a tablespoonful in a pail of water, soak clothes in this water over night, and they will be perfectly clean with little or no rubbing.

Tacks.

Any size you may need, 2 boxes 1 cent.

Tack Pullers.

Only 7c for the best 10c one ever made

Picture Nails.

2 inches long, porcelain head, with gilt rim. 1c or 6 for 5c.

Picture Wire.

75 feet tinned, 8 strand, 8c.

Picture Frames.

We have a few left, will hold anything from a photo to an 8 by 10 picture, a bargain at 20c and 23c.

Furniture Polish

In handy size bottles, yet so much as one generally needs, 10c fills the scratches and cuts, removes all marks and white stains from chairs, tables, etc.

Silver Polish

Does its work well and quickly, and will not scratch. 25c bottle enough to last a long time

Nail Brushes.

(A 5 row of bristles brush.) A splendid one at 10c and one with 5 row of bristles with a row of bristles on each side of brush, only 15c.

Perfection and Diamond Dyes in all shades, for cotton or wool.

W. I. BENEDICT, DRUGS and SUNDRIES, Belding, Mich.

Rough Weather is Coming!

Buy one of our KNIT JACKETS and a DUCK COAT, and bid defiance to it. The Jackets are close fitting, heavy and warm, at \$1.10. The Coats are heavy Duck, blanket lined, and rubber interlined, at \$1.50.

GEO. W. WAIT,
GENERAL STORE. ROLLIN, MICH.

Drugs and Medicines,

Rodenbaugh
Brothers

Handle the Best BECAUSE

It Doesn't Pay to Handle Anything But the Best

Paints, Oils, Wallpapers
And Borders.

No Lady

Should buy a Cloak, Jacket or Cape until she has seen our superb line. The goods are right, the styles are right, the prices are right. Many who during fair week looked over the stocks in Grand Rapids have bought of us and saved money by so doing. The larger the town the higher the prices is a fixed law of trade. This is emphatically true of the cloak trade. While giving you just as desirable and up-to-date goods we will save you from ten to twenty-five per cent. on your purchases.

Spencer & Lloyd.

Ready For Fall Trade.

My line of Ladies' Shoes is complete. Julia Marlow's, Youngs' foot forms, turns and welts. There are shoes and shoes but there are no better shoes to be had than I carry in stock.

RUBBER GOODS, SCHOOL SHOES

That will hold. Boys' fall double soles. Misses and Children's shoes that will keep the feet dry. School Suits for all the Boys.

GEO. W. NOBLE

Groceries

Groceries are cheaper than ever. We bought largely and advantageously, and propose to sell quickly and quite as much to your profit as to ours. We are to that extent at least, believers in reciprocity.

Fresh and Salt Meats

Fresh Baltimore Oysters and a complete stock of meats
DEITZ & SPEICHER,

When you desire a

GOOD SQUARE MEAL

A glass of

FRERH SODA WATER,
ICE CREAM SODA, OR
DELICIOUS GINGER
ALE, on the

Fourth Of July,

SUNDAY or any day,

You can get it at the

OLD
RELIABLE
RESTAURANT
OF

S. R. EARL

Confectioneries—Fire Works.

Electric Lighting

May in one sense be a luxury, but in another it is almost a necessity. If your place of business or residence is not already wired up call at the office of the Electric Light Co. for rates
C. EMERY,
Manager.

WOULD YOU

Buy wood of me? I would deliver the wood I also have hardwood building lumber planed and sized to suit your building.

H. R. DICKINSON.

EVERYTHING GOES

that is repaired, and everything repaired that is repairable

Strictly first-class work

W Gleason, Jeweler,
One Door East of Drug Store.

compositor, as in the case of Rodenbaugh Brothers, the result is attractive and pleasing. To do this, however, the wording must be made to fit. The exception of putting the "because" in gothic is hardly noticeable, as the face corresponds in heaviness with the rest. Then the peculiar use of the word makes the change admissible.

I have shown Spencer & Lloyd's advertisement to several ladies and they uniformly express themselves as unfavorably impressed by it. I am inclined to accept this test as a fair indication that the words, as used and displayed, are an injury. The advertisement otherwise is well written and the display is exceptionally good.

Geo. W. Noble shows a carefully composed advertisement, but one which could be improved in some regards. The worst thing in it is the use of the ornamental type. The proper use of this letter is to sell it for 6 cents a pound—or more if it can be obtained—for babbitt or type metal. Then it is a mistake to display the beginning of the second paragraph so as to make the statement "that will hold" apply equally to "rubber goods" when it is evidently only intended for "school shoes."

Deitz & Speicher present a good general advertisement of their grocery and meat business. It is judiciously displayed. It is well to avoid big words in such a place, but if they are admitted they should at least be spelled correctly.

The next picture is not so pleasant. S. R. Earl is unfortunate in running a July advertisement in October and also in having fallen into the hands of a compositor who seems to have plenty of good material at hand, but who doesn't know how to use it. It is impossible to criticize the wording to the extent of its capabilities. I should simply strike it all out and begin again. I would begin by getting some one else to write it. Then I would give it to another compositor with positive instructions not to make every line a display line or to "lug in" all the faces in the office.

C. Emery shows a well-composed advertisement, but the reference to luxury and necessity is somewhat incomplete and breaks off too abruptly to another subject.

The play on words in H. R. Dickinson's wood advertisement does not seem to me to be very effectual. It is unfortunate that the third sentence uses the syllable wood in such a way that the reader is lost in trying to determine whether the play still continues. It does not read smoothly and so the merit, if there is any, on the word play is worse than lost.

W. Gleason is more fortunate in his use of word play. His advertisement would have been much improved if "strictly first-class work" had been in a smaller full face type. On the whole the advertisement is a good one.

Light From the Sun.

According to Professor Newcomb the sun gives us 91,000,000,000 times as much light as an average star of the first magnitude. To become reduced to a star of the first magnitude, the sun would need to be removed from us to 302,000 times its present distance. Removed to ten times that distance it would become a star of the sixth magnitude, one of the stars just visible to the naked eye.

Always remember that your best customer consults his own interests in dealing with you. Few persons are so generous as to prefer others before themselves.

REAL ESTATE.

Its Relation to Groceries and Boarding Houses.

The business man that is forced to fight the greatest competition is the dealer in real estate. In storm and in calm, in good times and in bad times, in season and out of season, his field is the world and he finds it invaded by every vocation under the sun. Public and private enterprise are in league against him, and while public and private opinion are nominally on his side, he finds himself, however glaring the grounds of complaint, to be wholly without legal redress. His business is honorable and legitimate and yet his only real ally is the notable housekeeper who hates him and respects him so long as he keeps his goods outdoors, where she insists they belong. His bitterest complaint is against the opposition that comes in and ruins what it does not care to buy.

A case in hand is among the semi-suburbs of Grand Rapids. The lot is finely located, is made beautiful by aristocratic oaks, aglow to-day in the royal colors of their race; but it is flanked on both sides with unmarketable dirt. Decay has with both hands seized the once ambitious houses on each side of it and from crumbling chimney top to rotting walk has sifted down the dirt of a decade, ruining the prospects and blasting the hopes of one of the prettiest lots in town. Redress? There is none. Building lots are like men—they are known by the company they keep—and just so long as the unmarketable real estate holds those neighboring houses in its possession just so long will the dealer find himself with a dead house and lot on his hands.

"Two desirable rooms for rent in a desirable neighborhood" said an advertisement in the morning paper and an hour later, with paper in hand, the seeker of rooms of that character visited the desirable neighborhood. The paper had stated the fact, but neighborhood and house and rooms were found to be desirable for persons who desire that kind of accommodation. The neighborhood was down at the heel and that portion of its exposed person was covered with untaxable real estate. The sidewalk, with its discouraged trees; the paling of the rotting fence; the crippled gate, holding itself up by a complaining hinge; the sagging doorstep; the grimy door; the half-worn oilcloth carpet; the woman herself, whose frowny head and grease-spotted skirt were in a better condition than her water-forgotten hands and face, was in harmony with the run-down heel—all of them were so densely covered with the unauthorized acquirements of the land dealer as to suggest the wonder that the author of the easily proved theft should have evaded arrest so long!

"I never think of some provision stores," said a dainty housekeeper, "without a shudder. I don't know of anything which the board of health should so carefully look after as the places where things to eat are sold. Too often it is dirt, dirt, dirt from curbstone to cellar bottom, and the same awful fingermarks are on everything you buy. I am reconciled to eat my peck of dirt, but I want to take it straight! The Micklejohns discharged their cook last week because they heard her say that the best way to get clean hands that she knows of is by kneading bread! Too many grocers insist in making up in dirt what they lack in the article paid for. I wish they'd be honest about it

and we should know what to expect. 'Dirt and groceries' would be truthful, and the novelty would draw trade, from the simple fact that you get the same articles and are at the same time put on your guard!" The list might easily be lengthened, but it would only furnish additional proof that real estate has many forms of development and that all except the legitimate one should be suppressed.

If the housekeeper is unpleasantly affected by the grocery, her affection would become alarming could she know the "utter inwardness" of the average boarding house and restaurant. Here dirt is the evident stock in trade. It holds high carnival in both, with a slattern for the queen. Dining room and dining table, curtain and tablecloth and napkin, tumbler and cutlery and earthenware, are smutched by her hands as if tar had touched them; and these are purity to what comes with the stuff brought on to eat. If, as it has been asserted, the police court is supplied with business from the patrons of these eating places, it is easy to understand and why; and the pity—the everlasting pity of it all—lies in this: that good bread and good meat and good butter and good coffee—in a word good, wholesome meals without dirt—ought and should be furnished for the money paid for this unwholesome food that is ruining body and soul.

Let us hear the conclusion of the whole matter: Let the dealer in real estate cling to his legitimate business and let public opinion—with the force of the law, if need be, behind it—insist that nothing unclean be put upon the table of restaurant or boarding house and that cleanliness shall take the place there of the prevailing filth and dirt.

Potato Crop Less Than Last Year.

The potato crop of the United States, according to the American Agriculturist, approximates 230,000,000 bushels, or nearly 5,000,000 bushels less than last year, and a fairly good yield, compared with the average of the last ten years. Extremes in climatic conditions were responsible for holding the crop within bounds. The total area under the crop is paced by this authority at 2,897,000 acres, with an average yield of 83 bushels an acre, against 82 bushels in 1899, 73 bushels in 1898 and only 64 in 1897, when the crop was 174,000,000 bushels. Opening prices at leading markets are irregular, much the same as last year at Chicago and further West, lower in Ohio, and higher in many of the Eastern cities, including New England.

Peculiar Experience With a Bean Crop. From the Bad Axe Republican.

Mathew Goodwill has had a rather peculiar experience with his bean crop this year. The plants blossomed and set as usual, but owing to the dry weather the pods did not fill and soon began to wither. When the September rains came the plants took a fresh start, blossomed a second time, the pods set and filled and he is now harvesting one of the largest crops of beans he ever raised.

Florida's Orange Crop Large.

The latest comprehensive reports of Florida's coming orange crop are made by the railroad agents, who have been making a careful examination in order to prepare to handle the shipments. According to these estimates the totals foot up more than 1,000,000 boxes. All reports pronounce the groves in a healthy condition. No San Jose scale is reported.

The fortunate man is he who, born poor or nobody, works gradually up to wealth and consideration, and, having got them, dies before he finds they were not worth so much trouble.—Charles Reade.

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

No. 0 Sun.	Per box of 6 doz. 1 50
No. 1 Sun.	1 66
No. 2 Sun.	2 36

Common

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

First Quality

No. 0 Sun, crimp top, wrapped & lab.	2 00
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15

XXX Flint

No. 1 Sun, crimp top, wrapped & lab.	3 60
No. 2 Sun, crimp top, wrapped & lab.	4 00
No. 3 Sun, hinge, wrapped & lab.	4 20

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)	3 75
No. 2 Flint (80c doz)	4 70

Electric

No. 2 Lime (70c doz)	3 75
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 Nacetas.	9 00

Pump Cans

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

LANTERNS

No. 0 Tubular, side lift.	4 95
No. 1 B Tubular.	7 40
No. 13 Tubular, dash.	7 50
No. 1 Tubular, glass fountain.	7 50
No. 12 Tubular, side lamp.	14 00
No. 3 Street lamp, each.	3 75

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, box, 10c.	45
No. 0 Tub., cases 2 doz. each, box, 15c.	45
No. 0 Tub., bbls 5 doz. each, per bbl.	1 85
No. 0 Tub., bull's eye, cases 1 doz. each	1 25

GAS AND GASOLINE MANTLES

Glover's Unbreakable and Gem Mantles are the best, but we carry every make. Our prices are the lowest. Try Glover's Mantle Renower. One bottle will make 100 old mantles like new—removes all spots, etc. 90c per doz. bottles.

Glover's Wholesale Merchandise Co.
Manufacturers, Importers and Jobbers of
Gas and Gasoline Sundries.
Grand Rapids, Mich.

Jobbers of Stoneware

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

W. S. & J. E. Graham, Agents,

149-151 Commerce St., Grand Rapids, Mich.
We are taking orders for spring.

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.

William Reid

Importer and Jobber of Polished
Plate, Window and Ornamental

Glass

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

L. BUTLER,
Resident Manager.



A 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.

THE MORNING MARKET.

Closing Days of a Most Remarkable Season.

The silence that "broods with the darkness over all" this morning was rudely shaken by a trio of newsboys on a street corner who were using for emphasis some names and terms often heard in Sunday school, but not at all adapted to the lively barter of newspapers, carried on with the evident intention on the part of the largest and most powerful party to browbeat and defraud the other two. Had it been light enough to see where to hit, it would have been an occasion of "deeds not words," but the friendly dark was too dense to fight in with comfort and the affair ended as all recent contests of the prize ring have done.

The market at that early hour is best described by the quotation, "Darkness there and nothing more!" As the eye became accustomed to the gloom, the long line of posts supporting the roof of the wagon sheds recalled a view of London Bridge, seen years ago, when it was struggling for the mastery with a London fog. The remainder of the market place was as quiet as the Thames at dawn, the occasional market wagon answering every purpose for the craft whose hulk and canvas peered through the dark.

The change in the weather, while portending rain, brought with it the milder atmosphere of a morning in early September, so that the few producers then there found extra exertion to keep warm unnecessary. They gathered in occasional groups as the locality of their wagons allowed and stood silent and looking at each other, as men will when neither pipe nor cigar quite reconciles them for the sleep the early start has deprived them of. A house-keeper—one of the sort who believes that fate cheated her in not making her a man—buzzed like a big bluebottle fly from one wagon to another, pricing but not buying and, probably, settling down at last upon a basket of something that not even a dago would carry home. That is the kind of boarding house keeper that a board of health agent should watch. She caromed up against the young fellow whose fun-loving face and contagious laugh are balm to sore eyes and ears and who has been absent for a morning or two. As usual the cushion was very much alive and, while he said things to her that "mortel never dared to say before," she took it all in good part and went off with a flirt of a—well, not very dirty apron and a "never more!" that fairly outravened the raven!

It is a wonder that heaven does not send more of these bright faces and brighter hearts to pull up the corners of morose humanity's mouth. There they were, a lot of sour-faced folks, hating the weather and the morning and the fate that pulled them from their warm beds, and themselves most of all; and there they stood looking at one another with forbidding eyes when a cheerful "Hullo! everybody!" rang joyfully out upon the morning air. Every sleepy face brightened. One man, who had been pulling away upon a pipeful of ashes and who sleepily wondered what the matter was, emptied the pipe bowl and "loaded up again," with a hearty "Ho, Tom! you here?" and, older as they were, they crowded around the hardy, sun-browned face and shook his hand as if they wanted to renew the old miracle by simply touching the hem of

his garment! Then the sun came out—had he, too, been waiting for that handsome face to cheer him up a bit?—and the market began to buzz in spots and the business of the day began.

It couldn't be called lively. There were peaches, but it was easy to see that they were ashamed of themselves—of good family, but the rag-tag of a distinguished race. The pears, remembering the treatment they had to put up with from them a month ago, flouted them, and with good reason; it was fair weather with them and, while the Bartletts were gone, there were varieties which have a flavor about them that even that favorite can not despise. They did not make themselves common; but, like good, respectable pears, kept up the family reputation. The apple is the representative fruit of the nation. It keeps on in the even tenor of its way without indulging in extremes. A good, hardy, rugged race, it everywhere holds its own, smiling alike upon the just and unjust and as glad to be carried off by the man in rags as by the woman who takes it home in her carriage. Potatoes are not now indulging in bandinage with anybody and the tomato is as cheery as it was earlier in the season. Happy the buyer who can appropriate enough of its indwelling spirit to make him oblivious of the fact that there is such a thing as "getting licked."

The mild morning coaxed more women to the market than have been there for several days. One was so much in sympathy with old Homer as not only to nod but actually to fall asleep. One fair arm—the sleeve had forgotten its duty—was doing its best to support the sleeping head, which under the circumstances was trying to be reconciled for the poor substitute of a pillow. Not far off was another face not sleepy at all. She was not long upon the market. Her bright eyes brought the trade moths early to her wagon and off she went, while the stupid men about her were wondering how it happened. It happened! The husband who let her come alone knew what he was doing! Best of all were the sunny faces of two happy-hearted girls. They were just the age and size to make a success of climbing trees and tantalizing conceited boyhood by beating it at every taken "stump." Your lively girl when she feels like it—and when doesn't she?—will do more in the least time to torment boyhood about to death than any other agent Nature has hit upon, and these laughing samples on the market this morning will never "let up" on that sort of fun until long after the silver is mingled with the brown. Heaven help the boys and the men that fall into their merciless hands; and may the homes they both will one day gladden be a counterpart of that part of the morning market which their bright faces gladden now!

New Bank at Rockford.

Ernest W. Johnson and Earl C. Johnson have formed a copartnership and will engage in the banking business at Rockford about Nov. 1 under the style of Johnson Bros. The partners claim to have a combined responsibility of \$25,000 and announce their intention of conducting business along conservative lines.

Only one city in Sweden would be classed with our larger cities—Stockholm, which is somewhat smaller than Pittsburg. Gothenberg is about as large as Columbus, Ohio, but the other cities are little more than towns.

Trees Mitigate Many Evils.

Forests of shady trees mitigate climatic conditions, and there is no doubt they attract rain showers. Leaves generate oxygen and absorb noxious gases, forming a natural antidote to grievances of crowded cities. Shade trees prevent sunstroke and also prevent ophthalmia, the curse of lower Egypt and Southern Italy. Where there are no trees the glare of the sun on the sand and white buildings is equal to its shining on snow.

Johnnie's Gunning.

Ecstatic Papa—Here, Johnnie, come and kiss your new sister.
Johnnie (four years old)—Nen, paw, will you buy me a gun?
Ecstatic Papa—A gun? What for?
Johnnie—Well, I bet I'll shoot the next stork I see flyin' 'round this house!

Honors come thick and fast sometimes. A week ago Henry B. Fairchild, Manager of the Hazeltine & Perkins Drug Co., received notice that he had been appointed a member of the Proprietary Committee of the National Wholesale Druggists' Association. Yesterday he was notified that he had been selected to act as chairman of the Advertisements Committee of the same organization.

Business Wants

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

BUSINESS CHANCES.

FOR SALE—HARNESS SHOP WITH COMPLETE STOCK. In town of 4,500 inhabitants, with only two harness shops. Best of reasons for selling. Address Lock Box 792, Three Rivers, Mich. 568

FOR SALE—THE ONLY MEAT MARKET in Grass Lake, Mich., population 1,000, and will be increased by 200 workmen and families to work in the biggest cement factory in the country, now being erected. John Kalmbach, Chelsea, Mich. 565

80 ACRE FARM IN MONROE COUNTY TO exchange for store or residence in town in Central Michigan. N. C. Kingsbury, Milan, Mich. 564

WE HAVE AN UP-TO-DATE BOOT AND shoe stock, invoicing about \$7,000, in the best city in the State. Can be purchased at a reasonable discount. Chase & Chipman, Battle Creek, Mich. 563

CREDIT RATE DRUG STORE IN PATENT medicines, druggists' sundries, etc., will attract a big trade in a town of 6,000 population, within fifty miles of Detroit. I know of the right store, with rent nominal, for right party to give it a trial. If capital is limited, can have help. This is bona fide in every way. Address at once, William Connor, Box 346, Marshall, Mich. 560

FOR SALE AT A BARGAIN—FINE SUBURBAN home of 10 acres, orchard, good buildings, near school, mail route and proposed electric railway; or would exchange for desirable house and lot. G. H. Kirtland, 1159 South Division St. 569

FOR SALE—AT A LOW FIGURE, CHOICE 100-acre farm; fine buildings, stock, farming tools and crops; six miles southwest of city; would take good house and lot as part pay. G. H. Kirtland, 1159 South Division. 570

BANKER WANTED—A RELIABLE MAN with capital, wishing to invest in the banking business, will find it to his interest to write L. H. Moss, Secretary Middleton Improvement Association, Middleton, Mich. 571

WANTED—A PARTNER IN AN OLD-ESTABLISHED meat market—a man who understands the business; or would sell, as I have other business. Only two markets in town of 3,000 population. Two railroads. Address No. 553, care Michigan Tradesman. 553

A STOCK OF STAPLE GROCERIES FOR sale in one of the best towns in Michigan (Bronson). Best location in town. Best of reasons for selling. Stock invoices \$1,200. Will sell for \$1,000 cash. No trades. Write M. A. Herick, Durand, Mich. 552

FOR SALE—A CLEAN STOCK OF HARD-ware about \$6,500; cash; no trade. Write Lock Box 105, Hudson, Mich. 551

FOR SALE—DRUG STOCK, BEING THE only drug store in town of about 400 inhabitants. Reason for selling, have other business interests which must have my attention. T. O. Pattison, Millbrook, Mich. 559

FOR SALE—BAZAAR STORE AND FIX-tures in one of the best business towns in the great fruit belt of Michigan, doing a good business; must sell on account of poor health; only \$350 cash. Box 162, Shelby, Mich. 552

FOR SALE—NEW STOCK OF DRY GOODS, shoes, groceries. Good cash trade. Rare opportunity. Investigate at once. Box 365, Quincy, Mich. 555

FOR SALE—COUNTRY STORE SEVEN miles from railroad, buildings and store invoicing \$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, Saranac, Mich. 542

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

FOR SALE—FRESH STOCK OF GROCER-ies, 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

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—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, 1383 Jefferson Ave., Detroit, Mich. 535

FOR SALE—ONE SET DAYTON COMPUT-ing scales and one medium-sized safe. Address C. L. Dolph, Temple, Mich. 522

HOTEL FOR RENT OR SALE—STEAM heat, electric lights, hardwood floors, etc.; located in Bessemer, Mich., county seat Gogebie county. Address J. M. Whiteside, Bessemer, Mich. 523

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

FOR RENT—A GOOD BRICK STORE building centrally located in a good business town. Address Mrs. E. F. Colwell, Lake Odessa, Mich. 516

FOR SALE—DRUG STOCK INVOICING fifteen hundred (\$1,500) dollars, in Southern Michigan. Will retain half interest or sell entire stock. Good place to make money. Reason for selling, have other business. Address No. 515, care Michigan Tradesman. 515

FOR SALE—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 GEN-eral 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—\$2,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 240

MISCELLANEOUS.

WANTED—POSITION AS MANAGER OF general merchandise stock in town of 5,000. Fifteen years' experience. Best of references furnished. Address B. A., care Michigan Tradesman. 566

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. 567

WANTED—SITUATION AS PHARMACIST about Nov. 15. Write No. 554, care Michigan Tradesman. 554

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

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

Notice of Stockholders' Meeting.

Grand Rapids, Mich. Oct. 24, 1900.
The stockholders of the Clark-Rowson Manufacturing Co. will take notice that a meeting is hereby called of the stockholders of the above company, to be held at the Bissell Carpet Sweeper Factory at 10 o'clock in the forenoon of Monday, Nov. 5, 1900, for the purpose of settling the indebtedness of the company or applying their assets toward the payment of said indebtedness, and for the further purpose of settling up all of its affairs and disbanding the company. The Clark-Rowson Manufacturing Co. By M. SHANAHAN, Secretary.